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ACT

The magazine for the crane, lifting and transport industry

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Wind Power

All about all
terrain cranes

Official domestic
magazine of the
SC&RA





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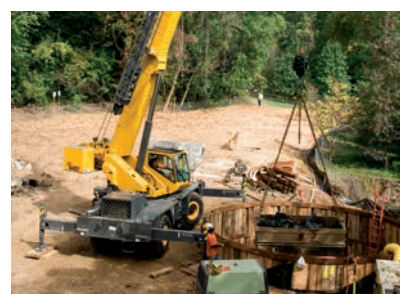
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Grove cranes
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Who's who at KHL

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Relieved

On the morning of April 26, 2012, the collective crane and rigging industry breathed a huge sigh of relief upon hearing that Jimmy Lomma had been acquitted of criminal charges related to a tower crane accident in Manhattan in 2008. For close to four years, we had all worried about Lomma's fate, and crane owners in particular were deeply concerned about Lomma and the issue of criminal courts going after crane owners. Lomma's attorneys proved that the accident was not due to the operation of an unsafe crane, rather that the crane collapsed due to being two-blocked.

Within minutes of the verdict I received several emails rejoicing Lomma's vindication. While the accident was a tragedy, and two men were killed, it's still monumentally important that justice prevailed. Soon after the verdict, I sent Lomma an email, as did hundreds of his friends and colleagues from around the world. Knowing how badly Lomma had been treated by the New York press, I was weary that he didn't want to hear from me. However, I did let him know that when he was ready to tell his side of the story, we at *American Cranes & Transport* would be there to hear what he had to say. Within a couple of days he called to say that he would talk to me on the record, with my understanding that because he still has a civil trial to face, he couldn't say a lot. I think you will be interested to hear what Jimmy and I discussed in our interview feature on page 26.

This issue marks the seventh anniversary of *American Cranes & Transport* and the seventh edition of our **ACT 100** list. Actually it started out as the **ACT50** and changed to the **ACT 100** in 2009. Our 2012 list is the most comprehensive ever, and adds 11 new companies, including Mammoet USA. Don't miss our analysis of the **ACT 100** and the list itself starting on page 44.

Also this month, *ACT* will be front and center at AWEA Wind Power 2012. The magazine will be distributed at the SC&RA's booth at the show in Atlanta June 3-6. On page 15 we offer a preview of the show. Our Industry Focus article reviews the state of the wind power sector and what might happen if the tax credit for wind farm development is not extended by the end of the year. You can find that article on page 33.

The expansion of Los Angeles International Airport is a huge job that has required five tower cranes to do the heavy lifting. Our Site Report: Lifting on page 59 details the depth and breadth of this project.

And finally, as we mark mid-year 2012, our Economic Confidence Report shows that optimism within the crane, rigging and transport sector continues to rise. Results of our second quarter survey can be found on page 25.

As always, I look forward to hearing from you about your people, jobs and whatever else you think is newsworthy. Drop me a line!

D. ANN SLAYTON SHIFFLER

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Crane portfolio



ACT100

ACTtransport50

IC50 TopLift

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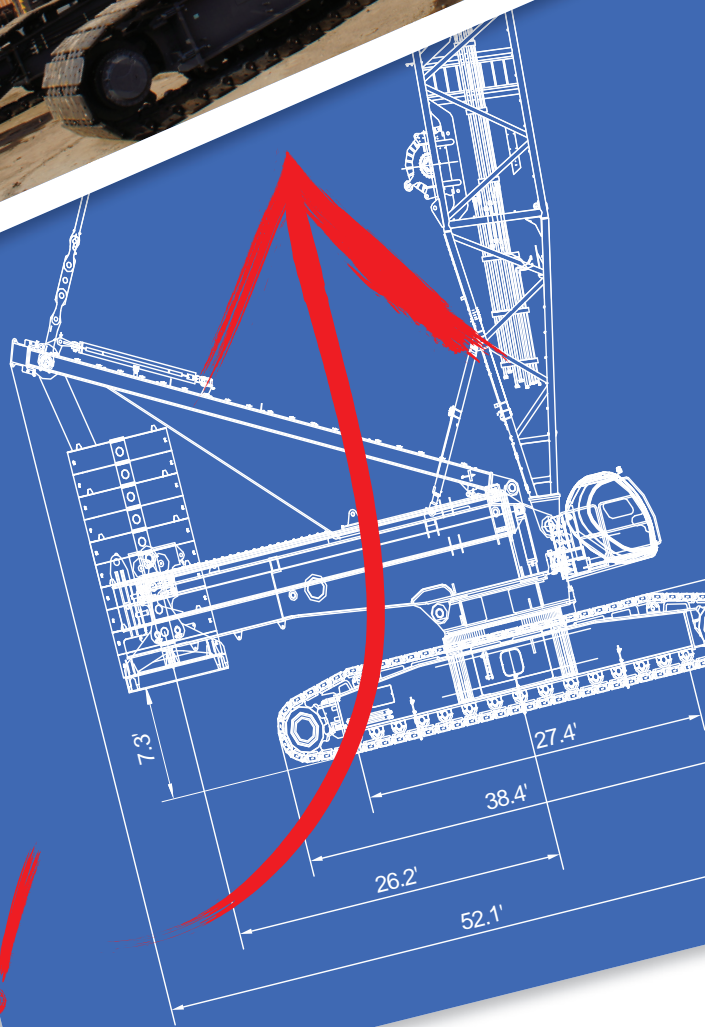
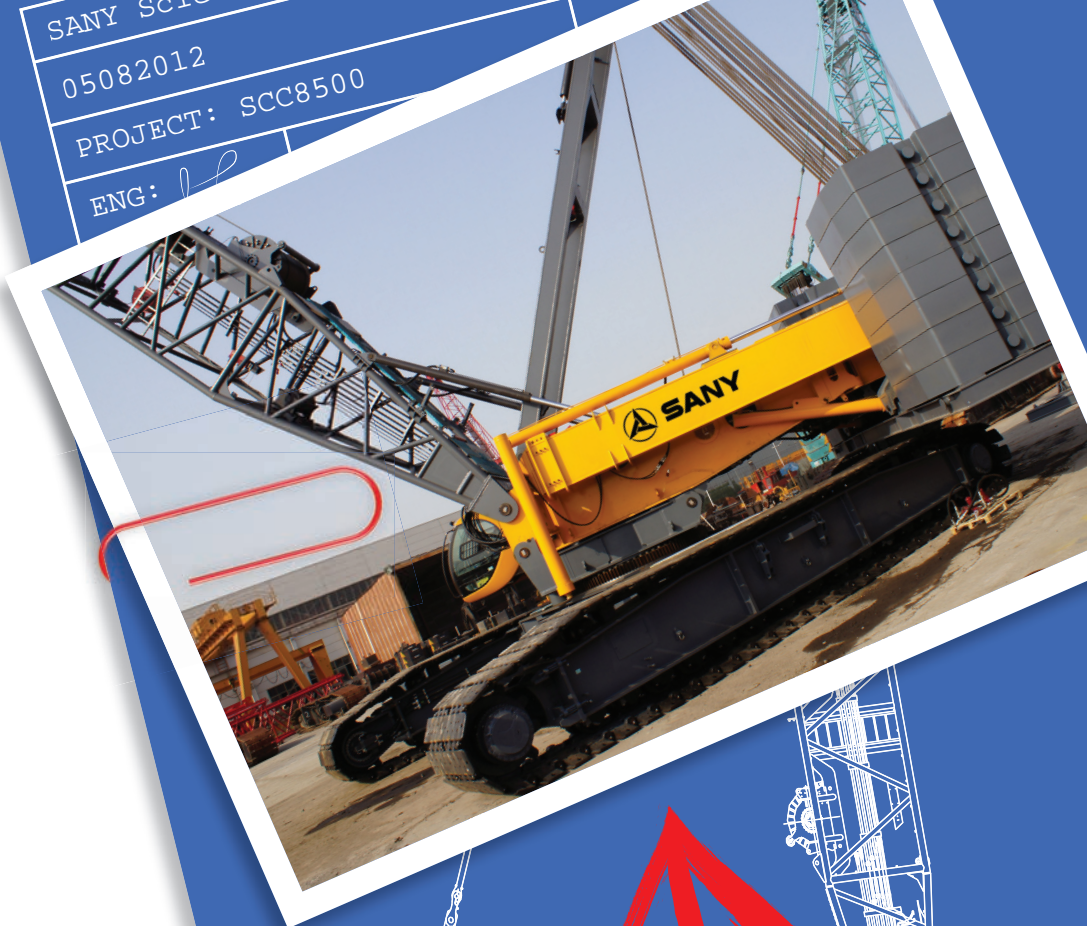
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W.O. Grubb dispatched its Grove GMK 7550 all terrain crane to repair damage from an earthquake at the National Cathedral in Washington, D.C. See our Product Focus: All Terrain Cranes on page 39



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NEWS

New crane from Sany; Lomma acquitted; Mammoet orders 3,000-ton Liebherr; financial results and more

AWEA PREVIEW

ACT previews AWEA Windpower 2012



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Wobbles in the southern countries of the Euro-Zone deflated share prices. *Chris Sleight* reports

SAFETY/TRAINING

Aerial lift operations require trained personnel. *Terry Young* reports

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Optimism regarding business prospects continues to improve. *D. Ann Shiffler* reports

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JAMES LOMMA

D. Ann Shiffler speaks to James Lomma about his recent exoneration



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■ Ritchie Bros. Auctioneers is to acquire AssetNation, an online auctioneer specializing in the sale of surplus and salvaged assets. Ritchie Bros is paying \$64 million for the business.

■ A record 200,000 people visited the Intermat exhibition in Paris. The previous high was set in 2006 when 209,000 people attended the show. Some 1,350 companies took exhibition space at Intermat.

■ Ritchie Bros. Auctioneers has reported a 32 percent increase in net earnings for the three months ended March 31, 2012, totaling \$18 million, compared to \$13.6 million for the same period in 2011. Auction revenue grew 14 percent from the first quarter of 2011.

■ Barden Oilfield Hauling has added a Manitowoc National NBT45 boom truck to its fleet. The NBT45 is mounted on a tri-drive, dual steer, Kenworth C500 semi-tractor. The crane enables Barden to meet new oilfield environmental regulations, which require crane operators to place equipment from a longer radius. Barden has since ordered a second NBT45, this one to be mounted on a lighter semi-tractor to allow for more payload.

Sany America to roll out new model at wind show

Sany America is putting the finishing touches on a new 550-ton crawler known as the SCC8500, *American Cranes & Transport* has learned. The new crawler is being developed for the U.S. market and will be directed to the wind and general construction contractor, according to sources.

The basic machine will have a 550-ton capacity at 19.7 feet. With Sany's Ultra-Lift package, the crane can lift 550 tons at 32.8 feet. The basic machine features a boom length of 78.7 to 354.3 feet. The Ultra-Lift boom length is from 118 to 393.7 feet. The maximum tip height for the basic machine is 364.2 feet and the Ultra-Lift is 403.5 feet. The fixed jib length on the basic machine is 39.4 to 137.8 feet and the luffing jib on the basic machine is from 78.7 to 236.2 feet. The basic machine has a rated line pull of 35,274 pounds.

The machine was designed for easy transport with the



Sany America will introduce a new 550-ton crawler at AWEA wind show in Atlanta

basic machine length at 47.6 feet, the basic machine height at 9.2 feet and the basic machine width at 8.8 feet. The crane has a minimum tail swing of 32.3 feet and a maximum of 34.6 feet on the basic machine. With the Ultra-Lift package the machine has a minimum tail swing of 47.7 feet and a maximum tail swing of 62.7 feet.

The machine is powered with a Cummins ZSX15-600 HP engine and the hydraulic system features Rexroth pumps and drive motors. The crane will offer 10 configurations for the main boom, fixed jib and luffing jib. The Sany UltraCab was designed by Porche Design Systems and the LMI system was designed by Sany. ■

Lomma acquitted in criminal trial

James Lomma, owner of New York Crane and J.F. Lomma Inc., was acquitted on April 26, 2012 of six criminal charges related to a tower crane collapse in Manhattan in 2008. Two workers were killed in the accident that involved the collapse of a Kodiak tower crane.

Judge Daniel Conviser heard the case without a jury and declared Lomma innocent of all six charges, including the charge of second-degree manslaughter.

Lomma's defense counsel



proved that the collapse was not the result of shoddy welding by a Chinese repair company. Lomma's attorneys proved the accident happened due to the crane being two-blocked. The overload caused the crane's line to snap and sent the crane into imbalance.

ACT editor D. Ann Shiffler talked to Lomma about the case and its aftermath. See our Interview on page 26. ■

A defense photo shows the crane was two-blocked



■ Terex Corp. has been recognized with the safety award handed out by the European Association of Abnormal Road Transport and Mobile Cranes (ESTA). Terex received the award at the 9th annual ESTA Awards of Excellence dinner held on April 19, 2012 at the Hotel Hilton Charles de Gaulle Airport in Paris. The Terex Fall Protection System won for "making significant strides in improving safety when working with lattice booms."

Lifting and transporting a Blackhawk
Crane Service Inc. used its National Series 1800 boom truck to lift and place a U.S. Army Blackhawk helicopter on a truck for transporting to Fort Hood in Texas for repairs. After repairs, the helicopter will be dispatched back to work in Afghanistan.



Mammoet orders 3,000-ton Liebherr LR 13000

International heavy lifting and transport specialist Mammoet has ordered the first 3,000-metric-ton capacity Liebherr LR 13000 lattice boom crawler crane.

Its first job will be a refinery extension project in Whiting, IN, near Chicago. The crane will be rigged with 78 meters of main boom and a 72-meter luffer and derrick attachment.

The contract to buy the crane was signed at the 2012 Intermat exhibition in Paris by Herman Smit, Mammoet COO and Christoph Kleiner, Liebherr-Werk Ehingen managing director, sales.

Typical applications will be power station construction and in the petrochemical sector. Advantages of the LR 13000 include its ability to travel under full load and the wide range of boom systems,

The 3,000-metric-ton LR 13000 will work at a refinery project in Whiting, IN



from light to super-heavy with the new P-boom, Liebherr said. ■

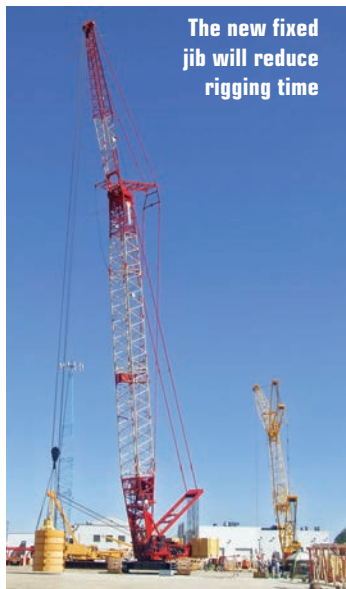
New fixed jib for Model 16000

Manitowoc has introduced a fixed jib option for its 440-ton capacity Model 16000 crawler crane to complement the existing luffing jib attachment.

The new fixed jib has a 102-ton capacity and a maximum length of 140 feet. At a length of 80 feet, the fixed jib can be installed on a 236.2-foot main boom.

The new jib reduces rigging time for jobs where a luffing jib is now required, Manitowoc said. ■

The new fixed jib will reduce rigging time



■ Essex Rental Corp. announced increases in rental rates and sales in its 2012 first quarter financial results. The company saw a 50.8 percent increase in new, used and rental equipment sales for the quarter, totaling \$6.2 million, compared to \$4.1 million in the first quarter, 2011. Similarly, rental rates also showed growth. Average monthly crawler crane rental rates increased \$717 to \$16,233 for the three month period ending 31 March, 2012, the company said. Rental demand for the company's fleet of crawler cranes increased to 37 percent for the quarter, and the company's RT fleet saw utilization of 54.8 percent, while larger tower cranes and elevator lifts also improved, with some seeing usage above 60 percent.

■ Manitex announced a record \$42.8 million first quarter sales, up 35 percent to the prior year's quarter of \$31.7 million and up 17 percent on the fourth quarter 2011 figure of \$36.6 million. Order backlog, at \$133.3 million, was up 179 percent at the end of March from the same quarter of 2011.

■ Kobelco's sales of construction equipment totaled \$4.4 billion in the fiscal year ending March 31, 2012, level with the previous year the company said. A 17 percent increase in crawler crane sales compensated for a fall in the company's excavator business. Kobelco Cranes sold \$594 million worth of cranes last year.

■ Palfinger posted first quarter revenue growth at 16.9 percent higher than the same period in 2011. The \$288.8 million revenue achieved in the first quarter represented a record for the company. Group earnings before (EBIT) came to \$22.8 million, up from \$19.5 million in the first quarter of 2011. The company noted that demand in North America has been satisfactory.

Carson adds RT 670 for justice center project

Carson Concrete Corporation purchased a new Terex RT 670 rough terrain crane for work on construction of the new Bucks County Justice Center in Doylestown, PA.

The \$84 million project near Philadelphia broke ground in July 2011. As the project neared the heavy construction stage, Carson decided to purchase a new rough terrain

for the jobsite.

"We were looking for a utility crane that moves all day, every day," said Anthony Samango, vice president. "The RT 670 met all the specs we needed, and it was the largest rough terrain crane we could operate with one person."

The 70-ton capacity crane will be at the Bucks County Justice Center jobsite for nearly four months. The full-power, four-section, 111 foot telescopic boom offers ample length for lifting to support the concrete work on the 9-story building.



A Terex RT 670 handles the lifting work on a jobsite near Philadelphia

Manitowoc reports healthy sales

First-quarter 2012 net sales in Manitowoc's crane segment were \$507.9 million, up 29.3 percent from \$392.8 million in the first quarter of 2011. The increase was largely driven by continued growth in the Americas and sustained demand in most emerging

markets. It was offset by weakness in European markets, the company said.

Crane segment operating earnings for the first quarter increased to \$22.5 million compared to \$12.4 million in the same period of 2011. The operating margin was

4.4 percent, up from 3.2 percent in the same period in 2011.

Order backlog in the crane segment was \$931 million at March 31, 2012, up 16 percent from \$800 million in the prior-year quarter. First-quarter 2012 orders, at \$675 million, were 10 percent higher than the first quarter of 2011.

"The first-quarter crane segment results reflect another quarter of strong order intake driven by robust demand in the Americas region, as well as growing interest in the new products we introduced in 2011. In addition, our backlog reached the highest levels since before the recession and represented a book-to-bill ratio of 1.3 times," said Glen Tellock, Manitowoc chairman/CEO.

For the company as a whole, sales were reported at \$860.1 million for the first quarter of 2012, up 17.5 percent from the first quarter of 2011.

Terex Cranes reports increase

Net sales for Terex Cranes in the first quarter of 2012 increased by \$21.1 million, or 5.3 percent, to \$419.4 million against the first quarter of 2011.

Strong demand in North America, primarily for rough terrain cranes, was a major driver of this growth, Terex said. Crawler crane sales remained soft in Europe as austerity measures impacted large construction and power projects that are typical users of this product, the company said.

Income from operations at Terex Cranes in the first quarter of 2012 was \$7.3 million, or

1.7 percent of net sales, as compared with a loss from operations of \$22.5 million, or 5.6 percent of net sales, during the first quarter of 2011. The order backlog decreased around 24 percent compared to March 31, 2011 but increased approximately 7 percent compared to the end of the year. The year-over-year decrease was primarily due to weakening demand for crawler cranes.

"Our cranes business improved significantly versus the prior year, with a positive operating margin of approximately 5 percent in the quarter versus a

negative 4 percent in the prior year period on a similar net sales level, excluding the effects of the write-down of receivables in both periods," said Ron DeFeo, Terex chairman and CEO.

