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ACT

The magazine for the crane, lifting and transport industry
An AIA Group Publication

**Liebherr 81 K
lifts America's
Cup catamarans**

**Crane rental
rates recovering**

**Q&A: Omega
Morgan's
John McCalla**

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Official
domestic
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SPECIALIZED LIFTING50



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Helping you minimize loss is my expertise. As a former crane operator and safety director with over 35 years in the Heavy Construction Industry I know the safety violations that can take place on a jobsite. As NBIS' Loss Control Manager and Certified Crane Inspector, I am ready to help you manage your risk and give you a fighting chance in the event of a claim.

*- John Schoppert
Loss Control Manager*

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Looking back

Every three months, I'm interested to see the results of our Economic Confidence Survey – which we launched three years ago this month – to try to keep tabs on the economic outlook of the crane, rigging and specialized transportation sector. In three years we've seen quite a progression of ups and downs, and I'm not happy to report a fair amount of downs. In looking at three years worth of data, I've discovered that most of the downs were associated with gloom and doom national headlines and related political events.

Over the past three years, the issues that caused our industry's confidence to wane included economic problems in Europe, a huge oil spill in the Gulf of Mexico, record high unemployment in the U.S., the debt ceiling crisis, the U.S. presidential election, fiscal cliff fears and the like. It seemed like these headlines were the most prominent during the weeks we launched the survey, which I'm sure caused much of the negativity in our reports. However, this month it seems that confidence is back on the upswing. Even though business activity appeared to be lower the last part of 2012 and the first part of 2013, the industry is looking forward to better days.

Our question of the quarter also revealed very good news. Some 63 percent of respondents answered that they expect an increase in sales/orders over the next six months. Our Economic Confidence Report is on page 25.

Business activity in the Midwestern United States appears to be on the upswing as well. Hal Lundgren interviewed several folks in that region about the projects they are working on and the equipment they are using. Don't miss the Regional Report on page 28.

I like boom trucks. I started liking them when my husband started selling them for Manitex in the mid 1990s. While he no longer sells boom trucks, I still like this type of crane because it's so efficient – get in, set up, make the lift and then head out for the next job. Plus, boom trucks are generally an all-American product, although the market for boom trucks has really picked up in Canada over the past decade. In our Product Focus: Boom Trucks on page 31, Lindsey Anderson takes a look at the market for these cranes, new products and boom truck jobs.

And finally, everyone at KHL Group is getting ready for Bauma 2013 in Germany. All of our company's editors are busy getting as much information as possible about the equipment we will see at this show, and it looks like there's going to be an exciting array of new products in store. This month we're giving you all the details about the show in the event you make the trip across the pond. Next month, in the April issue, we'll reveal all the details of the cranes, trailers, components and related with a booth-by-booth show guide. And then in the May issue, we'll offer coverage of who and what we saw.

As always, we want to hear from you. Let us know what's going on with your people, projects and equipment.

D. ANN SLAYTON SHIFFLER

Editor

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Don't miss our Specialized Lifting 50 list on page 47
Photo courtesy of Energy Transportation.



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NEWS

500th Link-Belt HTC-86100 comes off production line; new hybrid crane from Manitex; NCSG buys Grizzly Crane; Sany America sponsors NASCAR; Goldhofer takes over Schopf Group and more industry news.

BUSINESS NEWS

Chris Sleight reports that share prices have enjoyed a gradual improvement.

SAFETY TRAINING

Daniel Erwin discusses how to establish safety goals for your company.

CERTIFICATION NEWS

Crane industry responds to OSHA testing ultimatum.

CONFIDENCE SURVEY

D. Ann Shiffler reports that optimism is on the upswing although business is flat.



INTERVIEW

Omega Morgan President and CEO John McCalla is upbeat about the outlook for specialized lifting and transportation services.

REGIONAL REPORT: NORTH/MIDWEST



Hal Lundgren reports there's a surge in business in the Northern and Midwestern U.S.

PRODUCT FOCUS: BOOM TRUCKS

It took a hit when housing did, but the boom truck market is back on its feet. Lindsey Anderson speaks with OEMs about the coming year's outlook.



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Terry White discusses the crane rental market with several major players.

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■ Global Crane Sales has delivered the first Zoomlion RT55 to Global Chile, a partner and exclusive distributor of RT cranes for Global Cranes & Machinery, LLC. Global Chile will begin selling the full line of RT cranes in Latin America.

■ H&E Equipment Services opened a new store in Mesquite, TX. H&E has been in Texas for over 50 years, and with the opening of the Mesquite branch, it now has nine Texas locations, including the recently opened Midland, TX branch. The Mesquite store is located at 3550 US Highway 80 East, Mesquite, TX, 75049, phone 972-284-4200.

■ North American Crane Bureau launched its new website as a part of the organization's efforts to become a single-source partner for training /certifications for the lifting and load handling industry. Two features include instant query search results and one-click navigation to product and service detail pages. The website provides access to upcoming courses, tradeshow events and special announcements. "With the launch of our new website, NACB is well positioned to better communicate the company's full span of service and solution offerings to the lifting industry," said L.D. Stutes, vice president of sales and marketing.

Digging & Rigging gets 500th HTC-86100

Link-Belt Construction Equipment presented the keys to its 500th HTC-86100 to Digging & Rigging President Jim Gregory and Vice President Jim Gregory, Jr.

The celebration marked the sixth purchase of a Link-Belt crane by Digging & Rigging. The company said the crane adds versatility and excellent transportability to its fleet.

"We value our long-term relationship with Link-Belt, especially Butch England and Link-Belt Mid-Atlantic," said Jim Gregory.



Link-Belt presented its 500th HTC-86100 to Digging & Rigging in Hagerstown, MD.