For Terex Corporation as a whole, first quarter net sales were \$1,819.4 million, a 44.8 percent increase from the \$1,256.2 million in the first quarter of 2011.

Excluding the impact of the acquisition of Demag Cranes AG, net sales increased approximately 16 percent from the comparable prior year period, Terex said.

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New boom system for LG 1750

The 750-ton Liebherr LG 1750 has been a popular crane for wind tower erection and heavy lifting since it was introduced in 2004. To boost the lifting

power of this crane, Liebherr has introduced a new boom system, the SL12D2FB.

The new system is derived from the SL9D2FB boom, a main boom with a fixed jib and derrick system. Thanks to the use of three 12-meter lattice sections with a width of 3.5 meters instead of 3 meters in the lower area of the main boom, and the extension of the fixed jib, both the lifting capacity and the height under hook have been boosted on the new SL12 system. The LG 1750 can now achieve lifts of 141 metric tons (156 tons) at a height under hook of 143 meters and 97 metric tons (108 tons) at 160 meters. ■

The new SL12D2FB gives the Liebherr LG 1750 more lifting at height



Enerpac introduces NG SBL1100

Enerpac has introduced the Next Generation SBL1100 hydraulic gantry. The gantry system features wide roller tracks to minimize footprint pressure and does away with wheel spin.

Self contained hydraulics in each self-propelled gantry base make for an uncluttered work area, requiring only a three-phase power hookup. The 3-stage, 39-foot, 4.5-inch octagonal boom is fabricated from high-strength steel and features enhanced resistance to deflection due to increased cross-section, and increased stage overlap provides greater stability.

Stability is enhanced by tightened clearances between boom sections, which provide more side-load tolerance. Two-speed operation and a standard feature, facilitate accurate placement. The SBL1100 meets or exceeds all requirements of the ANSI/ASME B30.1 safety standard, the company said.

The SBL1100 can be operated locally at each leg, but the Intellilift remote control is also a standard feature. The 2.4 GHz multi-channel wireless remote automatically changes channels to avoid interference, but in case wireless is not permitted, an RS-485 cable connection is also provided.



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ACT previews the annual Windpower 2012 event, where crane and transport companies are expected to have new products on display for the industry.

Winds of change



The Georgia World Congress Center.
Photo courtesy of Georgia World Congress Center

WHAT:

Windpower 2012 Conference & Exhibition

WHEN:

June 3-6

WHERE:

Georgia World Congress Center, Atlanta, GA

FOR A LIST OF SELECT CRANE AND TRANSPORT EXHIBITORS AT WINDPOWER 2012, SEE PAGE 79.

The 2012 Windpower show, produced by the American Wind Energy Association, will feature more than 1,000 exhibitors, with a chunk of those representing crane and transportation companies. Held June 3-6 at the Georgia World Congress Center in Atlanta, Windpower 2012 will feature exhibits by leading crane and transportation services firms. Sany America will be introducing a new crane at the show.

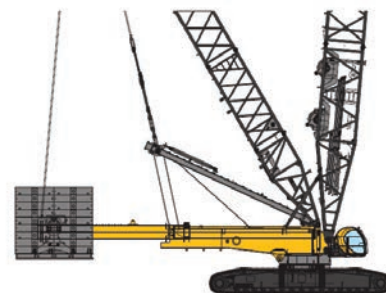
Sany will debut its SCC8500, which features a maximum capacity of 550 tons

at 19.7 feet or with its UltraLift option, 550 tons at 32.8 feet. Maximum tip height is 364.2 feet on the standard machine or 403.5 feet with the UltraLift option. For more information on this heavy lifter, see page 8.

The wind industry is expansive and complex, and the crane and transportation industry keeps turbines erected and the components hauled. According to last year's Windpower keynote address, 75,000 jobs exist today because of national wind energy operations, which is down 10,000 from 2009's record year of 85,000 jobs.

On top of providing work to the crane and transport business, U.S. auctioneers have seen an uptick in business from the wind sector. Myron Bowling recently completed an auction that focused on trailers used for hauling wind energy components. These wind energy transportation pieces were surplus to Badger Transport in Milwaukee.

While at the show, make sure to stop by one of the many crane and transport companies to receive the latest information and product news. ■



Sany will debut the new SCC8500 crane at the AWEA show. (For more information about this crane see our News article on page 8.)

Selected sessions and schedule at a glance

SUNDAY, JUNE 3

4 p.m. – 7 p.m.

Exhibits open

MONDAY, JUNE 4

7 a.m. – 5:30 p.m.

Registration open

8:30 a.m. – 10 a.m.

Windpower 2012

Welcome and Opening Session

(Open to all attendees)

10 a.m. – 6 p.m.

Exhibits open

3:30 p.m. – 5 p.m.

International markets for wind power – growth and expansion

6 p.m. – 8 p.m.

Exhibitor reception

TUESDAY, JUNE 5

7:30 a.m. – 5:30 p.m.

Registration open

8:30 a.m. – 10 a.m.

General session (open to all attendees)

10 a.m. – 6 p.m.

Exhibits open

10:30 a.m. – Noon

On land and in the water – what does the future hold for construction, transportation and logistics

Noon – 1:30 p.m.

Lunch in exhibit hall

1:30 – 3 p.m.

Project finance market update and outlook

WEDNESDAY, JUNE 6

7:30 a.m. – 2 p.m.

Registration open

8:30 a.m. – 10 a.m.

Offshore wind:

Realizing viable projects in the U.S.

Noon – 1:30 p.m.

Lunch in exhibit hall

*This is not a full schedule. For a complete listing, please visit www.windpowerexpo.org


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More turmoil in the southern countries of the Euro Zone deflated share prices around the world in the early summer.

Chris Sleight
reports

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

Euro Zone hits shares

Fresh concerns over the solvency of several of the peripheral countries of in the Euro Zone depressed stock markets around the world in April and May. As reported last month, the economic situation in Spain looks grim, but more recently political conditions in Greece have threatened the stability of Europe's single currency bloc.

A general election in Greece failed to return a clear majority, with the left-wing Syriza party winning the most votes, and putting the onus on party leader Alexis Tsipras to form a coalition government. However, he said he would 'tear up' a deal which swapped loans and bail-outs from other EU countries and the International Monetary Fund (IMF) in exchange for tough austerity measures. Tsipras had described the austerity measures as 'barbaric.'

Having already negotiated a default on its sovereign debts this year, this latest move threatens to take the country back to the brink of financial collapse. At the time of writing, it seemed likely that a coalition would not be formed and that a further election would be held in mid-June.

All this sent shockwaves round financial markets, which after almost a year of turmoil, were starting to recover from the Euro Zone crisis that began last summer.

Anti austerity

But as dangerous as the situation in Greece is it underlines not only how unpopular austerity measures are among the electorate in the affected peripheral Euro Zone countries, but also that austerity is not working. Cutting spending in a recession serves only to increase the downward spiral,

by sucking more money out of the system.

Even in France, which is not at threat of default, the issue of austerity was a key issue in the presidential election that saw Nicholas Sarkozy defeated by the socialist candidate François Hollande. It made Sarkozy the first single-term French president since François Mitterrand ousted Valéry Giscard d'Estaing in 1981.

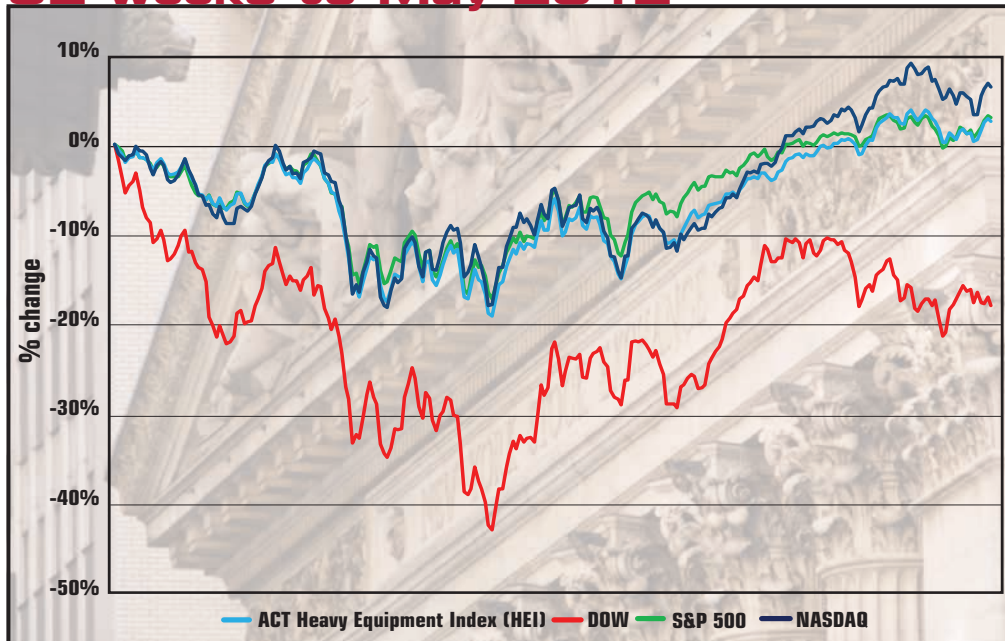
Holland's stance has been to rebel against the austerity model favoured by Germany – the largest economy in the Euro Zone, and instead advocate policies that will bring growth.

Unfortunately for the markets, the instability that has erupted in the wake of the various elections in Europe could well continue throughout the summer. The added difficulty compared to a year ago is that the level of confrontation between the different national leaders in the Euro Zone has increased, which will make it more difficult to find a solution. ■

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



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Aerial lift operations require trained personnel who understand all elements of operating this type of equipment.

Terry Young reports

Aerial lifts have replaced ladders and scaffolding on many jobs due to their mobility and flexibility. They may be powered or manually operated, and move in a vertical axis or rotate.

An aerial lift is any vehicle-mounted device used to elevate personnel including extendable boom platforms, aerial ladders, articulating boom platforms and vertical towers.

Only trained and authorized persons are allowed to operate an aerial lift. Training should include the following:

- Explanations of electrical, fall and falling object hazards
- Procedures for working near or around identified hazards
- Recognizing and avoiding unsafe conditions in the work area
- Instructions for operating the lift including maximum intended load and load capacity
- Demonstration of skills and knowledge needed to operate an aerial lift
- When and how to perform equipment inspections
- Fall protection requirements
- Operation, traveling and loading requirements
- All manufacturers' requirements of the lift

Workers should be retrained if any of the following conditions occur:

- An accident occurs during the use of the aerial lift
- Additional or new work place hazards are identified
- A different aerial lift is placed into operation and used.
- Observation of improper use of the aerial lift

Work zone inspections

Employers must assure that work zones are inspected for hazards and take corrective actions to eliminate such hazards before and during operations of the lift. Hazards may include:

- Unstable ground surface, holes or drop offs
- Inadequate ceiling heights
- Slopes, trenches or bumps
- Floor obstruction and debris
- Overhead power lines or cables
- Severe weather
- Hazardous conditions or atmosphere
- Overhead obstructions
- Others working in close proximity

Work zone stability

Stabilization is an important part of the set up and usage of aerial work platforms. Set outriggers on pads or on level, solid surfaces. Set brakes when outriggers are used, and use wheel chocks. Set up work zone warnings including signs, barricades and cones.

Electrical hazard warning

Most of the lifts used in construction are not insulated and do not provide electrical shock or electrocution isolating protection. Insulated aerial lifts offer protection from electrical shock and electrocution by isolating you from electrical ground. However, an insulated aerial lift does not protect you if there is another path to ground (for instance, if you touch another wire). Do not drill holes or alter the insulated bucket. Always follow the manufacturer's instructions.



Only trained and authorized persons are allowed to operate an aerial lift

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CCO certification is benchmark for New York City license

CCO certification is the referenced credential for crane operators in New York City following an announcement by Mayor Michael Bloomberg in April of strict new licensing and testing requirements for all crane operators that took effect May 26, 2012.

The National Commission for the Certification of Crane Operators (NCCCO) already provides certification for the city's Class C license. The new rules expand the requirement to cover the larger cranes covered by the Class A and Class B licenses that used to be handled by the city's Department of Citywide Administrative Services (DCAS). "We're implementing stringent licensing requirements for crane operators including tougher, modernized national exams, new training courses and mandated retesting," said Bloomberg. The new rule puts the city in line to comply with federal requirements for crane operators to be certified by 2014.

According to the city, new applicants for the city's crane licenses "must obtain certification from either NCCCO, an accredited non-profit organization that develops performance assessments for safe crane operations nationwide, or an organization accredited by the National Commission for Certifying Agencies or the American National Standards Institute." Operators who already hold active Class A and B licenses must meet the new requirements by July 1, 2013.

"As construction methods continue to evolve, our testing methods must evolve with them to ensure that crane operators have the expertise necessary to safely operate increasingly specialized

equipment," Deputy Mayor Cas Holloway stated.

"Since 2008, we have adopted more than 25 new construction safety laws, increased inspector training, and created new specialized units to ensure construction is safer today than at any other time in our history," said Mayor Bloomberg. "Together with the experience requirements we are creating to ensure New York's unique work environment is taken into account, these initiatives will make construction sites across our city even safer."

■ For more information on New York City's licensing procedures, visit: <http://nccco.org/licensing/NewYorkCityCentral.htm>.

Spring meetings update Commissioners on latest CCO programs

Nearly 70 representatives from all sectors of industry from across the country attended the 32nd Biannual Meeting of the National Commission for the Certification of Crane Operators (NCCCO) at the Maritime Institute of Technology near Baltimore, MD, in April. The event comprised three days of committee meetings followed by the full Commission

meeting on the last day.

Among updates presented to the Commission were current development efforts on three new CCO certification programs: for digger derrick operators, for service/mechanic truck operators, and for lift directors. The service/mechanics truck program is being developed within the existing mobile crane operator program.

"OSHA Subpart CC has brought in several different industry sectors that use cranes in a different way than construction cranes, notably delivery applications of pre-cast concrete materials, propane tanks, and monuments," said Joel Oliva, NCCCO Manager of Test Development. "A dedicated service/mechanics truck boom operator certification program will more directly address the characteristics of how these machines are operated."

The new digger derrick operator certification will be ready to launch in late summer, followed by the lift director program by year-end. ■

"We want to move on by this issue. And we want to work with you as an industry. We are willing to listen."

Ben Bare, OSHA Directorate of Construction



A highlight of the Commission meeting was a briefing by invited guest Ben Bare, deputy director, OSHA Directorate of Construction (pictured). Bare provided an update on OSHA's interpretations of the Subpart CC new crane rule, along with details of recent enforcement activity and most often cited standards.

He reported that a Compliance Directive, originally slated for publication in July 2011, would not now be published until after OSHA had responded to various requests for interpretation from industry.

H&E Hosts 4 PEAP Workshops

Thanks to the generous sponsorship by H&E Equipment Services, Salt Lake City, UT, the National Commission for the Certification of Crane Operators (NCCCO) was able to offer an unprecedented array of its Practical

Examiner Workshops recently. No less than four workshops were held in back-to-back sessions during April.

All of the workshops had excellent attendance, with all 24 slots in the Mobile Crane Operator workshop taken and all

11 available spots in the Overhead Crane Operator workshop filling up in just two days. The Signalperson workshop also reached its maximum capacity of 12 registrants, while seven of the 10 slots at the Rigger Level I workshop were taken.

H&E made available to NCCCO use of its mobile cranes, overhead crane, and classroom facilities. Participants included representatives from contractors and crane service companies as well as operating engineers and training firms from six states as far apart as Texas, Florida and Hawaii.

"H&E is proud of its association with NCCCO and is delighted to make available its resources to improve the quality of those who work around cranes as well as those in the seat," said Bret Petersen, Product Support Representative of H&E Equipment Services.

More than 50 operators, riggers and signalpersons signed up for back-to-back NCCCO practical examiner workshops in April hosted by H&E Equipment Services in Salt Lake City.



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Optimism regarding business prospects continues to improve.

In our most recent survey, 59 percent of respondents expect their level of business activity to be up in 12 months time.

D. Ann Shiffler reports

Mid-year bounce

The last half of 2011, our Economic Confidence survey showed waning optimism in the crane and transport sector. But during the first quarter of 2012, things started looking up and this trend continues with our most recent survey.

In terms of the current situation, 55 percent said their level of business activity the second quarter was higher than it was the previous quarter, which is a big boost from our first quarter survey in 2012. Twenty-nine percent said business activity this quarter was the same as it was in the first quarter and 16 percent said it was worse.

To put these responses in perspective, in our February 2012 survey, 33 percent of respondents said their level of business activity was higher than the last quarter of 2012. Forty-three percent said business activity was the same, and 24 percent said it was lower. This compared with our December survey, which revealed that 46 percent of respondents said their level of business activity was higher than it was the previous quarter. Thirty-seven percent said business activity was the same and 17 percent said it was lower. Essentially, business activity was down during the first quarter of 2012 but it has shot back up by more than 22 percentage points. That's good news!

In terms of business activity now as compared to this time last year, 61 percent of respondents said it was higher,

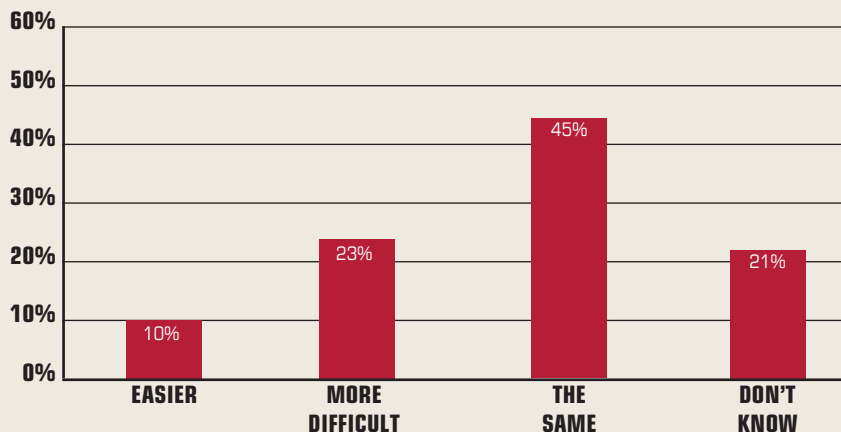
21 percent said it was the same, and 18 percent said it was higher. Again we see a substantial jump in business activity.

During the last quarter, 50 percent said their level of business activity was higher three months ago than it was that same time a year ago, while 30 percent said it was the same and 20 percent said it was lower. These numbers bode well that business has picked up this quarter and since last year. Again, a pretty heated uptick.

Another indication of increased optimism, is that our respondents are optimistic about future growth. A full 59 percent said they expect their level of business activity to be up in 12 months time, while 31 percent said they expected it to be the same and only 10 percent expected it to be worse. ■

Quarterly question

Is access to credit and financing for your business easier to achieve, more difficult to achieve or the same?



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 4, 2012 with a cut-off of May 14, 2012.

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

In an exclusive interview, **D. Ann Shiffler** speaks to **James Lomma** about his recent vindication of criminal charges related to a crane accident in New York City

Exonerated



James Lomma in 2007 at a wind farm where his company's narrow track Terex Demag CC 2800 worked setting wind turbines

“It gets down to when you review all the facts, I felt we’d be found not guilty. But at the end of the day, you never know what the judge may or may not do.”

James Lomma

When Judge Daniel Conviser announced his verdict in the Manhattan Supreme Court on April 26, 2012, James Lomma felt a wave of emotions. After enduring a grueling criminal trial associated with a New York City tower crane accident in 2008, Lomma silently tried to relish the words “not guilty” spoken six times by the judge. Afterward, he reached out to hug members of his legal team who worked vehemently on his behalf.

While the verdict was a huge relief, Lomma is still quick to point out that the accident was a tragedy. The deaths of two workers on the East 91st Street job, and the experience of going through the long and arduous criminal and pending civil trial process, have been life changing for the owner of JF Lomma Inc. and New York Crane.