Manitex set to launch 'Big Foot' hybrid crane

Manitex and its sister company Badger are in the testing phase of a new hybrid crane they have nicknamed "Big Foot," ACT has learned exclusively. The new Manitex 50155 GT rubber tracked crane is the

highest capacity crane ever mounted on a rubber track carriers, the company said.

With its 43-inch wide tracks, 50-ton capacity and 200-foot boom height, the 50155GT is designed not to exceed 4.5 pounds per square inch of pressure so it can traverse rough terrains to safely build and maintain non-energized electrical transmission lines and can operate in soft or muddy ground conditions such as those in mines.

The crane's overall height is less than 11 feet, 1 inch, making it easy to haul without having to obtain over height permits.

The 50155GT is a hybrid of three components: the upperworks of the Manitex 50155 boom truck; a low

profile pedestal developed from the Badger CD4430 rough terrain crane; and the Prinoth Go-Tract 4500 tracked carrier.

The new crane was designed for challenging environments and to give the operator the ability to see his work clearly with a cab that tilts as much as 20 degrees. With its outriggers fully extended, the 50155GT can lift 50 tons at a 6 foot radius. It also has the ability to lift a two-person work platform to a height of 200 feet.

The crane includes the Hirschmann load moment indicator and the Caterpillar D9 diesel engine complies with EPA air emissions standards. ■



The Manitex 50155 GT is designed to work in challenging environments.



Grizzly Crane acquired by NCSG Crane

NCSG Crane & Heavy Haul Services said it will acquire Grizzly Crane Ltd. of British Columbia.

Grizzly Crane, founded by Will Howe, offers crane rental services in the Tumbler Ridge and Chetwynd regions of British Columbia.

According Ted Redmond, NCSG president and CEO, the aim of the NCSG/Grizzly Crane acquisition is to target the many mining, wind and shale gas projects operating or starting up in the region.

Howe will remain with the company as branch manager of NCSG/Grizzly Crane for the Tumbler Ridge region.

The acquisition takes NCSG's fleet to 250 cranes, 170 lines of platform trailers, 200 trailers and 65 tractors.



Grove's GMK3060 will be shown at Bauma 2013 in April.

Manitowoc launching new 3-axle all terrain

Manitowoc has announced it will launch the Grove GMK3060 at April's Bauma 2013 exhibition in Germany.

The GMK3060 is an upgraded version of the GMK3055 and has a 141-foot (43 meter) boom on a three-axle carrier, an additional 2-ton counterweight and a new operator cab.

Additional features include the Manitowoc Crane Control System (CCS). CCS is a

standardized set of displays, joysticks, control units and a jog dial. Also new is the operator cab design.

Another new Grove crane at Bauma 2013 is the 45-ton capacity RT550E rough terrain crane.

The new GMK3060 also has a new boom optimization system. It automatically provides optimal boom options for performing a lift.

■ Bishop Lifting Products Lafayette has moved from New Iberia to Broussard, LA. The new 12,500 square foot building that sits on 4.5 acres south of Lafayette, LA, is located on Petroleum Parkway and Highway 90 and is a much larger and more modern facility. Along with a 500,000 pound test bed that was being installed in January, there is a 500-ton ESCO swagger along with a 500-ton National and a 20,000 pound walk-through spooling machine. The new facility is an ISO 9001:2008 certified location.

■ Hirschmann Automation and Control (PAT), Chambersburg, PA, announced that that Crane Warning Systems and Skyazul have expanded their sales territories. Crane Warning Systems is now responsible for Kentucky and Tennessee in addition to Alabama, Florida, Georgia, South Carolina and Texas. Skyazul, which is responsible for Maryland, Virginia, and West Virginia, will now be responsible for North Carolina. Crane Warning Systems and Skyazul are both full service distributors.

Certified Boom Repair refurbishes Navy launcher

Certified Boom Repair Service recently finished a complete rebuild for the United States Navy of a target launching apparatus. "We were honored and excited to have the opportunity to rebuild the

target launcher for the Navy. As a veteran-owned business and with lots of experience in the scope of work, we felt we were more than qualified to perform the repairs at a high level," said Troy Smith, vice



The U.S. Navy target launcher has a boom much like that of a telescopic crane.

Bauma coverage

ACT is gearing up for comprehensive coverage of Bauma 2013 this April in Munich, Germany. Cranes, trailers, transport systems, rigging gear – we will cover the spate of products exhibited.

Coverage starts with this issue and our Bauma Preview on page 41. Then in April we will feature a full-blown Bauma Show Guide. In May and June, we will feature follow-up coverage. Pictured is Link-Belt's new RTC-8080 Series II, which will be on display at the show.



president of operations.

Highlights of the rebuilding process included a complete disassembly with inspection and replacing virtually everything except the structure with new replacement or upgraded components.

"We installed new hoses, rebuilt all cylinders and gear reduction boxes, replaced

multiple swing motors and hydraulic proportioning valves, rebuilt hydraulic control valves, replaced all mounting hardware and fasteners and installed all new pins, bushings and control cables," said Smith. "All repairs were performed and completed within the ship's downtime schedule."

■ Columbus McKinnon has released a sixth wheel ratchet for the transport industry. The sixth wheel ratchet by Dixie Industries is a safe alternative to standard S-cranks and can help reduce operator injuries, the company said. The sixth wheel also has a security pin and cap, which is a self-locking security system that can only be removed by using heavy duty workshop equipment. The sixth wheel ratchet crank handle is made to fit all trailers and all standard landing gear.



Mammoet has received one of the first 750-ton capacity Liebherr LTM 1750-9.1 mobile cranes. The LTM 1750-9.1 is on a 9-axle carrier and a wide range of transport weights and axle load versions were included in the design to help its economy for global use, Liebherr said. A result is that the new crane can travel on public roads, complete with boom.

Sany America sponsors NASCAR

Sany America has announced its first-ever primary sponsorship of a car in the NASCAR Sprint Cup Series. The company is partnering with Tommy Baldwin Racing (TBR) to serve as primary sponsor of driver Dave Blaney's No. 7 Chevrolet SS for 14 NASCAR Sprint Cup Series events, and as the associate partner for 22 races.