Three weeks after he was found not guilty, Lomma describes his feelings as “bittersweet.”

“At the end of the day, two people were killed,” he says. “It’s a tragedy.”

While the prosecutors claimed that the tower crane that fell wasn’t safe, Lomma’s attorneys would prove that the accident occurred due to the operator two blocking the crane and causing it to collapse.

With a legacy of more than 30 years working in the crane and transport business, Lomma has been known as a consummate professional and safety advocate. He has been an active member of the SC&RA, serving as president in 1996.

Lomma was hailed as a hero back in 2001 when, (at the request of then Mayor Rudolph Giuliani), he led the crane operation efforts involved in the search, rescue and recovery and later clean-up efforts at Ground Zero after the attacks of 9-11.

But Lomma’s name and business have been driven through the mud. The New York City press, in particular, have been brutal, publishing skewed, distorted and in some cases outright false information, according to Lomma.

The truth is that Lomma has long been a leader in the advancement of crane safety and crane operator certification. Lomma was an instrumental leader in the SC&RA’s establishment of the National Commission for the Certification of Crane Operators (NCCCO), and he has helped with the implementation of countless safety and risk management initiatives in the crane industry.

Lomma is now trying to enjoy the feeling of exoneration. He has been very guarded about speaking with the press about the trial for many reasons, the main one being that he still has to endure a civil trial related to the accident. Sitting in on our interview was Glenn Fuerth, one of Lomma’s attorneys. On a couple of occasions during our interview, Fuerth was able to offer clarity and legal expertise to our questions. We have noted his input in the interview.

AS THE TRIAL PLAYED OUT, WERE YOU CONFIDENT THAT THE JUDGE WOULD REVIEW THE FACTS AND FIND YOU INNOCENT OF THE CHARGES?

Well, it gets down to when you review all the facts, I felt we’d be found not guilty. But at the end of the day, you never know what the judge may or may not do. We didn’t do anything wrong, and we didn’t

break any laws or regulations, and the facts support that.

HOW HAVE YOU DEALT WITH THE NEGATIVE PRESS AND NOT BEING ABLE TO REFUTE IT?

You just learn to deal with it. There is nothing you can say. You are really here to try the case in front of the judge. You just have to sit there and tell yourself that the judge is trying you, not the press. And it's hard. It's very hard. It's not easy. You present all the facts, and once the judge reviews all the facts, he will make the decision. The press, the newspapers, they only want to sell newspapers. The coverage was all negative. They never told the whole story.

WHEN THE JUDGE ANNOUNCED THE VERDICT ALL SIX TIMES, HOW DID YOU FEEL?

You can just imagine me sitting there, and here again, this sort of thing had never happened to me before, and I'm hoping it will never happen to me or anyone else again. Six times [to hear the judge read the verdict] is a long time. One two, to six, and every time he said 'not guilty' I felt a little bit better. Basically he reviewed everything and made his decision. I felt justice was served once the judge saw all the facts.

YOU HAVE MANY FRIENDS AND COLLEAGUES IN THIS INDUSTRY WHO WERE RELEIVED TO HEAR THAT YOU WERE EXONERATED. HAVE YOU HEARD FROM MANY PEOPLE IN THE

INDUSTRY? WHAT HAS BEEN THE RESPONSE?

I've gotten a lot of positive responses. I've heard from people all over the world. I've gotten a lot of support. Basically, this is an industry thing too. They were trying to indict an officer, the president of a corporation. God forbid if it would have went the other way, this would have affected everyone in the crane industry.

COULD THIS HAVE HAPPENED TO ANY CRANE OWNER WHOSE CRANE WAS INVOLVED IN AN ACCIDENT?

Yes. The bottom line is the accident was never, ever investigated properly. Here again, they were trying to go after the owner of a company just because there was a crane accident, but they didn't do a proper investigation [to see what really happened].

WHAT HAPPENS NEXT?

What's going to happen is that we have a civil trial that is going to take place. They will take my deposition. I don't know what will happen at the civil trial. We are going to present the same facts. But it's totally different in a civil trial. Glenn could answer more questions about that than I can.

Glenn Fuerth: Basically we are just going to vigorously defend Mr. Lomma and New York Crane and JF Lomma Inc., and the defense is based on the same defense in the criminal case. It's just that in a civil case, the burden of proof is substantially

lower, and the case will be tried in front of a jury.

In other words, in a criminal case it has to be beyond a reasonable doubt. In a civil case, the plaintiff has to establish by a preponderance of the evidence – it's sort of like 95 percent proof in a criminal case and 51 percent proof for the plaintiff in a civil case.

WHILE THERE IS STILL A CIVIL TRIAL PENDING, WITH THE CRIMINAL CASE OUT OF THE WAY, DOES THIS ALLOW YOU TO GET BACK INVOLVED IN THE BUSINESS AND NOT HAVE TO KEEP SUCH A LOW PROFILE IN THE INDUSTRY?

Glenn Fuerth: As a result of his acquittal he is now free to take up where he left off. He can now move on with his life and business.

Lomma: I even have my passport back. I can travel again.

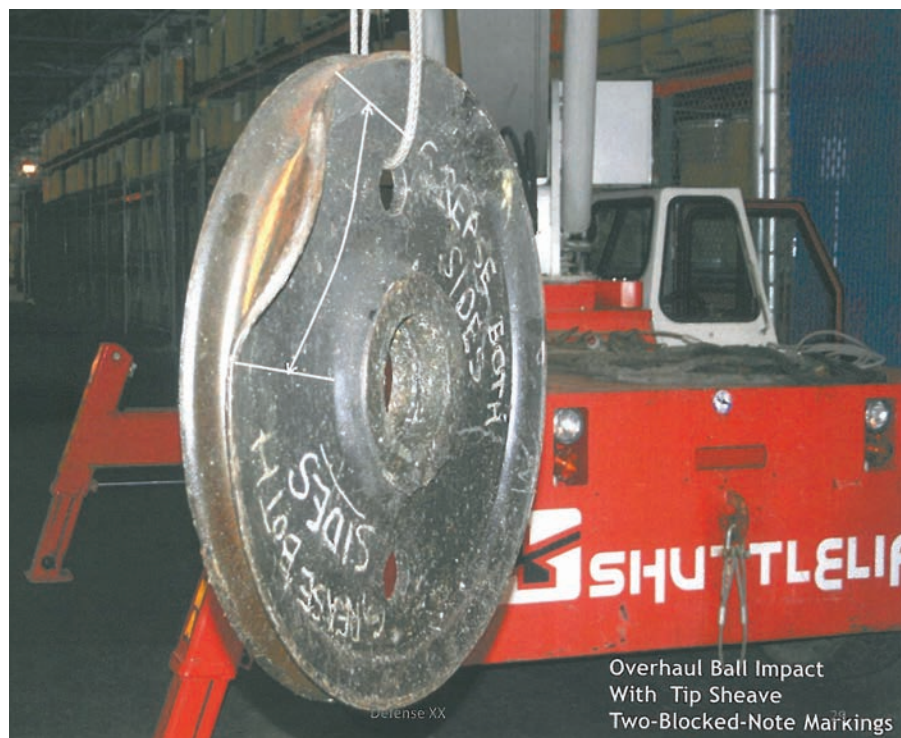
HOW CAN THE CRANE INDUSTRY LEARN FROM THIS ACCIDENT AND ALSO FROM ITS AFTERMATH THAT YOU HAVE ENDURED?

In New York, basically, cranes are rented bare. A lot of cranes around the country are rented bare. And we don't have any control, as a crane rental company, who operates our cranes in many cases. That's the only thing I can say. We don't have any control in who operates and maintains our cranes.

The operator may not have the experience needed. Here again, with this crane, this Kodiak crane, it's probably one of the fastest tower cranes, if not the fastest tower crane, ever built. You really need a guy with a lot of experience [running this crane]. The way the rules are written, there is no experience qualification, at the time, if you were running a tower crane or a regular crane. Basically, the crane industry has to join together with the regulatory industry to make sure the operators going forward are qualified to run these cranes.

The NCCCO has a qualification for every class of crane, where in the city of New York, as we speak, they are finally changing that rule. Just as we are involved in all this, OSHA has changed the rule and so has the city of New York, and going forward, I think we are going to get a better class of operator.

Really it gets down to this question: Is the person qualified to run this crane? The rules are one thing and the



Overhaul Ball Impact With Tip Sheave Two-Blocked-Note Markings

Used by the defense team, the photo shows the overhaul ball impact with tip sheave two-blocked note markings

“ We didn’t do anything wrong, and we didn’t break any laws or regulations, and the facts support that. ”

James Lomma

Judge rules on unsealing court documents

After the verdict was read, Judge Daniel Conviser made the decision to keep the court records unsealed, which is not the norm in criminal cases. Below is the transcript from the last day of the trial, with the judge stating his reasons for not sealing the file:

“The law requires that I state my reasons for this unsealing decision. My determination with respect to the unsealing of the record in this case is based on three factors. First, since the facts of this case have been widely disseminated to the public, a sealing order, at this stage of the proceedings would have a limited practical impact on the defendants. Second, as I said at the last court appearance, the record of these proceeds may serve important public policy purposes with respect to the prevention of future crane collapses. And finally, I believe the record should be allowed to be fully accessible with respect to the ongoing civil proceedings.”

qualifications are another thing. You have to remember, this operator had never operated this type of crane before. He was never on a Kodiak tower crane before in his life. So he was basically training on the streets of New York.

Glenn Fuerth: OSHA is the standard. You can’t be less strict than OSHA. OSHA sets the baseline standards. Cities, states or governmental entities can make the rules stricter for operators.

WHAT CAN YOU SAY ABOUT THIS CASE AND HOW YOUR DEFENSE TEAM HANDLED THE FACTS OF THE ACCIDENT?

First of all, I had the best defense team you can get. They spent a lot of time learning about cranes. They put on their dungarees and went out and climbed around on cranes and got their hands dirty. They really, really did a good job, and they had to do a good job because the district attorney was never looking for the truth in this case. The DA came up with a version of what happened which was never, ever supported by the evidence – at all.

DO YOU THINK THE DISTRICT ATTORNEY THOUGHT HE COULD REALLY WIN THIS CASE?

I don’t know, I don’t think I can comment on that. I don’t think the DA and their staff is even qualified to get involved in a case like this. I mean, if he really thought he would lose, I don’t think he would have tried it. They took two years to indict and two years to go to trial.

Glenn Fuerth: It’s tough to comment on the operation of someone’s mind, what they were thinking and so forth.

AT THIS POINT, WITH THE CRIMINAL CASE OVER, DO YOU FEEL THE WEIGHT OF WORLD IS OFF YOUR SHOULDERS?

Well yes. I just don’t want this to happen again. I don’t want to see it happen to anyone else. Okay, and basically going forward, [in terms of accidents, we should be assured that] they should investigate the accident and do a more thorough job before they start to indict people.

But it’s because they want to appeal to the public. They want to look like they are responding, but they should know the facts [before they go to this extent.]

THERE SEEMED TO BE A COLLECTIVE SIGH OF RELIEF FOR YOU AND FOR THE CRANE INDUSTRY ITSELF WHEN THE VERDICT WAS REACHED. WE KNOW YOU STILL HAVE A CASE

PENDING SO WE CAN’T PUSH YOU TOO HARD, BUT HOW CAN LESSONS BE LEARNED FROM THIS TRAGEDY?

We do have to be very careful, and I don’t know how to say this. The judge basically left the case records open. Normally when you are acquitted they seal the court records of the case. The judge in this particular case wanted the records left open. I had the right to seal them.

But the reason he gave was that he felt, well I don’t want to get into his head, but he basically said to us, with the press that was out there, he saw no reason to seal the records.

I think he hopes that some good would come out of this, and that was his reason for not sealing the transcript of the trial, to give anyone who wanted the opportunity to read the minutes of the transcript.

Here again, I don’t want to put words in the judge’s mouth. He did not say the press treated us unfair. He just said with all the press that was out there, he felt he should leave it open. I’m interpreting that my way.

(See the box on the lower left that features the transcript of Judge Daniel Conviser’s reasons for leaving the case unsealed.)

SO BY LEAVING THESE RECORDS OPEN, THE PRESS COULD GO IN AND REPORT YOUR SIDE OF THE STORY? THE INDUSTRY CAN SEE WHAT REALLY HAPPENED?

Yes. But that doesn’t sell newspapers. Particularly, with some of the [coverage by] the periodicals, it was yellow dog journalism at its worst.

But actually, I was surprised, [the negative press was mainly in New York.] A lot of people from around the country called me up and that didn’t happen, the negative press, in every part of the country. People in Chicago or Los Angeles, they didn’t see as much of what we had in New York City.

Still, this was a tragedy. But there was nothing about it that was criminal. That’s what the civil litigation is for. At the end of the day two people were killed. At the end of the day, it was my crane and I’m involved. No one wants to see anyone die. It was bittersweet.

It’s just that you have an aggressive district attorney and politicians out there.

There is no one I know in the crane business who would ever do anything, who would never knowingly do anything, that would ever, ever endanger anybody’s life.

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Wind rush!

Riggers and carriers are enjoying a boom in wind energy business as the industry races to get new capacity up and running before tax breaks potentially end.

Jeff Hampton reports

Leaders in wind energy capacity through Q1 2012

STATE	CAPACITY (MW)
Texas	10,648
Iowa	4,419
California	4,287
Illinois	2,852
Minnesota	2,718

SOURCE: American Wind Energy Association

Leaders in wind energy capacity under construction through Q1 2012

STATE	CAPACITY (MW)
Kansas	1,340
Texas	914
Oklahoma	894
California	777
Illinois	705

SOURCE: American Wind Energy Association



Buckner HeavyLift's 660-ton capacity Terex Demag CC2800 erects wind turbines on the island of Maui

The Production Tax Credit (PTC), which provides a 10-year income tax credit of 2.2 cents per kilowatt-hour for the production of electricity from utility-scale wind turbines, is set to expire on December 31 unless Congress renews it. The last time the PTC lapsed, in 2004, new construction of wind farms dropped significantly.

With the threat of the PTC lapsing again, wind farm developers completed 1,695 megawatts of new wind power capacity in the first quarter of 2012 – the largest addition in any first quarter – bringing total U.S. capacity to 48,611 megawatts. Meanwhile, more than 8,900 megawatts are currently under construction in almost 100 projects in 31 states and Puerto Rico. By comparison, 6,816 megawatts were built in 2011, while the current top year for wind energy development was 2009 when 10,010 megawatts were built.

Riding the wave

"This looks to be a banner year, and then it may fall off the cliff in 2013 if the tax credit isn't extended," says Alan Redding, director of sales and marketing for ATS Wind Energy Services, the largest asset-based wind transporter in North



Buckner HeavyLift utilizes its fleet of 100 to 120-ton telecrawlers as assist cranes on wind turbine erection jobsites. Pictured is a 100-ton Mantis telecrawlers working on a wind farm on Maui in Hawaii

America. "We're deploying as many resources as we can safely manage with as many heavy haul trailers and drivers as we can provide. All of our trailers are moving at top capacity, especially as we enter the peak wind construction months, which is now through September."

On the construction side, Barnhart Renewables will install as many as 500 turbines – 1,200 megawatts of capacity – this year, according to Brian Thomas, vice president of business development. Thomas predicts that of those 500 turbines, 100 will be more than 80 meters tall as the U.S. industry puts in more capacity at the 95- to 100-meter range.

"We're erecting a concrete tower in Iowa this year that is a prototype, and it requires a much more substantial lift," he says. With one section of the five-section tower weighing four times as much as a



A Manitowoc 16000 fitted with a wind attachment erected 204 turbine towers on a wind farm at La Ventosa, in the Juchitán district of Mexico's southern state of Oaxaca

trunnion-mounted hydraulic cylinder system enables the 16000WA to raise 107 meters (351 feet) of boom plus the 7.6-meter (25-foot) Extended Upper Boom Point," Maloney says. "The hydraulic cylinder stows on the boom for quick raising and lowering. These additional options continue to extend the lifting capabilities of the current 16000, and the Boom Raise System is adaptable to all current 16000s equipped with the Wind Attachment."

Terex will deliver two new cranes specially suited to the higher towers and heavier nacelles in the third and fourth quarters. "During design and development we definitely had that in mind to be able to make specific lifts within the wind sector," says Frank Bardonaro, vice president and managing director of Terex Global Crane Sales.

One of the cranes, the AC1000, which will be available in the third quarter, "has undergone the most thorough testing of any crane in its category," says Bardonaro. "We've finished the internal testing and have a few customers in the wind and heavy lift sectors that are field proofing it. It's passed all the tests and is ready to go." Terex expects to deliver four to six of the cranes this year. Terex's other new crane is a crawler that will be able to lift in excess of 600 metric tons.

How big is too big?

As crane capacities increase, some wind developers are already talking about 150-meter towers and 150-ton nacelles. Bardonaro believes it is time for the industry to consider lighter, modular towers.

"The crane and rigging industries are becoming aligned in saying that the wind industry is reaching the limits of where

cranes can operate safely," he says. "We shouldn't only be doing these jobs with one-piece picks."

Safe working conditions is another area that warrants discussion, he says. "Everybody wants cranes to handle it, but nobody is talking about building better roads to the sites and better foundations on which cranes can operate. In many cases they are asking us to go to sites that you wouldn't hike to on a mule," he says. "There's not enough people talking about this in my opinion."

Georg Diesch, president of Liebherr Cranes Inc., reminds that while the U.S. wind market has moved steadily toward taller towers, it still lags behind Europe.

"In Europe, heights up to 140 meters are not seldom and 120 meters is almost standard already," he says. "With the increasing tower heights go higher outputs and more 2.4-megawatt instead of 1.8-megawatt installations. Of course this means that more weights have to be lifted to higher points and thus equipment with greater lift capacities and reach are necessary."

Liebherr has responded with the LR1600/2 crawler crane. "This is a 600-metric-ton (700-U.S.-ton) heavy lift crane but with features specifically designed for the assembly of wind turbines in mind," he says. "This crane is capable to erect towers up to 100 meters without using a derrick and ballast tray/wagon but only by using the wind specification of 108-meter SL-boom configuration and a 12-meter fixed jib. Therefore it is easy to assemble and doesn't need additional transportation capacities."

Brian Thomas of Barnhart says that while the cranes are keeping up with the

ATS Wind Energy Services, the largest asset-based wind transporter in North America, is moving all its trailers at top capacity during the peak wind construction months of May through September

typical steel tower section, Barnhart has rented a Manitowoc 18000 for the lift.

The 18000, with a 600-ton capacity, along with the 16000 are Manitowoc's primary equipment offerings to the wind sector, according to Jerry Maloney, global product director. The 800-ton 21000 is also used on occasion, while the smaller 2250 (300 tons) is used for service work on wind farms, and the larger Grove rough terrain crane is used as a tailing crane and assist crane.

"We introduced a Wind Attachment for the 16000, which has been very successful in North America and for the export market as well," says Maloney. "The heavier boom of the 16000 Wind Attachment allows customers to increase lift capacity approximately 49 percent at short radii in order to lift heavier nacelles to the same heights. This attachment is particularly effective on 80-meter to 95-meter wind towers."

To reach 100-meter towers, Manitowoc is introducing a Boom Raise System (BRS) as an option for the 16000 Wind Attachment. "A specially designed



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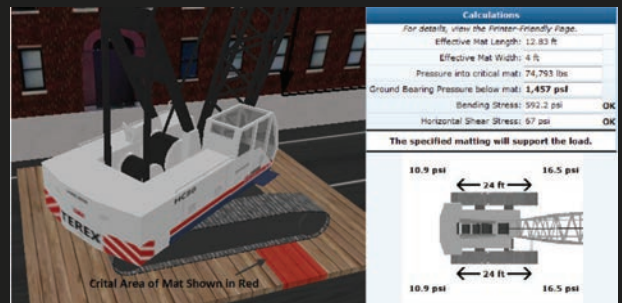
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Equipment and Job Name	1AN	2AN	3AN	4AN	5AN	6AN	7AN	8AN	9AN	10AN	11AN	12PN	1PN	2PN	3PN	4PN	5PN	6PN
→ (Corona) Elliott 24103	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011
(Corona) Townsend Item host	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011
→ Liebherr LR 1280	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011
→ Steel erection	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011
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→ Kobelco CX1000-II	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011
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→ Hooklift post removal	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011
→ (Corona) Liebherr 550 EC-H 40	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011
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→ Backhoe tank set	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011
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(Corona) Vessel stand-up	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011
→ (Corona) Link Belt RT-8050	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011
(Corona) Graham structural steel job	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011
→ Grove GNC3055	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011
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→ Tower crane setup	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011	07/2011



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KR Wind's Terex Demag CC2800 is the main crane on a wind farm in Oklahoma



lifts, the laws of diminishing returns may come into play for contractors. "There are very large cranes out there that can handle the lifts, but crane costs can triple from \$100,000 a month to \$300,000. It can be done, but does it make economic sense? Probably not."

Bardonaro says that Terex and other manufacturers have to look at their entire customer base when developing new equipment.

"None of them (cranes) are designed only for working in the wind industry," he says. "These cranes are very flexible and versatile so that our customers can get the maximum utilization for their business. We can't be tied to a single sector because our customers can't either. They need to keep their equipment working."

Wind component haulers also may be reaching the limits of what they can accommodate.

"It's not a matter of the technology of the trailer design but more about the infrastructure," says Redding. "We can build a trailer as big as you want, but if we can't get through the routes and make the turns, then there's not any point."

Doug Miller, vice president of operations for Lone Star Transportation, which provides schnabels, blade trailers and multi-axle trailers for the wind industry, says that on-going development of new equipment is not a given.

"Depending on commitment in business levels, we will look to do so. However, we are not developing equipment just to build equipment. We look to partner with an OEM to provide what they need and be a piece of equipment flexible enough that we can use in other segments of our business," he says.

A seminal year

While wind farm construction remains segmented between haulers and erectors for the most part, some developers are seeking turnkey contractors that can move quickly to save both time and money.

Barnhart is among those that provide full balance-of-plant services. "We will come in and build the roads, the foundations and the collection systems that tie all of the turbines together," says

Due to the tentativeness of the wind industry, and the possibility of the tax incentive expiring by year end, some crane manufacturers are weary of committing too many resources to building wind-tower specific cranes

2012 is a seminal year for the wind industry, according to Alan Redding of ATS Wind Services



Thomas. "It's a very good set-up system. A truck and trailer can hold up a large erection crew, so you control a lot of the risk in knowing when the equipment is going to be there."

Some other players have cut back on their wind business as the future remains uncertain but also as other business sectors have seen increased activity, such as general construction.

"This is really a seminal year for the wind industry," says Redding. "If the tax credit extension doesn't go through, it's going to create a lot of carnage in the industry. It's going to thin out a lot of the weaker players."

Jack Fendrick, president of Kobelco Cranes North America, says the benefits of the rush to build capacity are not being felt evenly across the equipment market. "This equates to strong rental business, but retails in this segment are sluggish because the industry has no long-term plan," he says.

Cutting the red tape

Texas, which continues to lead the nation in wind energy construction and generation, has put new speed into the development process with TxPROS, an on-line self-permitting system for large cargo loads.

"TxPROS has profoundly impacted our customers and our ability to serve them," says Carol Davis of the Texas Department of Motor Vehicle's Motor Carrier



Division. "In the past, because businesses could request permits on line, we'd arrive in the morning with 500 to 800 requests in the queue. We could never catch up."

TxPROS has eliminated that backlog, and in the past six months the system issued 9,869 permits for customer self-reported "wind energy" loads. While the largest wind components are not eligible for self-permitting, the residual benefit is that agency staff can focus their attention on these super heavy loads. As such, permit approval time has been cut in half to three to four weeks. "We're still implementing TxPROS and we'll be reorganizing our staff over the summer so there should be additional improvement in permit speed," says Davis.

Another benefit to wind haulers is that TxPROS generates a database detailing traffic and load types on specific routes and alternative routes. "Long term, it gives us route data for all 90,000 centerline miles of roadways under TxDOT maintenance. The data can show district engineers where the roadways need to be beefed up," Davis says.

Even with the reduction of red tape in Texas, Davis acknowledges that crossing state lines still challenges haulers in all categories.

"Regional and national AASHTO committees are partnering with the industry to address the harmonization issue, but we need executive level support from the state DOTs," she says. ■



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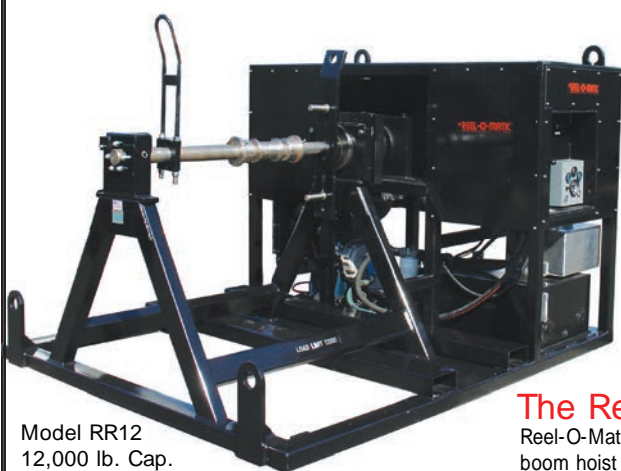
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The all terrain crane market has kept steady footing in certain markets across North America. **Lindsey Anderson** reports

All about all terrains

The all terrain crane market is competitive and busier than ever across North America.

Both manufacturers and crane rental companies are reporting their ATs are in high demand, especially in the energy sector.

"I'm seeing huge demand for AT cranes in the natural gas industry," says Michael Liptak, president of ALL Erection & Crane Rental Corp. "There are several underground natural gas projects in the Appalachian Basin where AT cranes are used for dismantling and rebuilding drill rigs. The bigger ATs – up to 550 tons – are keeping busy with bridge and highway construction, power plants and refineries."

In order to keep up with this demand, Manitowoc recently debuted its new Grove GMK6400. The 400-ton capacity all-terrain crane sits on a six-axle carrier and offers a 196-foot boom and self-rigging MegaWingLift capacity-enhancing attachment. The GMK6400 is entering serial production with the first units due for delivery to customers in Germany, Italy, France and the U.S. later this year, Manitowoc says.

"The market for all-terrain cranes is very important for Manitowoc and our customers," says Holger Haber, product manager of all terrain cranes at Manitowoc. "The energy sector is especially critical, and operators in the oil and gas sectors remain busy, so there are good levels of demand there. Companies operating in the oil and gas markets are



PHOTO: HOLGER HABER

W.O. Grubb dispatched its Grove GMK 7550 to repair damage from an earthquake at the National Cathedral in Washington, D.C.

increasing their fleets or replenishing them at a high rate."

Market snapshot

The three major players in the AT market, Manitowoc, Terex and Liebherr, sell about 90 percent of the all terrain cranes sold in North America, says Frank G. Bardono, vice president, managing director, Terex Global Cranes Sales.

"Marketshare is split up pretty evenly," says Bardono.

Sales of Terex ATs have grown steadily in the North American region over the past 18 to 24 months, Bardono says.

"The last 24 months have been extremely busy and growth oriented with every model from our city cranes to the AC 700 models," he says. "The markets are getting busier in North America and crane rental companies and contractors that had not been buying cranes over the prior

couple of years have started replenishing their fleets and taking advantage of the versatility of the all terrain crane. We've had a 400 percent increase in AT sales in the past 18 months."

Roadability is a big consideration for AT buyers, Bardono says. He says the leading Terex models differ by regions.

"In the bigger, busier cities, customers are utilizing the 100 and 200 ton class machines because they can get around these cities and do quite a bit of work with this class of crane," he says. "In the industrial regions, the AC 350-6 is able to outperform the competition in several aspects, including fast erection of the full boom and jib. This allows the crane to get in and out of tighter areas, which is especially the case in the petrochemical and power sectors."

As more owners continue to purchase the all terrain crane due to its versatility,

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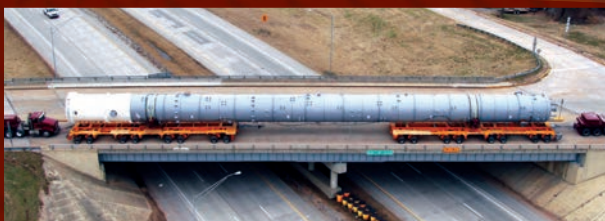
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DEEP SOUTH CRANE & RIGGING continues to show its commitment to providing the best tools with the addition of its newest crane, the **Terex CC-6800**. This **1400T crawler crane** has the versatility,

mobility, and lifting capacity necessary to perform long and high lifts due to its very strong luffing jib (not pictured here). The CC-6800 will serve a multitude of needs including power generation, petrochemical, heavy industrial, and large civil projects.

THE NEW TEREX CC-6800 1400T CRAWLER CRANE >>



Bardonaro says it will remain a popular crane. “The days of buying one crane for one application are over,” he says.

Terex has begun designing features such as exchangeable counterweight systems so that one trailer of counterweights can fit multiple crane models.

“By increasing the commonality of features and accessories between models, it will allow operators and mechanics to jump from one crane to another safely and efficiently,” he says.

Pricing continues to be an obstacle in the AT market. “We have to build cranes at a better price to reduce the cost to our customers, including after-market costs,” Bardonaro says. “We’ve been able to produce cranes and deliver them to our customers with a cost structure that allows them to generate the right return on their investment to maintaining and grow their fleets and not tie them up with large payments so they can’t reinvest. We are producing cranes at a cost structure that allows the customer to succeed.”

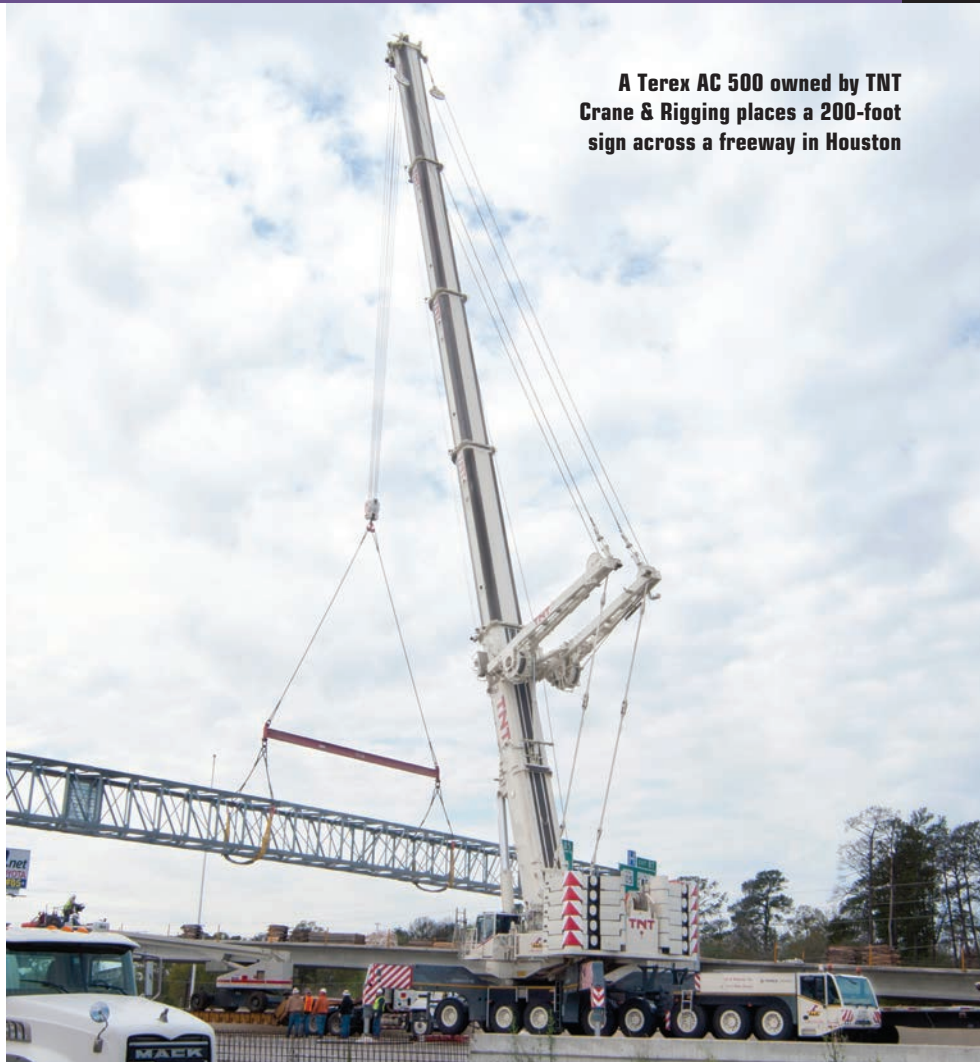
Proven workhorses

All terrain cranes combine the mobility of a truck crane with a higher lift capacity. Difficult jobsites are easily accessible for an AT crane compared to a pure truck crane, but the assembly is just as easy as a truck crane. According to Georg Diesch, president of Liebherr Cranes, Inc., an AT crane usually comes with more boom length and counterweights than other cranes and can therefore lift more.

“Usually the all terrain crane comes with more features compared to a truck crane,” Diesch says. “The two engine concept in most cranes is more efficient with the smaller engine required in the upper. In addition, an AT up to five axles can be considered a ‘taxi crane’ and thus works perfectly for many job applications.”

Liebherr has seen the U.S. all terrain market improve “significantly” in terms of requested offers and actual placed orders, Diesch says. The development started in the third quarter of 2011 and speaking with crane owners, Diesch says the general mindset has changed recently to reflect buyers who are looking more into future market potential rather than past years’ experience. For Liebherr, the company is seeing regional distinctions when it comes to market demand, with the Gulf and Northeast areas “very strong.”

Andy Hodges, owner of Northwest Crane Service, LLC, says his region is very competitive for AT cranes right now. The



A Terex AC 500 owned by TNT Crane & Rigging places a 200-foot sign across a freeway in Houston

Oklahoma-based crane rental company sees a mix of renters – from contractors to smaller crane rental companies.

“ATs are the most popular machines in this area with a wide range of capacities available for the customer,” Hodges says. “Our company provides AT crane service in the 80-500 ton class range. The most popular sizes are the 120-200 ton classes.”

For Liptak, he says ALL Erection & Crane Rental Corp. sees large contractors mostly as renters of ATs.

“They have jobs that call for the power of the AT but ownership really isn’t an option because maintaining these big ATs is pretty taxing and constant,” he says. “In many ways, ‘all terrain’ can be a bit misleading; the units are versatile and maneuverable and travel stronger off-road than a truck crane, but all terrains are not tanks.”

Liptak is seeing more end-user ownership lately, however, in the large ATs that work in the oil sector. “Any of our pre-owned AT machines move very quickly once they are listed for sale,” he says.

ALL doesn’t own as many small-capacity units because Liptak says they are very expensive to buy and maintain. “There is more demand for the midrange and higher capacities; I would say 90 tons and up. So, we meet the demand and are prepared for the maintenance required to ensure a rent-ready fleet.”

ALL Erection & Crane Rental Corp. owns all terrain cranes from 22 to 650 tons. The 250-ton and 350-ton range is seeing a lot of rental work right now, according to Liptak. “Some of the heavy hitters are the GMK6300L and 6250L from Grove,” he says. “Our 550-ton GMK7550 is the biggest AT crane Grove makes and yet it still offers great mobility for bridge and highway construction, power plants and refineries. The 7550 is also our workhorse for erecting and disassembling tower cranes.”

ALL has added five new mid-range Liebherr ATs (from 100 to 400 tons) and in 2011 the company also acquired one each of Liebherr’s 300-ton, 220-ton and 600-ton all terrain cranes. “Daily rentals are booming and each of these



Link-Belt Construction Equipment's ATC-3275 (275-ton) is the company's only AT offering at this point

mid-capacity ATs have already become important rental options," Liptak says.

Liebherr's main business for all terrain cranes comes from mid-sized crane rental companies and only a "small portion" is done through contractors, Diesch says. "No matter if we talk about a large nationwide operation or a local-focused rental company, the goal is primarily the same – to provide a fleet to their customers in a range suiting their needs. This can be achieved by positing the fleet between 4-axle up to 7 or 8-axle ATs. Below 4-axes the jobs are usually done more efficiently by truck cranes and above 8 axes we mostly talk about a niche product for special operations."

Star models

Liebherr's product line starts with a 3-axle 30-metric ton (LTM 1030-2.1) all terrain crane and goes up to a 9-axle 1,200-metric ton crane (LTM 11200-9.1). Its factory

produces 19 different AT models, one 3-axle city crane model (LTC 1045-3.1) and three truck-mounted cranes in the range between 30 to 60 metric tons.

The company's top selling cranes in the U.S. are usually 5-axle cranes in the 100-metric ton to 220-metric ton class, Diesch says.

"Nevertheless the star in the recent years was the LTM 1220—5.2; the five axle 220 metric ton (265 US-ton) crane equipped with a 197-foot main boom and optional features such as swing away jib (40 feet to 72 feet) with a hydraulic offset and two intermediate sections each 23 feet, thus a total of 330 feet of tip height," Diesch says.

With the all-terrain crane's multi-axle chassis and multi-wheel capabilities, the cranes make for great mobility when it comes to on- and off-road construction and industrial projects. According to Liptak, when specified right, the cranes "lift strong and drive tough."

Link-Belt Construction Equipment's ATC-3275 (275-ton) is the company's only AT offering at this point. According to Rick Curnutte, product manager, telescopic cranes at Link-Belt, "this crane has been well received by our customers since its introduction at Con-Expo 2011."

Curnutte says the AT market is up year-to-date for the company versus 2011 and it expects reasonable growth to continue for the rest of the year.

"The ATC-3275 marks the first time a modern AT crane has been designed and manufactured in and for North America," Curnutte says. "Critical to any market is the ability to transport. The 3275 breaks new ground with its modular counterweight system. None of the weights is more than 22,000 pounds and can therefore be grouped together or with other components on transport trucks to maximize the loads. The 3275 with maximum counterweight, rigging, matting and fly extensions can move with just four truckloads."

Manitowoc's Grove line, meanwhile, sees

rental companies as the biggest customers, though contractors in the energy segment are becoming "increasingly significant to business," Haber says.

"There is strong interest too in our recently introduced six-axle machines, the GMK6300L (350 tons) and GMK6400 (450 tons)," Haber says. "The GMK7550 (550 tons), with its high capacity, compact carrier and flexible roading configurations, is also still a very successful product."

The company's patented Megatrak independent suspension system gives "better ground clearance than rival ATs, plus enhanced traction. Also, on the new GMK6300L and GMK6400 models we've updated the MMI displays to control Megatrak giving operators even greater flexibility. We're also making these cranes easier to use with innovations such as the self-rigging capacity-enhancing Mega Wing Lift attachment on the GMK6400, and a self-rigging auxiliary hoist on the GMK6300L, for faster set-up."


Liebherr's bestselling all terrain unit, Diesch says, is the 265-ton LTM 1220-5.2, which "was the bestselling crane model in recent years and probably is going to be it for this year."