"We're excited to start this venture with Tommy Baldwin Racing and NASCAR," said Kyle Nape, vice president, global sales and marketing,



Sany America. "Many of our customers are NASCAR fans, so this partnership is a great way for us to get our name out there."

In the NASCAR Sprint Cup Series, Sany America will be the primary sponsor

of the No. 7 car, which is a tribute to TBR team owner Tommy Baldwin Jr.'s late father, Tom Baldwin Sr. A legendary NASCAR Modified driver, Baldwin's father sported the number 7NY throughout his career. Working on his father's cars is how Baldwin got his start in racing.

Driving the No. 7 car full-time for the third consecutive year, Blaney joined TBR in 2010. In 2011, Blaney earned the team's best finish and tied his career-best result with a third-place finish at Talladega Superspeedway.

NCCA accepts CIC annual reports

The National Commission for Certifying Agencies (NCCA) has reviewed and accepted six annual reports submitted for 2012 by the Crane Institute Certification (CIC). NCCA requires that each organization with an accredited certification program complete an annual report to enable the commission to monitor continuing compliance with NCCA standards.

The six CIC program deemed to comply to all NCCA standards are: Small Telescoping Boom Crane under 21 tons; Large Telescoping Boom Crane 21 to 75 tons; Telescoping Boom Crane Over 75 tons; Lattice Boom Crawler 1 to 350 tons and Over 350 tons; Lattice Boom Carrier 1 to 350 tons and Over 350 tons; and Qualified Rigger and Signallerperson.

"This annual review process is NCCA's version of an audit," explained Debbie Dickinson, executive director of CIC. "For this review, any changes made to processes or certification tests must be documented and validated."

CIC's certification program first became accredited by NCCA in 2008.

The DB70 lifts bridge beams and parking garage double tees.



KW Precast gets Shuttlelift DB70

KW Precast (formerly known as JW Peters) in Wisconsin has put its new Shuttlelift DB70 double-beam mobile gantry crane to work at the concrete manufacturing site.

The DB70 lifts bridge beams and parking garage double tees. According to the company, the cranes KW Precast originally had on site weren't up to lifting the precast concrete structures.

Bob Hassey, KW Precast

general manager, said, "The largest mobile gantry we had in the plant was a 50-ton machine. Furthermore, the units that we do have all have quite a bit of hours on them. Faced with the likelihood that we would surely need a crane with higher capacity by early 2013, we decided that we had better act to ensure that we have the machine up and running by this year."

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■ Sales at Cargotec in 2012 were up 6 percent to €3,327 from €3,139 million in 2011. A favorable currency exchange rate effect improved sales by 4 percent over the previous year, the company said. Sales grew in the Kalmar and Hiab segments while at MacGregor they were lower than the previous year. Services sales increased 3 percent in 2012, to €765 from €739 million. Cargotec's target is for annual sales growth to exceed 10 percent. By geography, EMEA represented 40 percent of consolidated sales, Asia-Pacific 35 percent and the Americas 24 percent.

■ The Specialized Carriers & Rigging Association (SC&RA) has extended its endorsed sponsorship agreement with NationsBuilders Insurance Services (NBIS) for another three years, expiring December 31, 2016. NBIS has been the SC&RA endorsed property casualty insurance provider since January 1996, offering SC&RA members and policyholders risk management, underwriting and claims services. As part of the agreement, NBIS will sponsor educational sessions and webinars on risk management and loss control benefits, delivered to the association's members. The insurance provider will also sponsor other SC&RA events throughout the coming years. The partnership will also focus on increasing membership to SC&RA and the number of members insured through NBIS.

■ Whether you're a new SC&RA member, thinking about becoming a member or just need a reminder about the full range of products and services available from the association, be sure to tune in to a free webinar on March 13 at noon EST. Contact SC&RA's Membership Manager Patrick Corr with questions at (703) 698-0291.

Yankee's PNC Field renovated

For more than 20 years, the Scranton/Wilkes-Barre Yankees have been playing baseball at PNC Field in Moosic, PA, where a \$43.3 million renovation project was recently finished.

As the minor league AAA affiliate of the New York Yankees, the team attracts considerable attention – and so does its stadium.

New Tripoli-based Tri-City Erectors performed lifting work using a Manitowoc 11000-1 and a Grove RT540E. Because they weren't allowed to bring cranes onto the inside of the field, lighting towers and other steel pieces were raised over the outside perimeter and set into place.

Tri-City configured the Model 11000-1 crawler with 140 feet of boom and 40 feet of fixed jib. The lighting towers weighed approximately 21,000 pounds each and were about 110-feet-tall.

The Manitowoc 11000-1 has a 110-ton capacity and 200 feet of boom. It can be configured with a maximum boom and jib combination of 190 feet plus 60 feet.

The Grove RT540E rough-

terrain crane was used to erect structural steel framing around the lighting towers, and on other parts of the stadium's floor and roof. The Grove RT540E has a capacity of 40-tons and its four-section, full power boom extends to 102 feet.

Tri-City rented both cranes from Harrisburg-based Stephenson Equipment. ■

A Manitowoc 11000-1 lifted lighting towers at PNC Field.



Manitowoc continues double digit drive

The Manitowoc Company has released its financial results for 2012. Fourth-quarter 2012 net sales in Manitowoc's crane segment were \$767.2 million, up 11.6 percent from \$687.6 million in the fourth quarter of 2011. The increase in sales is continuing to be driven by strong sales activity in the Americas region and higher demand in emerging markets, Manitowoc said.

Crane segment operating earnings for the fourth quarter of 2012 were \$56.3 million, compared to \$38.8 million in the same period last year. This resulted in an operating margin of 7.3 percent for the fourth quarter of 2012, up from 5.6 percent in the same period in 2011. Fourth-quarter 2012 earnings were due to higher sales volume and operational efficiencies, Manitowoc said.

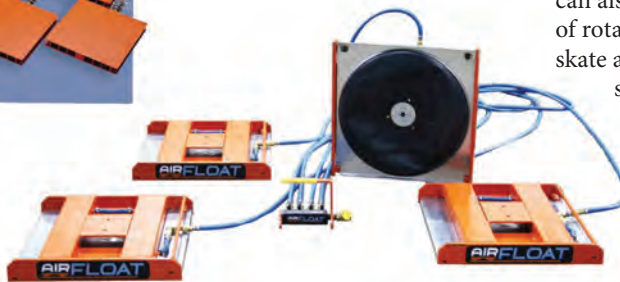
Order backlog in cranes was \$756 million at Dec. 31, 2012, down slightly on the \$761 million of the prior-year quarter.

LGH offers air skate rental

Lifting Gear Hire Corporation has begun renting air skate

systems. Air skates move heavy loads on a thin cushion of air and are available in sets of either four or six. Since air skates lower the coefficient of friction near 1 percent and one person can typically move

5,000 pounds on a smooth and flat floor. The air skate system utilizes a manifold that individually controls the air flow to each specially designed air skid, helping the load travel slowly and evenly. Air skates systems can also achieve 360 degrees of rotation versus machine skate applications. Air skate systems are available for rent in capacities ranging from 15,000 up to 540,000 pounds. ■





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■ The American Trucking Associations reiterated its call for the FMCSA to establish a process to remove from motor carriers' records crashes in which it was evident that the carrier was not to blame. Carriers' scores in FMCSA's safety monitoring system CSA are based on all carrier-involved crashes, including those that the companies' drivers did not cause and could not have prevented. ATA President Bill Graves said: "It is clearly inappropriate for FMCSA to use these types of crashes to prioritize trucking companies for future government intervention, especially when responsibility for the crash is so obvious. Including these types of crashes in the calculation of carriers' CSA scores paints an inappropriate picture for shippers and others that these companies are somehow unsafe." SC&RA also is well aware of this issue and shares the ATA's concerns, the organization said.



The Schopf Group is a major player in the international airport industry.

Goldhofer acquires the Schopf Group

Goldhofer Aktiengesellschaft of Memmingen, Germany, recently acquired the Schopf Group, which is headquartered in Ostfildern near Stuttgart. The group includes Schopf Maschinenbau GmbH and Schopf Rofan GmbH, which together have a workforce of about 160 employees.

"I am delighted to report that the Schopf Group's partners, Dr. Hermann Brüggemann and Claus Haubeil, have decided to entrust to our

care a corporation that is one of the global players in the international airport industry," said Stefan Fuchs, CEO, Goldhofer Aktiengesellschaft.

With regard to their market position resulting from the pooling of resources, Fuchs said, "Goldhofer and Schopf are the perfect combination for quality ground support equipment for airports worldwide from a "made in Germany" double. In future we will be able to offer this market one-stop shopping,

and that will make us even more attractive for our customers and enable us to cater even more for their specific needs."

"For me, the decision to sell our shares to Goldhofer Aktiengesellschaft is the ideal solution in terms of succession of ownership of the Schopf Group. I am very happy for our committed employees that we have been able to find a forward-looking strategic solution for our headquarters," said Hermann Brüggemann. ■

Snazzy paint job

A Terex Challenger 3160 does not go unnoticed on job sites in Italy thanks to a wild paint job.

Vernazza Autogru S.r.l., based in Genoa, Italy, recently took delivery of the all-terrain crane and promptly painted it

with zebra stripes.

Vernazza chose to give the crane a unique exterior because it generates excitement on the jobsite and gives attention to the company and its lifting services. ■



A zebra painted Terex Challenger 3160 gets a lot of attention.

Western Europe slows Terex Cranes' sales

Terex's net profit for 2012 was up 134 percent on the previous year to \$106 million, while the company's revenues climbed 13 percent to \$7.35 billion. Net sales for Terex Cranes in the fourth quarter of 2012 were down by \$40.4 million, or 9.3 percent, to \$394.9 million from sales in the same period in 2011. Reduced demand in Western Europe was partially offset by strong sales in North America, Australia and the Middle East, Terex said. Sales in the Middle East more than doubled from the same period of 2011, particularly in Turkey and Saudi Arabia, Terex said.

Income from operations in the fourth quarter of 2012 was \$45.7 million, or 11.6 percent of net sales, compared with income from operations of \$14.0 million, or 3.2 percent of net sales, during the fourth quarter of 2011.

Order backlog decreased, primarily due to the segment's focus on margins and from lower demand for all terrain cranes in most European markets, Terex said. Offsetting it was the demand in North America for rough terrain and truck cranes.

In the Terex Material Handling & Port Solutions (MHPS) segment, which includes port and industrial cranes, posted Q4 2012 net sales of \$439.6 million, down by \$80.3 million, or 15.4 percent, on the fourth quarter of 2011.



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Chris Sleight

reports that share prices have enjoyed a gradual improvement in the first weeks and months of the year, thanks to a general mode that the economic outlook is improving.

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.

Creeping up

The first few weeks of the year have seen an encouraging rally.

Some put this down to the 'January Effect' – the principle being that a lot of money comes onto the stock markets due to year-end bonuses and tax-driven sell-offs and pushes up share prices. Whether this is the case is debatable, but it is true that stock markets usually enjoy growth in January and often into February too.

This year, there may also be more fundamental economic reasons why share prices have risen. The situation is not exactly rosy, but it is certainly not as dire as it has been over the last 18 months or so.

At home, the headline forecast of 2 percent or so GDP growth is not exactly inspiring. However, there are several encouraging signs. In the construction sector the well-respected annual Portland Cement Association (PCA) economic forecast has been upbeat on housing starts,

although it is expected to be the second half of the year before there is a noticeable acceleration.