Despite this, the company highlights its LTM 1350-6.1 which was launched two years ago and still enjoys high demand. It is a 6-axle machine rated with 350 metric tons (400 US tons) and comes with 230-feet of main boom length. The crane can be equipped additionally with a 256-foot luffing jib, a second winch, a Y-type guyed system and an excenter with extension of the telescopic boom of 11.5 feet. The total possible counter weight adds up to 308,000 pounds and altogether makes the crane to be the strongest crane in luffing mode in this class, Diesch says.

With the ability to mobilize in, complete jobs fast and demobilize out to the next job as quick as possible – all terrain cranes provide versatility in a market that constantly changes.



Northwest Crane Service uses its Liebherr LTM1100-4.1 to lift an old railroad caboose



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2011 SC&RA Crane & Rigging Safety Award
2011 SC&RA Crane & Rigging Zero Accidents Award
2011 SC&RA Transportation Fleet Safety Award
2011 SC&RA Transportation Group Zero Accidents Award
2011 SC&RA Group Safety Improvement Award

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American Cranes & Transport presents its seventh annual ranking of North America's 100 largest crane-owning companies. **D. Ann Shiffler** reports

The top 100



PHOTO: CraneWorks Inc.

BY THE NUMBERS

EMPLOYEES

31,391

BRANCHES

603

MOBILE CRANES

12,060

CRAWLER CRANES

2,735

TOTAL CAPACITY

1,692,170 tons

Once again, Maxim Crane Works tops our annual **ACT100** with a total lifting capacity of 363,880 for all the cranes in the company's fleet.

The **ACT100** added 11 new companies to our list, the most significant being Mammoet USA, which debuts as the 7th firm on the list as ranked by total capacity.

Among the top 10 highest capacity cranes, new to the list this year are the 3,200-ton Mammoet PTC 140 DS and the 3,000-ton Lampson LTL-3000.

Compiling the **ACT100** is a highlight of our publishing year. Assembling this list 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. There are still a significant number of crane rental companies and contractors that are not on our list, but certainly not for a lack of trying on our part. As well, a few companies that used to participate in our list but that didn't respond after a couple of years were dropped off the list.

Among the conclusions to draw from our list this year:

- The total number of employees in the **ACT100** is 31,391, down from last year. The total number of employees of the **ACT100** in 2011 was 32,678. The total number in 2010 was 19,554. In 2009, the **ACT100** employed 26,887.
- The total number of mobile cranes owned by the **ACT100** is 12,060, close to our all time high of 12,747 in 2009. Last year the **ACT100** had a total of 12,045 mobile cranes, and in 2010 there were 11,867 mobile cranes counted.
- Almost 400 crawler cranes were added to the **ACT100** from 2011 to 2012. The total number of crawler cranes owned by the **ACT100** is 2,735. The total of crawlers in 2011 was 2,351. The **ACT100** owned 2,722 in 2010, down from 2,938 crawlers owned by the **ACT100** in 2009.

One question we asked when we started running the numbers was how do the top 10 companies rank – the big players in the industry – as compared with last year?

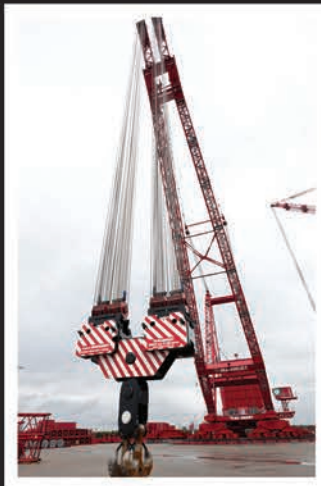
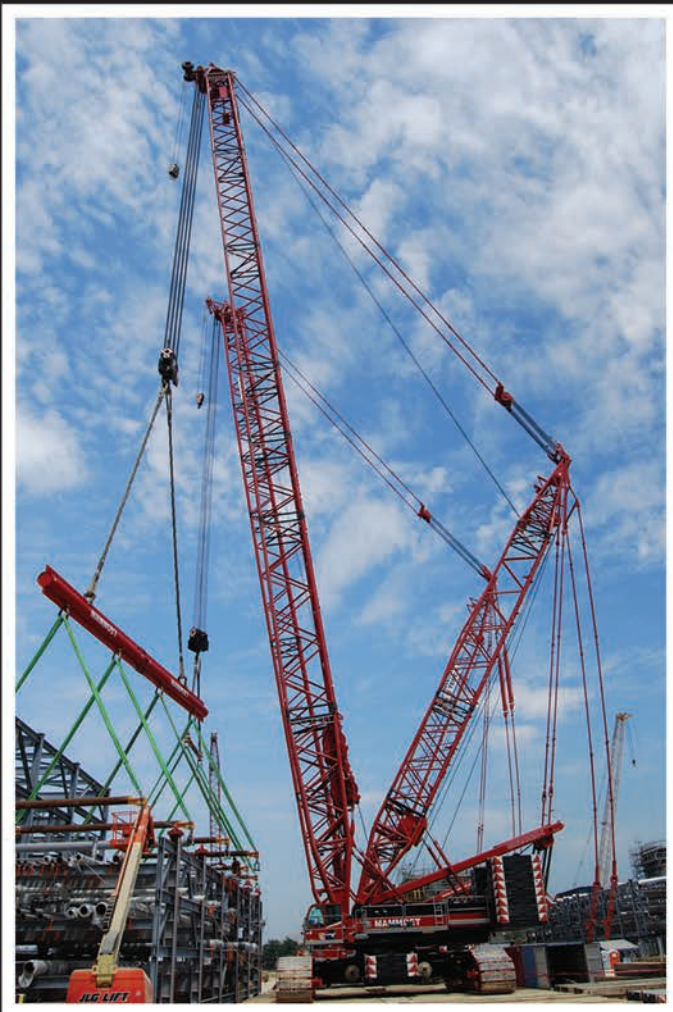
This year, the top 10 companies on our list employ 6,481, down from 6,526 in 2011. In 2010, the top 10 companies on our list employed 6,280. In 2009, the top 10 employed 6,835. From these numbers we can draw the conclusion that the top 10 companies are still being very conservative in their hiring.

- This year, the **ACT100** top 10 companies own 5,971 mobile cranes, down from 6,315 mobile cranes in 2011. 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 1,679 crawlers, up significantly from 1,329 crawlers last year. In 2010, the top 10 owned 1,728 crawlers, down just a bit from 2009 when this group owned 1,797 crawlers.
- As far as movement on the list, the biggest jumper this year was Sarens North America, which went from Number 43 to number 19.



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RANK 2012	RANK 2011	COMPANY NAME	HQ	BRANCHES	EMPLOYEES	SCOPE OF OPERATION	SENIOR CONTACT & TITLE
1	1	Maxim Crane Works	USA	32	2,140	Worldwide	Art Innamorato, CEO
2	2	ALL Erection & Crane Rental Corp. (Central, Dawes, Jeffers)	USA	34	1,400	Regional	Michael L. Liptak, President
3	3	Lampson International	USA	10	275	Worldwide	William Lampson, President
4	4	Essex Crane Rental Corp. (including Coast Crane)	USA	22	276	Worldwide	Ron Schad, President/CEO
5	6	Bigge Crane and Rigging Co.	USA	10	350	National	Joseph W. Nelms, Vice President
6	5	J.F. Lomma Inc.*	USA	6	175	National	James Lomma, President
7	NEW	Mammoet USA	The Netherlands	8	425	Worldwide	Richard Miller, President/CEO
8	10	Guay Inc.	Canada	18	500	National	Jean-Marc Baronet, President
9	7	AmQuip Crane Rental	USA	14	580	National	Al Bove, Chief Operating Officer
10	11	NC Services Group	Canada	11	360	National	Ted Redmond, President/CEO
11	13	Buckner Heavy Lift Cranes	USA	3	400	Worldwide	Doug Williams, President
12	9	Barnhart Crane & Rigging	USA	20	800	National	Alan Barnhart, President
13	8	Deep South Crane & Rigging	USA	6	500	National	Mitch Landry, President
14	12	Sims Crane and Equipment Co.*	USA	10	215	Regional	Dean Sims II, Vice President
15	14	Bragg Crane Service	USA	15	700	National	M. Scott Bragg, Vice President
16	15	TNT Crane & Rigging	USA	9	520	Regional	Mike Appling, President/CEO
17	43	Sarens North America	USA	34	2,700	Worldwide	Patrick J. Settle, Regional Director
18	17	Marco Crane & Rigging	USA	6	165	National	Dan Mardian, Jr., President
19	16	Turner Bros. LLC	USA	6	394	National	David Cowley, Executive Vice President
20	18	The Walsh Group*	USA	1	5,000	National	Michael Gibbons, Corp. Equip. Manager
21	21	Imperial Crane Services	USA	4	250	Worldwide	B.J. Bohne, President/CEO
22	20	Sterett Crane & Rigging*	USA	6	95	Regional	William Sterett III, President
23	19	W.O. Grubb Inc.	USA	6	280	National	William O. Grubb, President
24	25	Scott-Macon Equipment	USA	8	138	Worldwide	Robert B. Dimmitt, Executive VP
25	26	Crane Rental Corp.	USA	3	100	Worldwide	Alan Ashlock, President
26	22	H&E Equipment Services	USA	71	2,000	National	Bill Fox, Vice President/GM Cranes
27	24	Laramie Enterprises Group*	USA	2	76	National	Patrick Henry, VP/General Manager
28	23	Irving Equipment	Canada	10	280	National	Mike Hussey, General Manager
29	30	Bay Limited, (a Berry Company)	USA	6	3	National	John McCain, Equipment Div. Manager
30	27	Stevenson Crane Service Inc.	USA	2	120	National	Donna Stevenson, President
31	28	Dielco Crane Service*	USA	1	95	Regional	Richard Dieleman, President
32	29	Beyel Brothers Inc.	USA	5	194	Regional	Joseph D. Beyel, President
33	31	The Cianbro Companies*	USA	6	4,000	National	George Bell, Vice President
34	32	Kelley Equipment Company	USA	2	118	Regional	Daniel H. Gold, CEO
35	37	Mountain Crane Service	USA	1	85	National	Paul Belcher/Lon Stam, Owners
36	33	Ness & Campbell Crane Inc.	USA	6	160	Regional	Tony Steelman, President
37	34	Dozier Crane & Machinery Inc.	USA	3	52	Worldwide	Dozier Cook, President
38	35	Mr. Crane/Inquipco	USA	3	119	Regional	Andy Steinberg, President
39	36	Crane Service Inc.	USA	4	131	Regional	Scott Wilson, President
40	39	Barcelona Equipment	USA	1	31	Regional	Bob Steiner
41	46	Energy Transportation Inc.	USA	9	135	National	Dan McGlade, President
42	49	Mains Crane & Rigging Ltd.	Canada	2	90	National	Alan Swagerman, President
43	40	Crane Rental & Rigging Inc.*	USA	9	N/A	Regional	Ted Hickson, Executive Director
44	41	Allegiance Crane & Equipment*	USA	2	109	Worldwide	Jim Robertson, 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.



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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	2,115	390	Manitowoc 21000	1,000	199,820
www.lampsoncrane.com	67	369	Lampson LTL-3000	3,000	119,768
www.essexrental.com	244	365	Manitowoc 888 Ringer	661	96,221
www.bigge.com	336	72	Liebherr LR1600	660	44,435
www.jflommainc.com	239	68	Manitowoc 18000	826	40,333
www.mammoet.com	132	51	Mammoet PTC 140 DS	3,200	36,930
www.gruesguay.com	444	26	Liebherr LTM 11200-9.1	1,500	33,964
www.amquip.com	361	42	Manitowoc GMK 7550	550	33,662
www.ncservicesgroup.com	163	44	Liebherr LTM 11200-9.1	1,350	30,875
www.bucknercompanies.com	25	68	Liebherr LR-1750	826.5	29,657
www.barnhartcrane.com	172	19	Terex Demag CC4000 RL	1,760	27,485
www.deepsouthcrane.com	180	16	TC-36000 VersaCrane	2,500	27,047
www.sims Crane.com	250	40	Kobelco SL6000	600	27,000
www.braggcrane.com	221	13	Manitowoc Grove GMK 7550	550	25,000
www.tntcrane.com	167	2	Terex Demag AC700	800	21,062
www.sarens.com	59	22	SGC-120	3,527	21,007
www.marcocrane.com	173	15	Manitowoc Grove GMK 7550 w/MegaWing Lift	550	19,019
www.turnerbros.com	60	20	Liebherr 11200-9.1	1,330	19,010
www.walshgroup.com	112	79	Manitowoc 2250	300	18,752.5
www.imperialcrane.com	216	15	Liebherr LTM 1500-8.1	600	18,528
www.sterettcrane.com	134	22	Liebherr LTM-1500	650	17,993
www.wogrub.com	170	38	Manitowoc Grove GMK 7550	550	17,978
www.smequipment.com	294	52	Terex AC350-1	400	15,181
www.cranerental.com	47	36	Manitowoc 18000 w/Max-er	825	15,126
www.he-equipment.com	359	0	Manitowoc Grove RT 9130	150	14,505
www.laramiecrane.com	60	37	Terex Demag AC 1200	500	13,710
www.irvingequipment.com	121	25	Liebherr LR 1750	826.5	13,676
www.bayltd.com	147	14	Terex American 11320	450	12,323
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.cianbro.com	76	46	Manitowoc 16000	440	10,516
www.kelleyequipment.com	38	31	Manitowoc 2250 w/Max-er	550	10,480
www.mountaincrane.com	58	11	Liebherr LR 1600	660	10,186
www.ness-campbellcrane.com	76	1	Manitowoc Grove GMK 7550 w/MegaWing Lift	550	9,560
www.doziercrane.com	30	52	Terex HC-275	275	9,200
www.mrcrane.com/inquipco.com	71	11	Manitowoc Grove GMK 7550 w/MegaWing Lift	550	8,918
www.craneserviceinc.com	75	8	Manitowoc Grove GMK 7550 w/MegaWing Lift	550	8,400
www.barcelonaequipment.com	37	31	Manitowoc 999	275	8,157
www.energytran.com	33	7	Liebherr LR 1600-2	660	7,836
www.mainscrane.com	71	8	Manitowoc 2250 w/Max-er	500	7,677
www.cranerent.com	63	7	Liebherr LTM 1500-8.1	600	7,074
www.allegiancecrane.com	65	15	Liebherr LTM 1500	600	6,635

>48

*ACT estimates

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RANK 2012	RANK 2011	COMPANY NAME	HQ	BRANCHES	EMPLOYEES	SCOPE OF OPERATION	SENIOR CONTACT & TITLE
45	45	Southwest Industrial Rigging	USA	3	150	National	Mike Madge, Crane Division Manager
46	42	R.H. Marlin Inc.	USA	1	75	Regional	Joe Fox, Vice President
47	38	Kirby-Smith Machinery	USA	10	300	National	Ben Graham, Vice President
48	50	Wagstaff Crane Service	USA	4	75	Regional	Jim Wagstaff, Manager
49	48	Northwest Crane Service	USA	5	85	National	Andy Hodges, President
50	NEW	Digging and Rigging Inc.	USA	6	120	Regional	James Gregory, Sr., President
51	47	Giuffre Bros. Cranes Inc.*	USA	6	70	Worldwide	Todd Proctor, Branch Manager
52	51	Wanzek Construction Inc.	USA	2	800	National	James G. Henry, President
53	44	Edwards Inc.	USA	5	400	Regional	Forrest Boone, Vice President
54	55	Clark Rigging & Rental Corp.	USA	3	55	Worldwide	David F. Clark, President
55	56	Ring Power Crane*	USA	7	75	National	Dave Glass, Vice President
56	NEW	Capital City Group	USA	3	85	Regional	Brian Gibson, President
57	58	Vic's Crane & Heavy Haul Inc.*	USA	2	80	Regional	Tim Harty, Operations Vice President
58	59	United Crane Rentals Inc.*	USA	2	31	Regional	Timothy Shinn, President
59	60	Eagle West Cranes	Canada	7	175	National	Bob Fairbank, President/COO
60	52	Alamo Crane Service Inc.	USA	3	75	Regional	Marvin Ohlenbusch, COO
61	89	CraneWorks Inc.*	USA	3	85	Regional	Tom Yeilding, Vice President Sales
62	64	Salerno Cranes	Panama	2	60	National	Omar Salerno
63	62	Ideal Crane Rental*	USA	7	57	Regional	Robert Kalhagen, President
64	NEW	Chellino Crane Inc.	USA	2	180	National	Greg Chellino, President
65	57	JPW Riggers	USA	1	80	National	Dave Schwalm, Executive Vice President
66	67	Scott Powerline and Utility Equipment	USA	2	38	National	Thomas H. Scott, Jr., President/CEO
67	65	Budrovich Contracting	USA	2	55	Regional	Eric Struckhoff, Senior Vice President
68	61	Connelly Crane Rental Corp.	USA	3	48	National	Michael Connelly, President
69	NEW	Big B Crane	USA	1	43	Regional	Daniel Basden, President
70	54	Transportes y Gruas Auriga S.A de C.V	Mexico	3	150	National	Jose Cano Perez, President
71	NEW	Hill Crane Service	USA	2	68	Regional	Ronald Hill, Vice President
72	53	Burkhalter Rigging	USA	5	105	Worldwide	Delynn Burkhalter, President/CEO
73	69	Nixon-Egli Equipment Co.	USA	2	84	Regional	John D. Skaff, Vice President
74	72	Alliance Riggers & Constructors	USA	1	50	Regional	Phillip H. Cordova, CEO/General Manager
75	70	J J Curran Crane	USA	1	42	Regional	Larry Curran, President
76	NEW	Crane Service Company	USA	4	76	Regional	Brian Mazzella, Vice President
77	75	Viant Crane	USA	1	3	Regional	Nick Minard, Operations Manager
78	89	CraneWorks Inc.	USA	3	50	Worldwide	Keith Ayers, CEO
79	NEW	DLB Cranes	Canada	4	35	Regional	Devlin Fenton, President
80	80	United Crane & Rigging Co.	USA	2	36	Regional	Robert Hileman, President
81	74	Anglemyer Crane	USA	1	38	Regional	John Anglemyer, Secretary/Treasurer
82	73	I.B. Dickinson & Sons	USA	3	35	Regional	Donald Dickinson, President
83	77	Hite Crane & Rigging Inc.*	USA	1	35	Regional	Gary Hite, President
84	78	AME Inc.	USA	4	149	Regional	Mike Davis, Vice President
85	81	PSI Crane & Rigging Inc.*	USA	1	10	Regional	Houston Burk
86	82	Specialty Crane & Rigging*	USA	4	45	Regional	Seth Hammond, President
87	84	North Shore Crane*	USA	2	30	Regional	Tom Brown, President
88	88	Allison Crane & Rigging*	USA	3	130	Regional	Larry Allison, Jr.
89	98	Mansfield Crane Service Corp.	USA	1	20	Regional	Trapper Wyman, President

EDITOR'S NOTE:

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WEBSITE	MOBILE CRANES	CRAWLER CRANES	LARGEST CRANE	CAPACITY	ACT INDEX
www.swirusa.com	57	4	Manitowoc Grove GMK 7550	550	6,513
www.rhmarlin.com	65	15	Liebherr LTM 1300/1	360	6,500
www.kirby-smith.com	146	5	Manitowoc 2250	300	6,479
www.wagstaffcrane.com	56	0	Manitowoc Grove GMK 7550 w/MegaWing Lift	550	6,438
www.northwestcraneservice.com	20	4	Liebherr LR 1600/2	660	6,125
www.digrig.com	44	0	Liebherr LTM 1500-8.1	600	5,993
www.giuffre.com	221	0	Liebherr LTM 1090/2	110	5,967
www.wanzek.com	21	16	Terex Demag CC 2800-1	660	5,683
www.edwardsinc.com	70	1	Terex Demag AC 500-2	600	5,457
www.clarkrigging.com	56	3	Terex Demag AC500-2	600	4,923
www.ringpowercrane.com	74	6	Manitowoc Grove GMK 5275	275	4,809
www.ccggroup-inc.com	45	8	Liebherr LTM 1300/1	360	4,675
www.visco.com	40	4	Terex Demag CC2500-1	550	4,520
www.unitedcranenj.com	31	6	Terex Demag AC 500-1SSL	600	4,462
www.eaglewestcranes.com	89	1	Liebherr LTM 1300	300	4,362
www.alamocrane.com	36	1	Liebherr LTM 1400-7.1	500	4,235
www.craneworks.com	111	2	Terex Demag AC-350	400	4,205
www.salernocranes.com	33	0	Liebherr LTM 1800	1,000	4,193
www.idealcranerental.com	60	3	Manitowoc Grove GMK 6350	350	4,061
www.chellinocrane.com	60	15	Kobelco SL6000	600	4,000
www.jpwriggers.com	0	8	Terex AC 500-2	600	3,940
www.scottpowerline.com	47	54	Tadano Mantis 20010	100	3,922
www.budrovich.com	42	2	Manitowoc Grove GMK 7550	550	3,813
www.connellycrane.com	45	8	Liebherr LTM 1300-1	360	3,762
www.bigbcrane.com	15	20	Kobelco CK2500	250	3,685
www.auriga.mx	16	1	Manitowoc 18000	660	3,670
www.hillcraneservice.com	41	0	Liebherr LTM 1400-7.1	500	3,629
www.burkhalter.net	18	7	Liebherr LR 1400/2	440	3,550
www.nixon-egli.com	40	1	Link-Belt RTC-80130	130	3,335
www.allianceriggers.com	21	6	Liebherr LR1300	330	3,000
www.jjcurran.com	42	0	Manitowoc Grove GMK 6300	300	2,900
www.craneserviceco.com	23	2	Liebherr LTM-1400-7.1	500	2,695
www.viantcrane.com	18	6	Manitowoc 2250	300	2,595
www.crane-works.com	50	0	Manitex 50128S	50	2,525
www.dlbcranes.com	12	6	Terex Demag CC1500	300	2,370
www.unitedcraneandrigging.com	19	6	Terex Demag AC 250-1	300	2,328
www.anglemyscrane.com	29	2	Manitowoc Grove GMK 6350	350	2,200
www.ibdickinson.com	15	1	Terex Demag AC 1300	500	2,100
www.hitecrane.com	24	0	Terex Demag HC1010	440	1,783
www.ameonline.com	26	0	Manitowoc Grove GMK 5275	275	1,688
www.psicrane.com	13	3	Tadano ATF 220G-5	250	1,634
www.specialtycrane.net	22	0	Liebherr LTM 1300	360	1,571
www.northshorecranenry.com	28	0	Liebherr LTM 1200	240	1,400
www.allisoncrane.com	20	0	Liebherr 1225-1	250	1,250
www.mansfieldcrane.com	9	0	Manitowoc Grove GMK 5275	275	1,106

>50

*ACT estimates


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RANK 2012	RANK 2011	COMPANY NAME	HQ	BRANCHES	EMPLOYEES	SCOPE OF OPERATION	SENIOR CONTACT & TITLE
90	91	Southern Crane	USA	4	26	National	Earl Johnson III, President
91	92	D. C. Crane Service*	USA	1	12	Regional	Dan Connor, President
92	NEW	Modern Construction	USA	1	18	Regional	Dwayne Scalf, President
93	90	Taylor Crane & Rigging	USA	2	65	National	James C. Taylor, Jr., President
94	95	Limehouse & Sons Cranes Inc.*	USA	1	55	Regional	James. L. Limehouse, Senior VP
95	97	Diamond Steel Construction Company*	USA	1	50	Regional	David Collins, President
96	93	Southwestern Industrial Contractors & Riggers	USA	1	50	Worldwide	Ray Pedregon, Manager
97	99	Bryan Kinser Enterprises*	USA		10	Regional	Bryan Kinser, President
98	NEW	Jcrane	USA	1	14	Regional	Jack Stull, President
99	100	Runnion Equipment Company	USA	2	26	Regional	Patrick Runnion, President
100	NEW	Zartman Industrial Service	USA	1	130	Regional	Dave Zartman, President

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Top 10 largest cranes

RANK	COMPANY NAME	LARGEST CRANE	CAPACITY
1	Sarens North America	SGC-120	3,527
2	Mammoet USA	Mammoet PTC 140 DS	3,200
3	Lampson International	Lampson LTL-3000	3,000
4	Deep South Crane & Rigging	TC-36000 VersaCrane	2,500
5	Barnhart Crane & Rigging	Terex Demag CC4000 RL	1,760
6	Guay Inc.	Liebherr LTM 11200-9.1	1,500
7	NC Services Group	Liebherr LTM 11200-9.1	1,350
8	Turner Bros. LLC	Liebherr 11200-9.1	1,330
=9	ALL Erection & Crane Rental Corp.	Manitowoc 21000	1,000
=9	Salerno Cranes	Liebherr LTM 1800	1,000
=10	Buckner Heavy Lift Cranes	Liebherr LR-1750	826.5
=10	Irving Equipment	Liebherr LR-1750	826.5



Largest crawler fleets

RANK	COMPANY NAME	WEBSITE	CRAWLER FLEET
1	ALL Erection & Crane Rental Corp.	www.allcrane.com	390
2	Lampson International	www.lampsoncrane.com	369
3	Essex Crane Rental Corp.	www.essexrental.com	365
4	Maxim Crane Works	www.maximcrane.com	252
5	The Walsh Group	www.walshgroup.com	79
6	Bigge Crane and Rigging Co.	www.bigge.com	72
7	J.F. Lomma Inc.	www.jflommainc.com	68
8	Buckner Heavy Lift Cranes	www.bucknercompanies.com	68
9	Scott Powerline and Utility Equipment	www.scottpowerline.com	54
=10	Scott-Macon Equipment	www.smequipment.com	52
=10	Dozier Crane & Machinery Inc.	www.doziercrane.com	52

Largest mobile fleets

RANK	COMPANY NAME	WEBSITE	MOBILE FLEET
1	ALL Erection & Crane Rental Corp.	www.allcrane.com	2,115
2	Maxim Crane Works	www.maximcrane.com	1,870
3	Guay Inc.	www.gruesguay.com	444
4	AmQuip Crane Rental	www.amquip.com	361
5	H&E Equipment Services	www.he-equipment.com	359
6	Bigge Crane and Rigging Co.	www.bigge.com	336
7	Scott-Macon Equipment	www.smequipment.com	294
8	Sims Crane and Equipment Co.	www.simscrane.com	250
9	Essex Crane Rental Corp.	www.essexrental.com	244
10	J.F. Lomma Inc.	www.jflommainc.com	239



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WEBSITE	MOBILE CRANES	CRAWLER CRANES	LARGEST CRANE	CAPACITY	ACT INDEX
www.southern-crane.com	15	0	Liebherr LTM 1160-5.1	190	1,097
www.dccraneservice.com	12	4	Link-Belt LS 218 HIS	110	1,055
	9	1	Manitowoc Grove GMK 5275	275	1,026
www.taylorcrane.com	13	0	Liebherr LTM 1220-5.2	265	987.5
www.limehousesons.com	11	0	Manitowoc Grove GMK 5210	210	927
www.diamondsteel.com	21	0	Manitowoc Grove GMK 5150B	150	861
www.southwesternindustrial.com	11	0	Lorain MC 1650	165	847
www.kinsercrane.com	11	0	Liebherr LTM 1250/1	300	790
www.jcrane.net	8	0	Manitowoc Grove GMK 5275	275	768
www.runnionequipment.com	49	0	Manitex 5096 S	50	763
www.zartman.com	11	0	Manitowoc Grove GMK 5225	225	746

*ACT estimates



PHOTO: Guay Inc.

“Among the top 10 highest capacity cranes, new to the list this year are the 3,200-ton Mammoet PTC 140 DS and the 3,000-ton Lampson LTL-3000.”

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.

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 on 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

Top employers

RANK	COMPANY NAME	NUMBER OF EMPLOYEES
1	The Walsh Group	5,000
2	The Cianbro Companies	4,000
3	Sarens North America	2,700
4	Maxim Crane Works	2,140
5	H&E Equipment Services	2,000
6	ALL Erection & Crane Rental Corp.	1,400
7	Barnhart Crane & Rigging	800
8	Wanzek Construction Inc.	800
9	Bragg Crane Service	700
10	AmQuip Crane Rental	580

than two years running, we take them off our list.

We rely on the integrity of the companies that 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.

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. ■

ACT100 methodology

We started our **ACT50** list 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 118 firms submitted survey forms. For all those companies, large and small who participated, thank you!

Developing a credible list of America's largest crane owning companies turns out to be a year-long effort, with most companies involved very cooperative and pleased to make the ranking.

ACT100 2013

Submit information for the 2013 **ACT100** by emailing d.annshiffler@khl.com

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While some of the manufacturers that Keen Transport hauls equipment for do provide some designated load securement points on their machines, they do not always provide enough designated locations for the weight of the cargo

Load stabilization and securement is a constant challenge for companies that haul oversized, overweight cargoes.

D. Ann Shiffler reports



Safe and secure

Determining how to tie down and secure heavy cargo for transport is a constant challenge for the rigging department of Keen Transport. While the company hauls all sorts of awkward and heavy equipment and components, their specialty is construction equipment such as excavators, cranes and dump trucks.

Figuring out the best way to secure this type of cargo involves the review of many elements, including weight, dimensions and designated tie-down points provided by the manufacturer, according to Peter J. Trimble, CDS, corporate safety and claims director for Keen Transport.

Assuring all loads meet federal load securement standards is also a constant challenge, especially in light of changing rules and regulations, Trimble says.

The FMCSA Safety Measurement System (SMS), originally implemented in December 2010 as part of the agency's broader Compliance, Safety, Accountability (CSA) initiative, is the latest system to undergo improvements. The SMS is designed to help prioritize enforcement resources and monitor whether a motor carrier's safety problems are improving.

Two of the first seven changes that are effective July 2012 are:

- Strengthening the Vehicle Maintenance Behavior Analysis and Safety Improvement Category (BASIC) by incorporating cargo load securement

violations from Cargo-Related Basic.

- Changing the Cargo-Related Basic to the Hazardous Materials (HM) BASIC to better identify hazardous materials related safety problems.

"As an open trailer carrier where our cargo can be easily seen by everyone we tend to see more roadside inspections relating to cargo securement than other types of carriers," says Trimble. "We have felt from the beginning that the Cargo Securement BASIC was an important segment of the CSA Program, but have felt from day one and still feel that the correct way to evaluate this portion of the program would have been if FMCSA would have created an Open Trailer Carrier peer group. By putting the cargo securement violations into the Vehicle Maintenance BASIC, we feel it will mask the real concerns of cargo securement overall."

Trimble says it will cause the vehicle maintenance scores to rise a little, but it will not really focus on what the real issue is whether it is maintenance or cargo securement.

"We feel that if our scores would have been evaluated against other open trailer carriers, our scores in the Cargo Securement BASIC would be relevant," he says.

As for the second change, Keen doesn't haul hazardous materials so this change does not really affect them.

"We feel that by FMCSA creating a

HM BASIC, that does help identify what carriers that haul HM are having problems with in this area," he says. "While we don't know all the details on how the SMS system really works, or what it is capable of, we feel that if FMCSA was able to make this change to better review HM carriers, they could have created a HM and Open Carrier Trailer peer group within the Cargo Securement BASIC that would have more clearly identified carriers within those peer groups that are having violations."

We asked Trimble several other questions about the challenges of load securement:

What are the biggest issues in determining proper load stabilization/securement?

We haul many different configurations of cargo, and at times it is difficult to figure out how to secure it to meet the minimum requirements of the federal regulations.

Keen Transport hauls construction equipment for a variety of manufacturers. Do your clients provide load stabilization specs for the equipment/components being hauled or is it a Keen responsibility?

Our clients do not provide specs for load stabilization of the equipment or components we haul for them. Some



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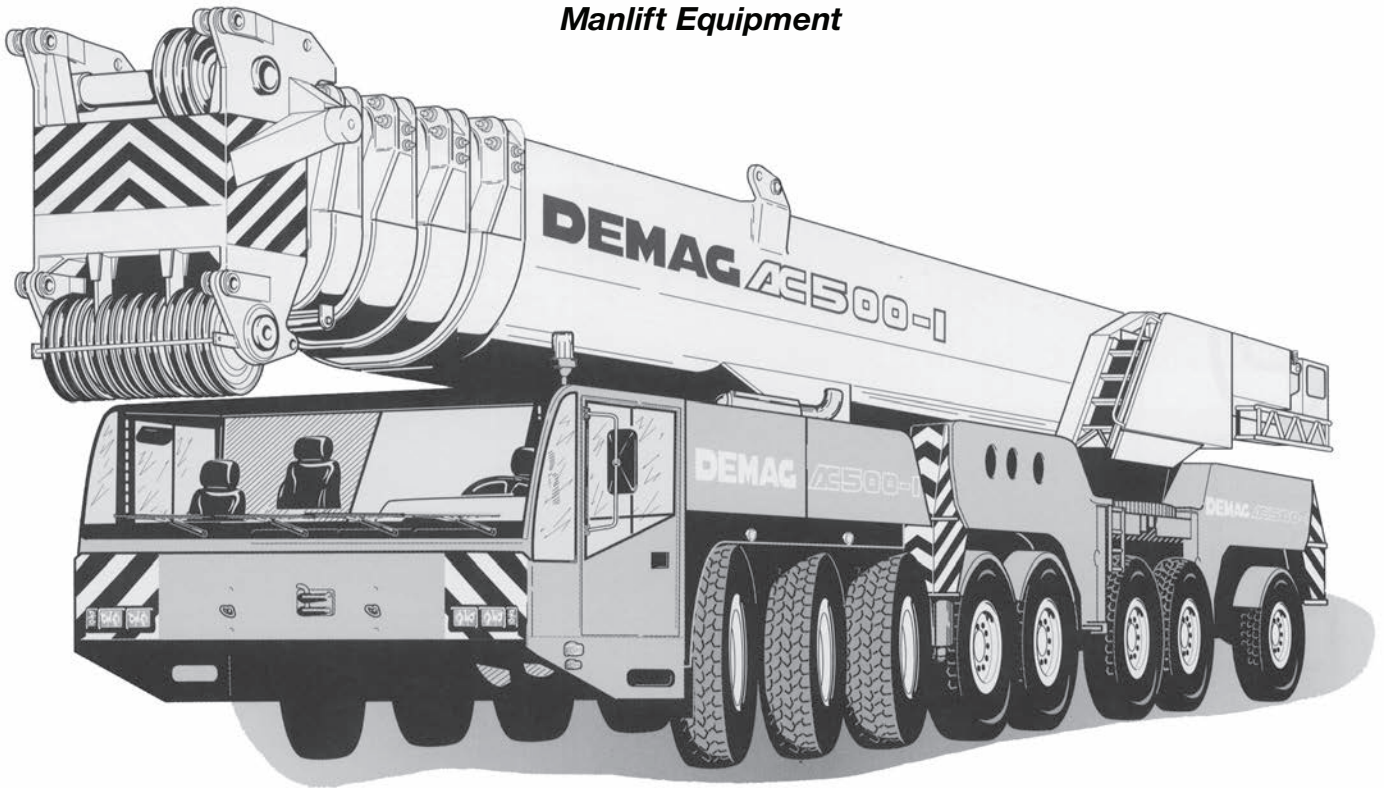
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of the manufacturers do provide some designated load securement points on the machines, but unfortunately they do not always provide enough designated locations for the weight of the cargo. With the training program we have in place for our employees, we have been able to provide them with the knowledge they need to meet and exceed the Federal Motor Carrier Safety Regulations pertaining to cargo securement.

At Keen, we also have the luxury of having a number of our 15 facilities around the country located near manufacturer locations so it enables our loading crew people and our facility managers to be able to see new models of equipment, and at times, provide input on placement of cargo securement points. This also helps us develop new or updated methods to secure the cargo to meet the regulations.

Do you have an engineering team that signs off on how each load hauled is secured?

We have been involved in hauling construction equipment and items that



Assuring all loads meet federal load securement standards is a constant challenge, especially in light of changing rules and regulations

support the construction industry for 44 years.

We have four main types of trailers that we use. We have worked with a number of trailer manufacturers over the years to design trailers specifically for hauling certain types of construction equipment.

We have been very active members of the Specialized Carriers & Rigging Association and CVSA for years.

We have sat on the North American Cargo Securement Harmonization Committee since its inception and assisted in writing the cargo securement regulations that came out in 2004, as well as the updates that came out in 2007.

We have input from a number of people that have many years of experience of being around construction equipment to determine the correct way to secure different types of cargo.

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Lindsey Anderson

spoke to two experts about purchasing and maintaining load moment indicator systems. Here are their tips and tricks.

Finding the right LMI

When looking for the right load moment indicator system, buyers have many choices. With a variety of system features and benefits offered by each vendor, buyers need to do their homework.

"Be sure to know your specific lift requirements and the applicable regulations," says Eric Mowen, Hirschmann/PAT's retrofit sales manager. "In addition, you should provide the [load moment indicator] supplier the crane's load chart and attachment information for proper quoting."

LMI's should also be operator friendly, cost effective and field serviceable. "Verify that the LMI meets your specific application and requirements," says Mowen. Another factor to consider when researching an LMI is uptime.

"You want to be sure that your new LMI can be supported to the level that your business operates," says David Smith, president and CEO of Load Systems International (LSI). "In today's market, uptime is crucial."

Buyers should also verify that new LMI systems can be supported in or out of the field as much as necessary. Smith says to consider if a business runs seven days a week but the vendor only provides service five days a week, buyers should evaluate if this will meet their requirements. "Many new systems offer advanced support capabilities that allow them to work online with you live with your calibration file should you be experiencing calibration issues," he says.

A few more issues facing the LMI-buying market are the advancement of technology and parts supply redundancy. According to Smith, this isn't a question of 'if' a company will face this issue but more so 'when.' "In our microprocessor-based



Multi Sensor Graphical Display from Load Systems International. The GS820 monitors any combination of LSI wireless sensor data

[LMI] world, it is impossible to guarantee long-term (10-years plus) parts supply of [products] that have a microprocessor," he says. "Ask the vendor how much of the system design they do and build in-house and what can they do to reduce parts redundancy."

LSI recently discontinued a product because the technology was discontinued from their supplier in 2005. "We purchased all remaining stock and it finally ran out this year. To eliminate this problem, we designed the next generation of the redundant part in-house and today we can assure long term parts supply as we control the supply chain."

Replacing LMIs

To keep LMI systems in top shape, buyers should make sure the initial installation and calibration of the LMI system is done properly. They should also periodically inspect the LMI components and cabling to extend the life of an LMI, says Mowen. However, over time, buyers must be cautious of spending too much money on individual parts replacement.

"Technology and components availability are the key factors that determine when an existing systems needs to be upgraded or

replaced," says Mowen.

Smith warns if buyers are pouring money into an older unit, it might be time to consider a new system where parts and components are new and a full warranty is available. For example, if a display costs \$3,000 to repair and a completely new system can be purchased for \$8,500, a buyer should consider what the money is going toward. A repaired display could be good for business but it's still an old system. Smith says in the long-term, users will spend more money to keep the old system "alive and kicking," so it might be

wise to throw the wallet in at a new LMI. It also should be noted that new LMI systems receive the latest in technological advancements which typically offer enhanced reliability and easier support.

LMI lifecycles

Operator maintenance and troubleshooting education regarding how the system functions is another key. According to Smith, with a plethora of after-market products, OEM-designed systems and a surplus of features and functions on each, users must be properly trained on how the unit and related pieces work in order to get the best use of it and understand how to fix it when something doesn't perform correctly.