Pleasant surprise

Meanwhile the annual results season has had some pleasant surprises. Caterpillar, the bellwether for the industry, had a record year in 2012 despite a weak fourth quarter and a hefty impairment charge related to an acquisition in China.

Closer to the lifting and heavy transportation industry, Manitowoc impressed with an 11.6 percent rise in fourth quarter revenues, with its operating margin improving to 7.3 percent, compared to 5.6 percent a year ago. The markets registered their surprise and approval with a more than 6 percent rise in the company's share price on the day of the announcement.

And there are other wider economic reasons to be cheerful. Foremost is the expected turnaround in the

Chinese economy this year, with GDP growth expected to spring back above the 8 percent mark this year. There is also a general acceleration in economic growth being seen in several other emerging markets, which had slowed last year.

The one grim area in terms of economic growth remains Europe. Although total collapse of the Euro Zone is no longer an imminent danger in the way it was in late 2011 and into 2012, there is still precious little economic growth to be had overall. What improvements there are in Germany and the Baltic region are undermined by basket-case peripheral economies and stagnation elsewhere.

But overall the global economic picture is improving, and should continue to do so this year. This should be reflected in share prices, although there will of course be plenty of ups and downs. ■

52 weeks to February 2013



AUTHOR:

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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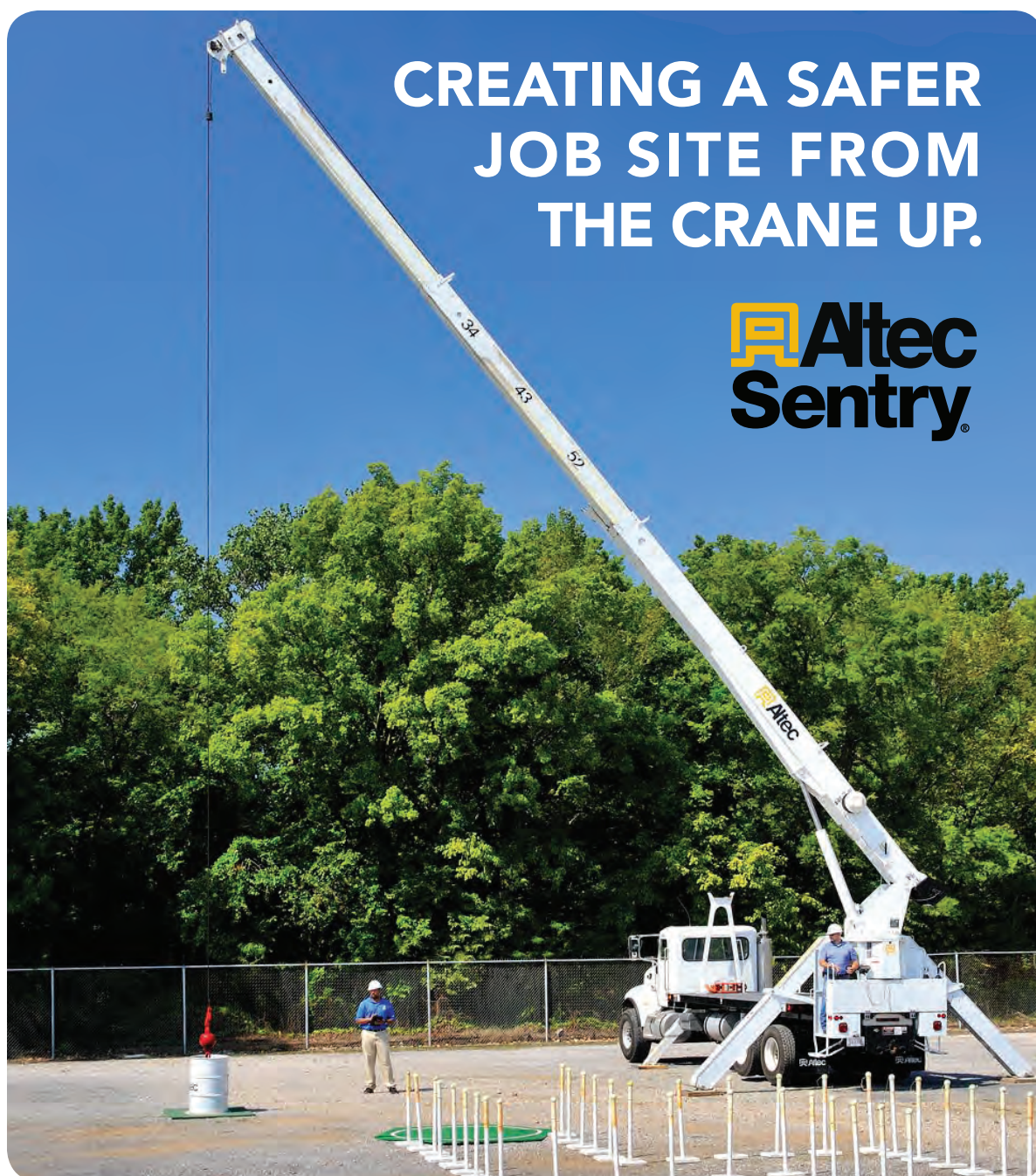
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It's important to review your company's safety goals and programs and consider the merits or disadvantages of the path you are on.

Daniel Erwin

discusses how to establish safety goals for your company.

The zero goal

We have just passed through a New Year and the time that more goals are made than any other. New Year's resolutions are set with the best of intentions and a genuine desire of accomplishment.

However we probably would have an easy time of remembering several of those goals that we didn't quite make: Either our fervor fizzled or life got in the way. If you doubt the validity of my allegation ask any gym owner what percentage of their yearly business comes in the first month of the year and then what percentage of those new clients are still regularly attending in March, June or November. My guess is that several of us may be on that list when this publication reaches our desk.

The reason that New Year's resolutions are brought up in a safety article is to discuss the topic of safety goals. This practice is a fairly new idea that has taken off. It is a

common question and request that a company quantify that it has set safety goals.

This request is made repeatedly in pre-job packages, safety networks, safety award applications, and in almost every safety-related audit I have recently gone through. Almost as big as the trend of setting these goals is the trend of these goals all moving the same direction, actually to the same number – zero.

S.M.A.R.T

There are now many large groups that have a different version of the phrase “zero incidents” as their safety goal. I know of companies in our crane, rigging and transportation realm that have been asked repeatedly to write, sign, or otherwise acknowledge that they too will set their company safety goal to one of zero incidents to continue to perform work.

My favorite reminder of what makes a goal worthy is the acronym S.M.A.R.T. Each letter describes a characteristic a goal should have to be considered a smart or worthy goal. There are many different versions of the words associated with this acronym but let's take a look at one of the most common.

A brief analysis of how a basic safety goal of zero accidents or incidents fits in with this criteria.

SPECIFIC

A goal of zero incidents and accidents is specific as it outlines a definitive number. But what is hard to specifically quantify is what constitutes an incident or accident. What if a truck runs over a nail on a road, this is an incident, is your goal ruined? What if a rock flies up and breaks a windshield or another contractor backs into your parked crane?

MEASUREABLE

There is only one way to measure the number zero, at a moment when it still applies. A TRIR, LTIR, vehicle accident log, etc. can all still be measured even when they increase; a goal of zero is only measurable before a first incident occurs.

ATTAINABLE

Depending on the definition of incident, (as questioned above) I would venture to say that no company, group, or individual has ever passed through their lifespan with no incident.

(See time-bound comments below.)

RELEVANT

It is definitely the right time and place to strive for continual improvement in the safe performance of our tasks. Are we doing everything else in our organizations that indicate that a goal of zero incidents is in-line with our actions or is it not relevant or equally related to the rest of our business?

TIME-BOUND

Is a goal of zero one that has an end period? How can a group know if and/or when the goal is accomplished? If an incident occurs two days, eight months, or five years after it is set, does that mean that the goal was not accomplished and those that set it are failures?

Goals set should be:

- Specific
- Measureable
- Attainable
- Relevant
- Time-bound

In closing, the thoughts presented in this article

are merely points for your consideration.

Let's all take a look at our safety goals and programs and make sure we are willing to consider the merits or disadvantages of the path we are on.

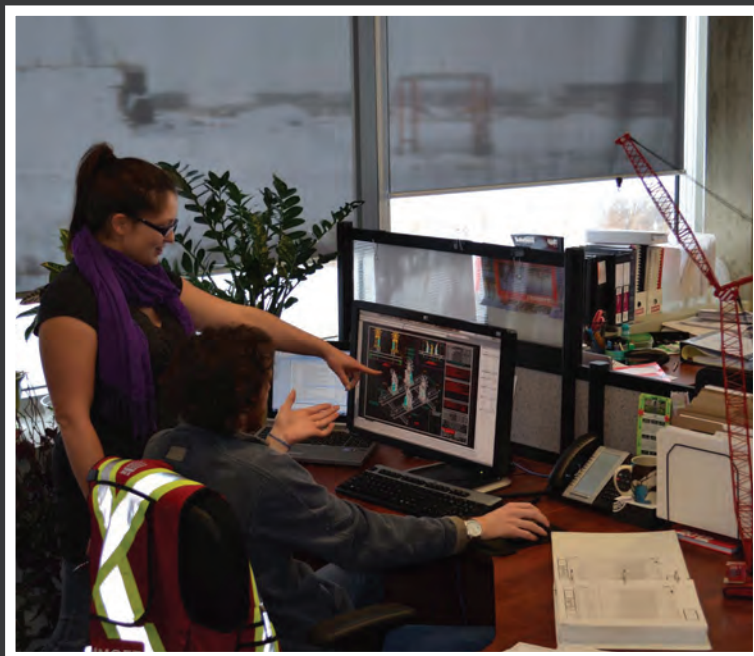
S.M.A.R.T. SAFETY



AUTHOR:

Daniel Erwin is director of safety for TNT Crane & Rigging in Houston.

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Industry responds to OSHA testing ultimatum

Employers across the country appear to be paying heed to the approaching OSHA deadline for construction crane operators to be formally qualified, and are signing up in record numbers for certification exams at test sites nationwide.

While the trend has been increasing for a number of years, the uptick was more pronounced in 2012 than ever before, said Joel Oliva, Manager of Program Development and Administration for the National Commission for the Certification of Crane Operators (NCCCO).

"We're seeing growth in virtually every region of the country," Oliva said, "and year-on-year increases of more than 50 percent are not uncommon in many states."

OSHA has set a deadline of November 10, 2014 by which most crane operators working in construction must be certified.

Also fueling the spike in test volume is the increasing availability of CCO type-specific certifications. In accordance with OSHA requirements, NCCCO now offers specific certifications for operators of articulating boom cranes (or knucklebooms) and digger derricks. The



NCCCO now offers specific certifications for operators of articulating boom cranes (seen being used for practical exams at the recent World of Concrete conference and exhibition in Las Vegas), digger derricks and (shortly) service truck cranes.

newest addition to the line of certifications is the Service Truck Crane Operator program being readied for launch in the second quarter.

These cranes, also known as mechanics' trucks, must also be operated by certified

operators when used for construction work. While in practice not every variant of crane will have its own certification, Oliva said the OSHA rule is clear that, where a certification for a specific type exists, the industry must utilize it.

Just as significantly, those operators who are already certified are making sure they hold onto their credential. Recertification rates are at record levels, and computer test centers – popular among recertification candidates for their ease of scheduling and immediate score reporting – are opening up more and more seats to accommodate the increased volume, Oliva noted. ■

NCCCO welcomes committed employers

NCCCO's Employer Recognition Program known as Committed to Crane Safety has proved quite popular among employers who have embraced CCO certification as an effective safety tool within their risk management program.