"Discuss a training program with your vendor for operators and maintenance personnel," Smith says. "It will save you money in the long run."

Lastly, one of the biggest tips buyers should remember is that it can be very beneficial to compare systems to see if long term and short term needs will be met. Ask vendors if they offer: data loggers, type of memory: eprom or flash; method of loading the load chart into the system; ease to move a system from crane to crane; warranty period; technical support capabilities of the vendor; typical repair lead times and lead time for parts supply.

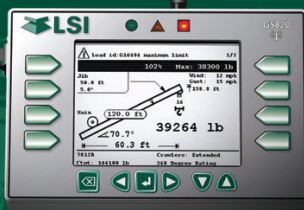
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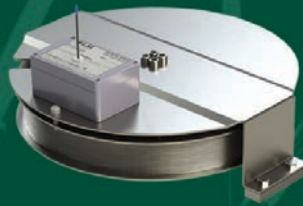
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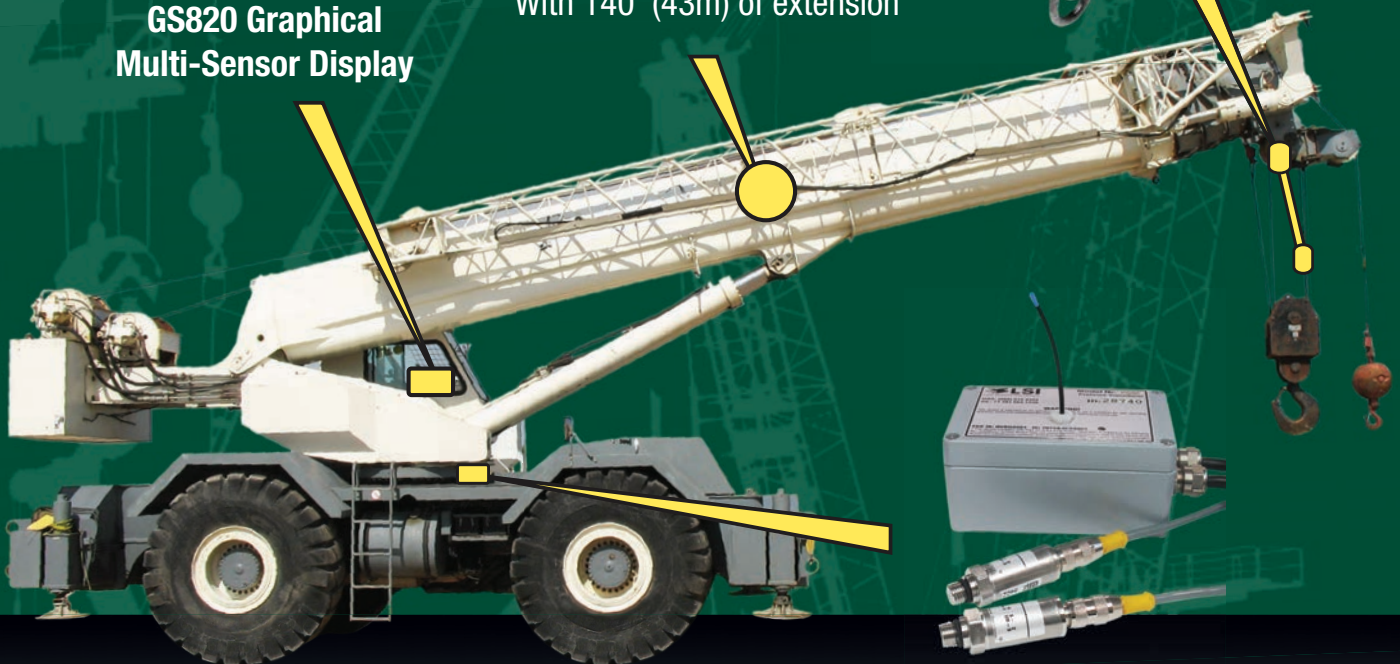
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Five Liebherr EC-H tower cranes perform heavy lifting at Los Angeles International Airport.

ACT reports

Modernization takes flight

Upon completion in 2013, the Tom Bradley International Terminal will include 1 million square feet of space



The largest publicly funded construction project in Los Angeles history, the Bradley West Terminal Modernization at Los Angeles International Airport (LAX) is a marvel of logistics that required both the reliability of on-site equipment and the orchestrated efforts of the many parties involved.

Through the seamless coordination of multiple contractors, the FAA and airport officials, LAX has been able to remain fully functional while maintaining passenger safety throughout the construction process.

Instrumental to the success of the project were five Liebherr EC-H tower cranes responsible for covering just over six acres of the jobsite.

Mr. Crane, based in Orange, CA, furnished, erected, operated and dismantled the cranes as a turnkey provider. Working together with its crane supplier, Morrow Equipment Company of Salem, OR, Walsh Austin Joint Venture selected one Liebherr 630 EC-H 40 and four Liebherr 550 EC-H 20 cranes, all with full jib (80 meter reach) and Litronic controls.

Tower cranes were chosen for this project because space was limited and restricted. The height and placement of the tower cranes could be fixed and calculated before installation to achieve FAA approval. Even in frequent fog conditions, the equipment was always able to operate, because the cranes were static mounted and their locations known.

"Mobile cranes were under mandatory shutdown in fog conditions, due to

varying location and the difficulty in visually verifying boom height," says Bill Wallace, lead superintendent, Walsh Austin Joint Venture. "Weather was one of the many logistical issues we needed to address prior to setting foot on the jobsite. Using the tower cranes gave us confidence that we would be able to maintain our schedule."

Sold on Liebherr

Both Austin Commercial and Walsh Construction are loyal to Liebherr cranes and Morrow Equipment Company, the largest North American tower crane rental house. The fit for Walsh Austin Joint Venture's LAX modernization was ideal.

"We use Liebherr exclusively on our

projects," says Wallace. "They are the most reliable cranes with the best operation record. Morrow delivers as promised and there was zero down time on all tower cranes during this project."

The cranes used on the LAX project also feature Liebherr's patented Litronic control system, which further enhances safety and on-site efficiency. Standard on all Liebherr tower cranes with Litronic, the electronic monitoring system (EMS) that provides the control, monitoring and display for all crane functions, includes modules for load moment limiting (LMB), work area limiting (ABB) and machine data analysis (MDA).

As on all projects, safety was a major concern at LAX. Rescue scenarios



As on all projects, safety was a major concern at LAX. Rescue scenarios were practiced and planned to prevent disruption of flights into and out of the airport in the event of an accident or health issue with an operator

About the LAX project:

SIZE: 1 million square feet

OWNER: City of Los Angeles

GENERAL CONTRACTOR: Walsh Austin Joint

VENTURE: Walsh Construction, Chicago, IL; Austin Commercial, Austin, TX

CRANE CONTRACTOR:

Mr. Crane, Orange, CA

CRANE SUPPLIER: Morrow Equipment Company, Salem, OR

CRANES USED: One Liebherr 630 EC-H 40 Litronic, four Liebherr 550 EC-H 20 Litronic

CRANE SET-UP: Static mounted on foundation anchors using the standard Austin Commercial 4 pile concrete foundation



Over the course of the project, two Liebherr tower cranes were on site for 12 months, while the other three remained for approximately eight months

were practiced and planned to prevent disruption of flights into and out of the airport in the event of an accident or health issue with an operator.

Walsh Austin Joint Venture conducted these safety drills in conjunction with the local fire department and with airport personnel so all parties were cognizant of the safety plan. Even a helicopter was used to practice one scenario of evacuating workers from the top of the cranes.

"Liebherr cranes have the highest safety level of any tower crane type," Wallace says. "Safety is very important to us on this site, with workers, passengers, ground crew and aircraft nearby at all times."

Liebherr's Safety Level 2 qualification is the result of duplicate programmable logic controls (PLCs) and redundant safety monitoring systems that are part of the Litronic control system. Liebherr is the only crane manufacturer to utilize this self-monitoring system, which controls and coordinates all crane functions.

The PLC technology also enables the operator to gain an additional capacity of up to 20 percent by simply pushing a button for heavy lift mode (LM2). This is possible because the PLC limits the scope and speed of all functions so the total forces reacting on the structure are not exceeded. LM2 was another key reason Mr. Crane chose Liebherr. LM2 allowed the general contractor to downsize some cranes, thereby realizing rental cost savings.

Another interesting aspect of the project was that one tower crane needed to be manned 24/7. With flights coming in and going out at all hours, the crane position was critical



At 250 feet longer than the Empire State Building is high, the Bradley West Terminal Modernization at Los Angeles International Airport required coverage by five Liebherr EC-H tower cranes over 269,500 square feet

FAA restrictions

One of the most unique features of this project was the cooperation between the project contractor, crane supplier, FAA and airport management and air operations throughout the project. FAA restrictions including visibility, crane operating heights and directions, proper lighting and the importance of maintaining uninterrupted airport operation all had to be planned, proposed and agreed upon, well ahead of actual performance.

Many lifts actually occurred over active gate areas inside the terminal. In these instances, signal people coordinated with the crane operators to prevent travelers and ground crew from walking under the overhead load without disruption. This involved an extremely difficult set of logistics encompassing lifting space, coordination of picks, crane overlap and underground utilities. Amazingly, there were no blackout incidents or air traffic interruptions during these lifts.

"Not one delay from any perspective was experienced throughout the project duration," says Wallace. "We encountered no issues that held up airport operations or project schedules. There were 14 people dedicated to support the tower cranes with signaling and safety interface."

Another interesting aspect of the project was that one tower crane needed to be manned 24/7. With flights coming in and going out at all hours, the crane position was critical. In the event that the jib would swing into a restricted area at night, due to weather veining or other reasons, it would have to be immediately repositioned to the pre-selected safe area.

"We had up to 27 people employed directly related to the cranes on this project," says Randy Edwards of Mr. Crane. "That was key to our success in ensuring that the project ran smoothly."

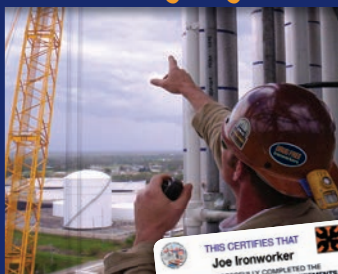
Mr. Crane supplied all cranes for the project, including mobile and crawler cranes and including one LR 1300 Liebherr crawler. This turnkey approach allowed project managers and superintendents to concentrate on what they know best: building the job and not worrying about the operation and maintenance of the cranes.

LAX is consistently ranked as the fourth largest North American airport in terms of passenger volume. The modernization project will help improve the international terminal's passenger flow and its ability to accommodate the new generation of jumbo jets. Upon completion in 2013, the Tom Bradley International Terminal will include 1 million square feet of space. ■

Tower crane specs

	630 EC-H 40	550 EC-H 20
Max. lifting capacity	40,000 kg	20,000 kg
Lifting capacity at jib head	5,800 kg	4,000 kg
Working radius	81.5 m	81.5 m
HOOK HEIGHTS		
Crane 1	36.3 m	
Crane 2		37.5 m
Crane 3		43.3 m
Crane 4		60.7 m
Crane 5		66.4 m

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Several of the panels on this project, which was at a local state college in South Florida, weighed in excess of 270,000 pounds, with the heaviest weighing 314,000 pounds

Crane Rental Corp.'s Manitowoc 2250 installs some of the heaviest concrete tilt-up panes ever lifted in Florida by a single crane. **ACT** reports

Tedious tilt-up

Buildings constructed with tilt-up concrete panels offer several advantages. They go up quickly, they are relatively inexpensive, and they are sturdy.

Orlando, FL-based Crane Rental Corporation (CRC) was contracted to provide a crane with an operator to install some of the heaviest concrete tilt-up panels to be lifted in the state of Florida by a single crane, according to the company.

Several of the panels on this project, which was at a local state college in South Florida, weighed in excess of 270,000 pounds, with the heaviest weighing 314,000 pounds.

CRC selected its Manitowoc 2250 for the job. It was rigged with 140 feet of main boom and equipped with the boom and mast typically utilized with the Maxis configuration.

"This configuration gave our

customer the option to mobilize the Maxis attachment with additional counterweights in case some of the panels were heavier than anticipated," says Shannon Duvic, manager of sales and marketing for CRC.

CRC assisted the client with studies to insure that all aspects of the lifts would be performed safely, Duvic says.

"Special rigging had to be selected to tilt-up and set the concrete panels," he says. "The jobsite was very congested and each lift had to be planned in sequence to allow the crane to set each panel."

In fact, the jobsite was so congested that the lifts were sequenced in two phases. There was not enough space available to cast all of the panels at one time.

Due to the heavy loads, Duvic says ground conditions had to be improved and matting was utilized on many lifts to spread out the heavy loads.

"Although this sequence of lifts were challenging, teamwork between CRC, the erector, and the general contractor accomplished the job safely and on schedule," says John Walker, sales representative for CRC.

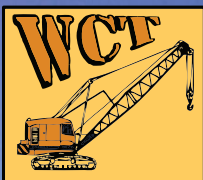


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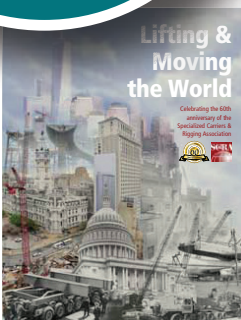
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- Supplied engineering, risk management or other crane, rigging and specialized transportation-related services for a Jobs of the Year winner or entrant

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



Optimism returns to the general business community, but what about the crane, rigging and transport sector?

Who's who at the Specialized Carriers & Rigging Association



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A true rebound?

An upbeat outlook on sales will prompt nearly one in three U.S. small business owners to add employees over the next six months as their optimism returns to positive levels unseen since before the "Great Recession" of 2008-2009, according to PNC Bank's biannual Economic Outlook survey findings released on April 5. As an association with a majority of members considered small businesses, we at SC&RA find this and other results of the survey encouraging.

The survey also showed expectations for sales and profits have rebounded from near-historic lows last fall and that owners have growing optimism about the American economy, as well as their own company's prospects. Nearly 70 percent plan to invest in their business in the next six months.

Despite the good news, inflation expectations remain elevated, as 40 percent of those surveyed plan to raise their selling prices, while only 7 percent intend to cut prices, indicating a significant rise in pricing pressures. And 69 percent plan to increase prices more than the Federal Reserve's inflation goal of 2 percent.

PNC Chief Economist Stuart Hoffman, obviously a baseball fan, made his own pitch for an overall optimistic outlook: "The economic recovery is on base, but heading home. However, elevated unemployment and a recession in Europe could still prevent it from scoring the winning run. These findings show a significant improvement in business expectations and optimism, and thus strongly support PNC's baseline forecast that the U.S. economic and jobs recovery will continue."

The PNC survey also found that 58 percent expect their sales to increase in the next six months, up sharply from last fall's level of 40 percent. Just 10 percent expect sales to decrease, which is significantly lower than last fall's level of 20 percent. Profits are also on the rebound, as 43 percent expect an increase compared to 29 percent in the fall.

Potential skills gaps could pose a threat to owners' hiring plans, as 45 percent say requirements for employees' skills and background are higher than in the recent past. Computer/technical abilities, experience "in the field" and

communication skills are the top three priorities.

Twenty-three percent will probably or definitely take out a new loan or line of credit in the next six months, compared to just 15 percent last fall and the most since the Spring 2009 level of 29 percent. Eighteen percent say credit is easier to obtain than three months ago, which is higher than last fall's level of 10 percent.

Sixty-five percent are optimistic about their own local economy, compared to 57 percent in the fall. Pessimism about the national economy is significantly reduced compared to six months ago, with 58 percent of owners reportedly optimistic about the U.S. economy's prospects during the next six months, compared to 31 percent in the fall.

While SC&RA appreciates such surveys, they fail to reflect the unique financial circumstances of specialized carriers and rigging companies. That's why SC&RA periodically conducts its own Financial Ratio Analysis and Benchmark Study. More than 70 companies are participating in the 2012 study, which will enable each of them to capture industry financial ratios and compare their company to others of similar size and type.

In addition to receiving a complete copy of the study, all participating members will be given a free, confidential customized analysis of their financials. Such specialized financial information can typically cost over \$6,000 per company, but SC&RA members pay nothing to participate.

The study also will be a focal point of a half-day workshop during SC&RA's 2012 Insurance & Risk Management Forum, November 14-15, at the Villas of Grand Cypress in Orlando, FL. Look for details about the study and the forum in future editions of this magazine and SC&RA's website (www.scranet.org).

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Central Texas soiree

Signs of a reviving economy were evident throughout the SC&RA Annual Conference, April 17-21, at the Hyatt Regency Lost Pines, Austin, TX. Most of the 650-plus attendees visited the 79 booths (a record number) at the Products Fair, with crowds milling through the exhibit hall for the full three hours of the event. Among this year's participants were 44 individuals from eight countries outside the United States – Canada, Germany, Guatemala, Italy, Jordan, Luxembourg, Mexico and the United Kingdom.

From the beginning until the end, crowds gathered at board and committee meetings, educational sessions that

featured world-class speakers, recreational events and social functions. No empty chairs remained in the spectator section of several of the committee meetings.

Numbers also were up for Safety Awards in both Transportation and Crane & Rigging categories. The second-annual

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Curt Coffman provides insights on how managers can develop talented employees

**In his humorous breakfast
presentation, Steve Gilliland
outlines a roadmap for
success and provides a
personal insight on how to
"Enjoy the Ride"**



Lively demonstrations take place at many of the 79 Products Fair booths



Members of the SC&RA Board of Directors carefully weigh decisions that could have a major impact on the association

BELOW: SC&R Foundation President Earl Johnson, III, (left) and SC&RA President David Lowry (right) congratulate Foundation Scholarship Winners Steven McLean, Jr., Callie Meek, and Samson Clay Meyer

Environmental Award, which went to Link-Belt Construction Equipment Company, again demonstrated the Association's commitment to Mother Earth.

Outstanding 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. (See the May issue for a full review of these competitions.) Moreover, there was plenty of buzz about a number of jobs



The gaming tables and the dance floor stay busy during the SC&R Foundation's Boogie, Boots 'n' Bling gala

The annual golf tournament was played on the Lost Pines Golf Course which was named one of the Best Resort Courses in 2012 by *Golfweek Magazine*



completed or planned for 2012 that had already captured the media's admiration.

The SC&R Foundation awarded seven \$3,000 scholarships and a \$1,500 grant. Three of the scholarship winners were in attendance.

Contributing greatly to the quality of all events was the generous support of dozens of sponsoring SC&RA member companies. Look for further information about awards bestowed at the Annual Conference in future issues of this magazine. Start planning now for the 2013 SC&RA Annual Conference, April 2-6, at the Westin Kierland, Scottsdale, AZ. ■



Back by popular demand, Alvaro Rodriguez, MPE, Nuevo Leon, Mexico, and Eddy Kitchen, Kitchen's Crane & Equipment, Richmond, Virginia, entertain their fellow SC&RA members at the Acoustic Alchemy Guitar Reception



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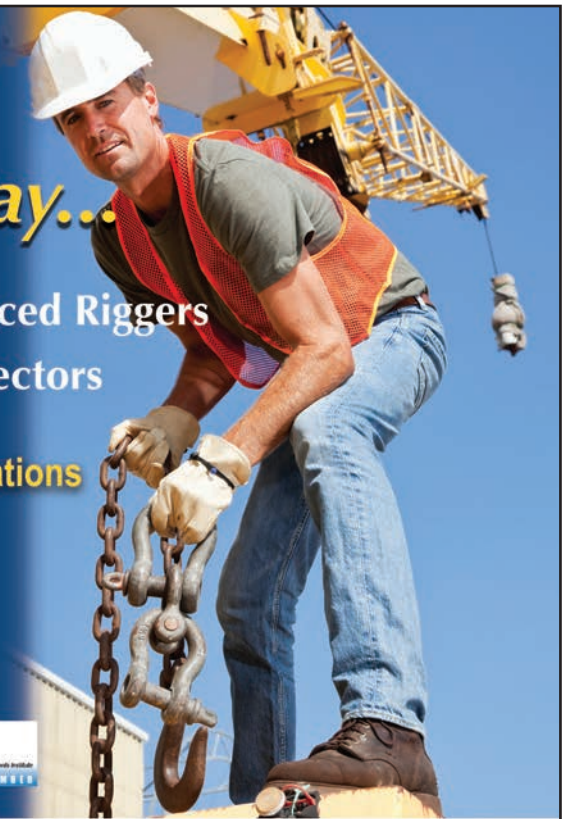
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Sleep apnea is now on the radar of the Federal Motor Carrier Safety Administration. **Brent Moody** reports on what this means for truck drivers and equipment operators

On a basic level, it's probably true that we all understand that getting a good night's sleep is important. None of us likes to constantly feel tired and irritable, and certainly none of us wants to perform at less than our level best. What we may not understand, however, is just how important sleep is to the work we perform, especially when that work happens to be operating a commercial motor vehicle.