Since the program was launched last summer, the number of participants has more than doubled, said Tara Whittington, NCCCO Program Manager, Communications. Among the latest firms to be inducted are: Allied Crane, Wichita, KS; Altoona Neon & Sign Service, Altoona, PA; Connelly Crane Rental Corp., Detroit, MI; Heaton Erecting, Forest Park, GA; Lamar Advertising, Baton Rouge, LA; Sterett Crane & Rigging, Owensboro, KY; and Trench Plate Rental Co., Newark, CA.

The more than 30 companies currently participating collectively account for over 3,000 CCO-certified crane operators and more than 1,000 certified riggers and signalpersons. "The diversity of 'Committed to Crane Safety' member companies reflects the broadening appeal of CCO certification among industries that use cranes for a wide variety of construction work," said Whittington, "including sign installation and trench work." This has had implications, she said, far beyond CCO mainstream crane programs "to the equally effective certified rigger and certified signalperson" credentials. "It's only appropriate that NCCCO recognizes these employers for all their efforts and their commitment to crane safety."



Log Books a hit

A survey of recently CCO-certified crane operators reveals the new *NCCCO Experience Log Books* are a big hit. Fully 73% of the more than 8,000 operators polled said they used the books at least weekly with a large proportion using them every day. The ability to record the type of cranes and the days operated was rated one of the most popular features, with many also noting the reference material included. NCCCO provides *Experience Log Books* free of charge to all newly certified CCO crane operators.

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Business optimism is on the upswing although business activity was flat during the first couple of months of 2013.

D. Ann Shiffler reports

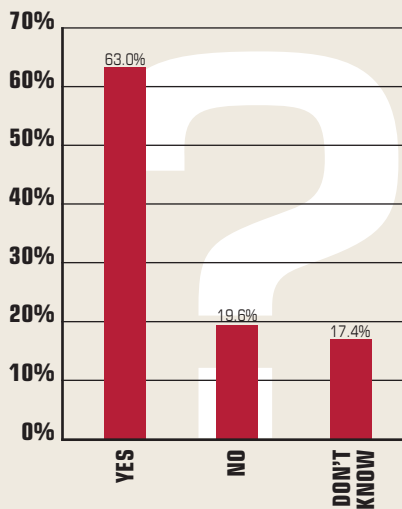
METHODOLOGY

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 February 4, 2013 with a cut-off of February 16, 2013.

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

Quarterly question

Do you expect to see an increase in sales/orders over the next six months?



Small uptick

For the first two quarters of 2012, our ACT Economic Confidence Survey showed an increasingly optimistic economic outlook for the crane, rigging and specialized transportation sector. However, our third and fourth quarter surveys in 2012 showed declining optimism, which we attributed to negative news about the economy in China and Europe, and the negative news generated from the U.S. presidential campaign.

So as we start 2013, the fiscal cliff was averted and the economy is showing signs of growth. What is the outlook of crane, rigging and specialized transportation sector? Our survey respondents offer a mixed bag of answers. While business was flat or even down during the first few months of the year, those who responded to the survey think that things are going to get better as the year progresses.

In our February 2013 survey, 28.7 percent said their business was higher than the previous quarter, 45.7 percent said it was the same, and 25.5 percent said it was lower.

Contrasting to our November 2012 survey, (in the December 2012 issue of ACT), 31.5 percent said business was better than the previous quarter. Some 43.1 percent said business was the same and 25.4 percent said business was lower.

This compares with our August 2012 survey (in the September 2012 issue of ACT) in which 36 percent of respondents said their business activity was higher than it was the previous quarter. Some 47 percent said it was the same, and 17 percent said it was lower.

Flat or down

In terms of business activity now as compared to this time last year, our most recent survey showed that business activity was higher for 40.4 percent of those responding, the same for 35.1 percent and lower for 24.5 percent.

This compares to three months ago in our November 2012 survey when 46.2 percent of respondents said that business activity was higher, 28.1 percent said it was the same and 25.8 percent said it was lower.

Six months ago, in our August 2012 survey, 52 percent said business activity was higher, 29 percent said it was the



same, and 19 percent said it was lower. In our June 2012 report, numbers were again higher, with 61 percent saying business was higher than the previous year, 21 percent saying it was the same and 18 percent said it was higher.

Hopeful future

Looking ahead to this time next year, 59.6 percent of respondents said they thought business would be higher, 30.9 percent said it would be the same, and only 9.6 percent predicted it would be lower.

This compares to three months ago in our November 2012 survey when 41.2 percent said they thought business activity would be higher, 39.6 percent said it would be the same, and 19.2 percent said it would likely be lower.

Six months ago in our August 2012 survey, 55 percent of respondents said they expected business activity to be higher in 12 months, with 34 percent expecting it to be the same, and only 11 percent saying it would be lower.

The bottom line is that our March Economic Confidence Report concludes that while business activity is not what the industry had predicted or is happy with, optimism about the future is still on the upswing.

Omega Morgan President and CEO John McCalla is upbeat about the economic outlook for specialized lifting and transportation services.

Winning

When it comes to spectacular projects, Omega Morgan has had its fair share in the past few years. From lifting and moving the Sellwood Bridge in Portland, OR to a temporary location, to hauling huge transformers through the mountains, to installing industrial equipment for a new technology company, the company has become a go-to resource for heavy lifting, industrial moving and transport challenges.

Omega Morgan started in the machinery moving and industrial contracting business in 1991, but the company has experienced its most rapid growth during the past six years.

John McCalla, president and CEO, says this rapid growth was no accident. Omega Morgan's partners created a strategic plan that focused on the energy, technology and aerospace industries, all prominent in the Pacific Northwest. The company soon found that there were similar opportunities across the United States, in some areas of Canada, and even internationally.