According to the National Sleep Foundation, there are two factors that scientists and researchers are continuing to learn about in regards to the importance of sleep: basal sleep need, and sleep debt. So, as we try to understand the importance of sleep and how it relates to our aptitude to perform our duties to the best of our abilities, it's imperative to consider these two important variables.

Basal sleep need is the amount of sleep our bodies need on a regular basis for optimal performance.¹ It's the magic number, so to speak, that allows us to perform at our best and feel the most energetic. The number varies from person to person; however, two research studies

IMMEDIATE DISQUALIFICATION OR CERTIFICATION DENIAL

Drivers should be disqualified immediately or denied certification if any of the following conditions are met:

- 1** The driver admits to experiencing excessive sleepiness during the major wake period while driving;
- 2** The driver experienced a crash associated with falling asleep; or Show citation box
- 3** The driver has been found non-compliant with treatment per Recommendation I.D.

Are you sleep deprived?

suggest that it ranges from seven to eight hours of sleep per night for healthy adults.

On the other side of the scale is what's known as **sleep debt** – the accumulated sleep that is lost to poor sleep habits, sickness, and awakenings due to environmental factors or other causes.² And like most other types of debt, it's not good to accumulate too much. Furthermore, it has a specific interaction with basal sleep need whereby a person can meet their basal sleep need for the night, but still feel tired because of unresolved sleep debt. Connecting this to commercial motor vehicle drivers, we begin to see just how important getting the right amount of sleep is, and, additionally, just how vital it is to identify any conditions that might be hindering our ability to get the desired amount of sleep.

Sleep apnea

The National Sleep Foundation defines obstructive sleep apnea (OSA) as "a disorder in which breathing is briefly and repeatedly interrupted during sleep."³ There is a breathing pause that lasts at least 10 seconds and occurs when the muscles in the back of the throat fail to keep the airway open, despite efforts to breathe. Sleep apnea is considered a serious and potentially life-threatening disease that is often unrecognized and undiagnosed. It's also quite expensive. According to a research study titled "The Medical Cost of Undiagnosed Sleep Apnea," untreated sleep apnea is estimated to cost \$3.4 billion in additional medical costs in the U.S.⁴

Because of its broad prevalence, potentially deadly consequences, and enormous cost, the Federal Motor Carrier Safety Administration (FMCSA) has engaged in efforts to increase driver and industry awareness, as well as study the condition's causes and treatments. A well-documented study sponsored by the FMCSA and the American Transportation Research Institute of the American Trucking Association (ATA) titled, "A Study for the Prevalence of Sleep Apnea Among Commercial Truck Drivers," was performed to address the prevalence of sleep apnea among commercial truck

drivers, potential risk factors, and its impact on driving performance.⁵ The study found that 17.6 percent of CDL holders in the population used in the study had mild sleep apnea, 5.8 percent had moderate sleep apnea, and 4.7 percent had severe sleep apnea.

Additionally, the study revealed an interesting correlation between two factors – age and degree of obesity. The study found that drivers with higher ages and Body Mass Index (BMI) – a tool used to measure obesity – were more prone to having severe sleep apnea. The FMCSA says that as many as 28 percent of commercial driver's license (CDL) holders have sleep apnea. To that end, the FMCSA is poised to offer new guidelines and rules regarding sleep apnea, CDL holders, and what a driver with severe sleep apnea faces in terms of CDL disqualification and denial.

ARE YOU AT RISK FOR SLEEP APNEA? EIGHT POTENTIAL FACTORS:

- 1** A family history of sleep apnea
- 2** Being overweight
- 3** A large neck size (17 inches or greater for men, 16 inches or greater for women)
- 4** Being age 40 or older
- 5** Having a small upper airway
- 6** Having a recessed chin, small jaw, or large overbite
- 7** Smoking and alcohol use
- 8** Ethnicity

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FMCSA response

As a result of the study and a number of other considerations, the FMCSA is taking recommendations from two advisory panels – The Medical Review Board, and the Motor Carrier Safety Advisory Committee (MCSAC).⁶ The Medical Review board, a panel comprised of five physicians that advises the agency on medical issues, has been pushing for stricter regulatory standards on sleep apnea for quite some time. The other panel, the MCSAC, is charged with providing advice and recommendations to the FMCSA on safety programs and regulations, and is comprised of 19 experts from the motor carrier industry, safety advocates, and safety enforcement sectors. At the agency's request, the committees deliberated and provided

their finalized recommendations to FMCSA on February 6, 2012. The agency proposes to adopt the recommendations as regulatory guidance after reviewing and evaluating comments received from the public. The public comment period ends on May 21st, 2012.

According to the Federal Register notice posted by the FMCSA on April 20, 2012, the initial recommendations are being used as guideposts for DOT examiners, but “the agency proposes to adopt the recommendations as regulatory guidance after reviewing and evaluating comments received from the public.”⁷ Among the notable items included in the recommendation is the suggestion that any driver with a body mass index of 35 or greater should be examined for sleep apnea. Data has shown that the higher the BMI, the greater the likelihood the person has sleep apnea. Though it's not a sure fire system, it seems the FMCSA is

leaning towards using BMI as a trigger for screening.

What if you have it?

While the likelihood of restrictions being put on drivers with sleep apnea is high, all is not lost. Sleep apnea is highly treatable. Devices like continuous positive airway pressure machines force compressed air into the nasal passage and open the airways resulting in a good night's sleep. Of course, there are other initiatives like losing weight, avoiding alcohol before bedtime, and sleeping on one's stomach that can all help, too. Although the proposed guidelines are being met with some resistance, perhaps we ought to remember why the initiative was undergone in the first place. The research study slogan the FMCSA adopted may have said it best. “Staying awake means staying alive.” There's just no replacement for a good night's sleep. ■



BIO:

Brent Moody

is assistant vice president, underwriting, for NBIS

RESOURCES

¹⁻⁶ National Sleep Foundation <http://www.sleepfoundation.org/article/sleep-related-problems/obstructive-sleep-apnea-and-sleep>

⁷ Federal Register Notice <https://www.federalregister.gov/articles/2012/04/20/2012-9555/proposed-recommendations-on-obstructive-sleep-apnea#p-3>



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The Specialized Carriers & Rigging Association has been providing quality education and meetings for the companies in the crane, rigging and specialized transportation industry for more than 50 years. The monthly webinar series brings you and your employees presentations on timely issues and topics in a format that is easily accessible and affordable.

Register online at scranet.org/webinars

JUNE 13

12 pm EST

CRANE CARE - GUIDELINES FOR GOOD CLEAN LIVIN'

The June webinar brings together numerous industry experts from Manitowoc and MTU to discuss the importance of following manufacturers' guidelines throughout the life of the crane to keep it in good working condition and to maximize its life. This online round-table will cover the following topics: The importance of training and education for operators, riggers, and technicians on the rules of crane safety; following the manufacturers' recommendations for proper preventative maintenance; the advantages of tracking the crane during its working life via telematics; adhering to the manufacturer's guidelines if the crane detects an overload occurrence; the value of getting the manufacturers' input and authorization of any structural repairs, throughout the entire life of the crane.

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with 6
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JULY 11

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■ **ACT** has learned that **AmQuip's** Board of Managers has not made a decision with regard to naming a President. For the time being, Branch Managers report to chief operating officer Al Bove. Bove and Bob Schiller, chief financial officer, report directly to the Board.

■ **Linden Comansa America** has welcomed Shelby Chabot to cover heavy civil/industrial projects across the North American Territory. Chabot brings with him 35 years of tower crane experience and spent the majority of that time focusing on specialty projects around the world.

■ **Palfinger's** CEO, Herbert Ortner, has been appointed as 'Man of the Year' by the European Association of Abnormal Road Transport and Mobile Cranes (ESTA). The jury said Ortner's "unrelenting" path toward success for Palfinger increased the company's revenue and that he has implemented a number of measures to strengthen and develop new markets.

■ **Sany America** announced that the Metro Atlanta Chamber of Commerce named the company a finalist in the Foreign Direct Investment category of the 2012 Global Impact Awards. Each year, the Metro Atlanta Chamber recognizes international companies making significant contributions to the local community and economy. Over the past five years, Sany America has invested more than \$60 million in Georgia and currently employs more than 120 people.

Sany promotes Dreger



Crane engineer **Jeff Dreger** has been appointed as Sany America's senior

manager of product and marketing support.

In his new position, Dreger will provide full marketing and technical support for

reach stackers, crawler cranes and rough terrain cranes. Before joining Sany America in March 2011, Dreger spent 35 years with Manitowoc Cranes.

"In his new position, Jeff will implement communication and technical support strategies that will allow us to serve our customers even faster," said Kyle Nape, vice president of global sales and marketing.

Battaini elected SC&RA president



During its Annual Conference, April 17-21, in Austin, Texas,

the Specialized Carriers & Rigging Association (SC&RA) elected Michael Battaini, Sheedy Drayage, San Francisco, CA, as president. Joining Battaini as officers for the 2012-2013 term are:

- Chairman: David Lowry, Bennett International Group, McDonough, GA
- Vice President: Ron Montgomery, Intermountain Rigging & Heavy Haul, Salt Lake City, UT
- Treasurer: Delynn Burkhalter, Burkhalter, Columbus, MS.
- Assistant Treasurer: Alan Barnhart, Barnhart, Memphis, TN

Also joining the Board are four newly elected Group Chairs:

- Allied Industries Group: Jim Strobush, Terex USA, Wilmington, N.C.
- Crane & Rigging Group: Jim Sever, PSC Crane & Rigging, Dayton, OH
- Transportation Group: Paul DeLong, Paul DeLong Heavy Haul, Las Vegas, NV
- Ladies Group: Nichole Cravens, Ridewell Suspensions, Springfield, MO

With the exception of the

board members and the treasurer, all newly-elected officers will serve one-year terms that will expire at the association's 2013 Annual Conference, to be held April 2-6 at the Westin Kierland, Scottsdale, AA. Additionally, SC&RA elected the following five new board members to serve three-year terms:

- Alan Barnhart, Barnhart, Barnhart Crane and Rigging, Memphis, TN
- Steve Freckmann, Dawes Rigging & Crane Rental, Milwaukee, WI
- Kevin Johnston, J&R Engineering, Mukwonago, WI
- Doug Miller, Burkhalter, Columbus, MS
- Terry Emmert, Emmert International, Clackamas, OR

2012

Crane Rental Association of Canada 2012 Annual Meeting

May 30-June 2
Banff, Alberta Canada
www.crac-canada.com

AWEA Wind Power 2012

June 3-6
Atlanta, GA
www.awea.org

Cranes & Transport Turkey

June 5
Istanbul, Turkey
www.khl.com/events/

SC&RA Crane & Rigging Workshop

Sept. 19-21
Louisville, KY
www.scranet.org

Associated Wire Rope Fabricators Fall Conference

Sept. 30 - Oct. 3
Washington, D.C.
www.awrf.org/

China International Cranes and Transport Summit

November 26
Shanghai, China
www.khl.com/events/cics2012/

Gold leaves ALL for Kelley Steel

Kelley Steel Erector Chairman Mike Kelley has appointed Dan Gold as CEO of the Kelley Group of Companies which includes Schweizer-Dipple mechanical contractors, Kelley Steel Erectors, and Kelley Equipment of Florida.

Gold brings more than 40 years of construction equipment experience to the Kelly organization. Prior to

joining the company, he spent more than 20 years as vice president of All Erection & Crane Rental Corp.

Throughout his career, Gold has owned several other equipment rental businesses and a business brokerage company where he assisted in appraisals and completed the sales of small and medium sized businesses.

■ **Omega Morgan** has named John McCalla as its CEO/president. McCalla comes to Omega Morgan from Warn Industries, also located in Portland. McCalla began his career as a project engineer at General Motors and then joined Warn Industries.

■ **Dawes Rigging & Crane Rental, Inc.** of Wisconsin, a member of the ALL Erection & Crane Rental Family of Companies, was chosen as a finalist for the 2011 Wisconsin Corporate Safety Award. The awards program, now in its 18th year, is co-sponsored by the Wisconsin Safety Council and the Wisconsin Department of Workforce Development and honors leaders in Wisconsin's business community for achieving excellence in safety and health.

Link-Belt recognized for commitment to environment

Link-Belt received the Environmental Award at the SC&RA Annual Conference in April.

SC&RA instituted the award in 2011 to recognize a member company that has made outstanding contributions to environmental protection.

The 2012 award was made for its long-term commitment to the environment. The company has collected extensive data, integrated widespread employee involvement, and established a formal environmental management system, SC&RA said.

Link-Belt was awarded ISO 14001 certification in October 2011 and has been following

environmentally friendly processes since the 1980s, when it began painting its cranes with low volatile organic compound (VOC) paint. More recently, the company adopted low hazardous air pollutants (HAP) paint.

It joined the EPA Wastewise program, placed a recycling receptacle at every workspace, added low wattage lights that automatically turn on when needed, and painted the factory walls and ceiling white to better disseminate the light.

In addition, the manufacturer has established a goal to become a zero landfill facility. In 2011 Link-



Link-Belt has been following environmentally friendly processes since the 1980s, when it began painting its cranes with low volatile organic compound paint

Belt recycled 88 percent of all industrial refuse it produced. It has committed to lowering energy consumption and its carbon footprint from natural gas and electricity by 2 percent a year.

DIRECTOR ADVOCACY



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

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

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

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

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

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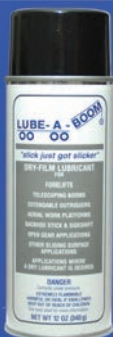
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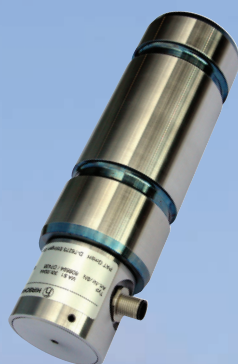
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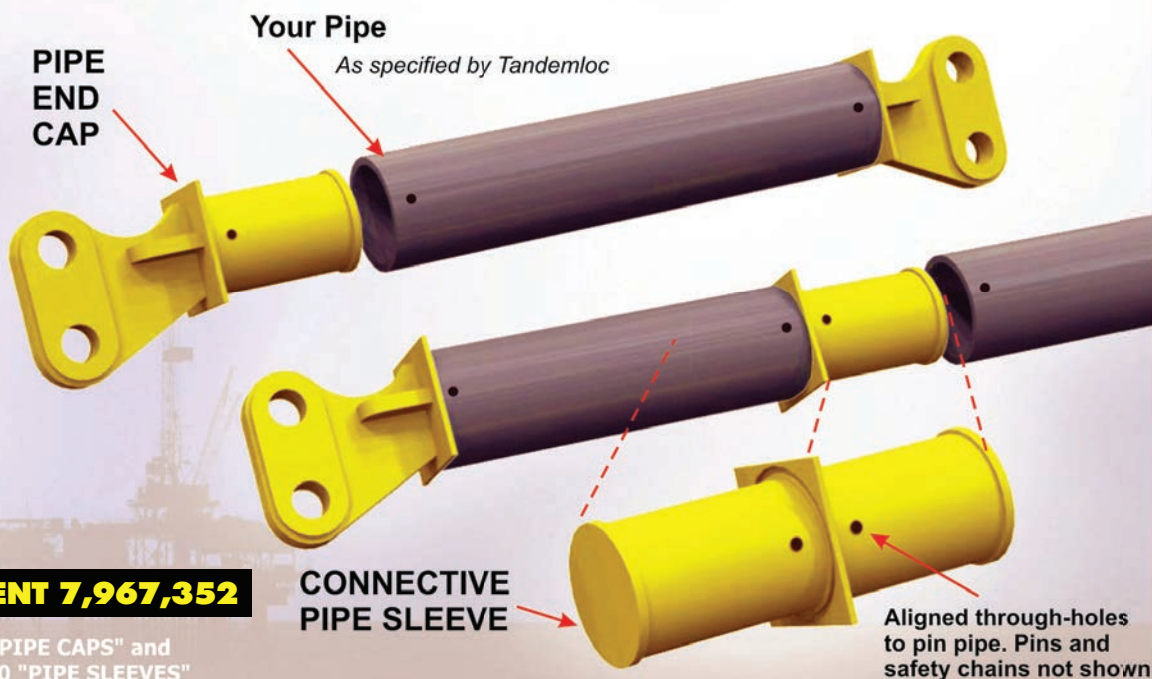
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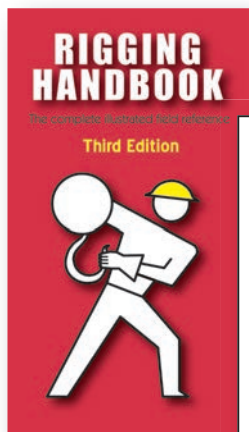
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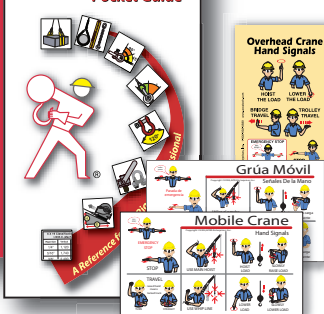


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42' Jib Length



55 TON CAPACITY

113.9' Boom Length

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58.1' Jib Length



100 TON CAPACITY

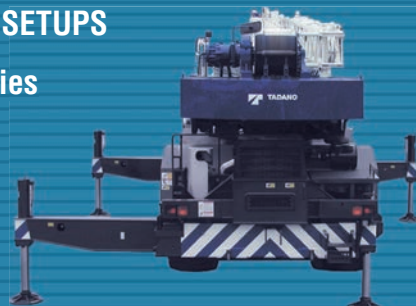
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52.5' Jib Length

ATF50G-3

ATF70G-4

75 TON CAPACITY
144.4' Boom Length
52.5' Jib Length

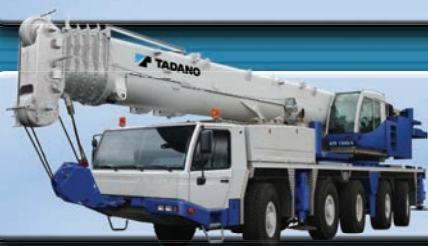


110 TON CAPACITY
167.9' Boom Length
59.0' Jib Length

ATF90G-4

ATF110G-5

130 TON CAPACITY
170.6' Boom Length
98.8' Jib length



160 TON CAPACITY
196.9' Boom Length
105' Jib Length

ATF130G-5

ATF180G-5

200 TON CAPACITY
196.9' Boom Length
122' Jib Length



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223.1' Boom Length
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ATF220G-5

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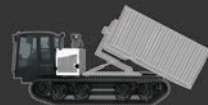
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