"Partners Jeff Morgan, Tom Walker and Troy Tallent see tremendous growth for the future as well by helping companies move into new areas or depart for others," says McCalla.

So when a technology company opens a new building, all of the multimillion dollar equipment must be carefully moved in – no sudden jolts are allowed, he says.

"On the opposite side, one aerospace company moved much of its business out – to China," he says. "Now it has decided to return to the Northwest so Omega Morgan benefits with both the coming and the going of companies and their products."

The boom in energy, both traditional and green, has been very good for Omega Morgan and creates demand for the services it supplies, McCalla explains.

"Such components as electrical transformers have a life span of just a few decades and when they die it's like hauling away the largest, heaviest dinosaur that ever walked the Earth. To replace the old transformer, a new one has to be shipped in, with the electric utility securing Omega Morgan's services in both directions."

McCalla and his team at Omega Morgan are preparing the company for future success.

"The partners said the company's services might not be bulletproof when it comes to the winds of economic change, but as far down the road as they can see, Omega Morgan stands to grow and withstand many of the cyclical ups and downs that can be a big challenge," he says.

McCalla has been a quick study when it comes to learning the ropes of the business of specialized lifting, rigging and transportation. He earned both his Bachelor and Master's degrees in mechanical engineering from Michigan State University. McCalla began his career as a project engineer with General Motors and later joined Warn Industries



“As North America proceeds with its long overdue investment in public and private infrastructure, we plan to be there to help move the most complex and unique items needed.”

JOHN MCCALLA
President, Omega Morgan

strategies

Omega Morgan planned and executed the complex transport of a 417,000 pound transformer out of the PacifiCorp substations in Albany, OR, using a suspension beam trailer, railcar, platform trailer, temporary bridge and a hydraulic skidding system. The load was transported through downtown Ashland OR, on Interstate 5 over the Kiskiyou Mountains, on 20-foot substandard winding mountainous county roads and across a temporary bridge.

PHOTOS: Brian Gurney Photography, Portland, OR



HOW DO YOU CHARACTERIZE THE MARKET FOR SPECIALIZED LIFTING AND RIGGING, AS WELL AS SPECIALIZED TRANSPORTATION?

in Portland, advancing through several positions before being named to the top executive leadership position in 2007. He was named president and CEO of Omega Morgan in 2011, after Riverlake Partners LLC invested in the company to help "drive the business to the next level," McCalla says. Operating as a portfolio company of Riverlake, a private equity investor, Omega Morgan has seen the business continue to grow and deliver on its promises for the future.

McCalla and the partners of Omega Morgan credit the company's 300 employees with making Omega Morgan the success it has become in such a short period of time.

"I came in with the investment by Riverlake, and I am a part owner in the business," says McCalla. "I worked with both the company and its new owner to help complete the deal in 2011 and took over as CEO in late November. Jeff Morgan, Tom Walker and Troy Tallent are all still part owners and now work as a part of the larger senior leadership team with me and our new CFO Aaron Wilkins."

ACT talked to McCalla about Omega Morgan, its projects and the overall market for its services.

We see continuous opportunity. Businesses are evolving continually. Capital investments certainly drive our portion of the economy, but things as simple as continuous improvement projects also call for our services.

As North America proceeds with its long overdue investment in public and private infrastructure, we plan to be there to help move the most complex and unique items needed.

WHAT'S YOUR OUTLOOK ON THE MARKET FOR 2013?

Continued growth is expected. We are forecasting conservatively for single digit top line growth, but are actively working on several projects that, if they proceed aggressively in 2013, will drive us well in to the double digits.

WHAT IS IT YOU LIKE ABOUT THE REALM OF SPECIALIZED LIFTING, RIGGING AND TRANSPORTATION?

We have a constant stream of new problems to solve. As a mechanical engineer, I love that.

HOW DOES OMEGA MORGAN DISTINGUISH ITSELF IN THE MARKETS IT SERVES?

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people in the business. Without them, we just have a big pile of iron.

IN OUR SPECIALIZED LIFTING 50 LIST IN THE MARCH 2013 ISSUE (SEE PAGE 47), OMEGA MORGAN LISTS ITS LARGEST SPECIALIZED LIFTING UNIT AS THE OMEGA MORGAN SLIDE SYSTEM WITH A CAPACITY OF 6,000 TONS. WHAT IS THIS SYSTEM? HOW DOES IT WORK?

It is a classic jack and slide system for moving the biggest items imaginable. We used it to jack up the Sellwood Bridge (which was a 1,100 feet long, 6.8 million pound steel bridge deck) and slide it over 66 feet on one end and 33 feet on the other. We immediately then de-mobilized the equipment and used it to launch a 4,000-ton barge for the U.S. Navy.

WHAT IS THE MOST MEMORABLE JOB YOU CAN REMEMBER YOUR COMPANY PERFORMING?

The Sellwood Bridge move was certainly memorable. Working with the county and the general contractor, we were able to relocate the bridge on time (actually a day quicker than planned) and get several thousand displaced commuters back on their regular routes. Since we all live in the Portland community, that was a satisfying result for our friends and neighbors.

WHAT IS YOUR BUSINESS PHILOSOPHY?

Get the right people on the bus. ■

Hal Lundgren reports that Northern and Midwestern crane, rigging and specialized transportation companies are seeing a surge in business.



Uptick ahead

Vic's Crane and Heavy Haul is 75 percent crane, 25 percent heavy haul and 100 percent busy.

"Our year started off well," says Tim Harty, a Vic's vice president. "Based on business we're looking at right now, we'll stay busy through all of 2013."

Based in Rosemount, MN, southeast of Minneapolis-St. Paul, the 50-year-old company sees an important characteristic in current projects. They are diversified.

"We're not just serving one industry," says Harty. "We're looking at major refinery upgrades and power plant projects, coal upgrades and paper mills. Lots of commercial work. I can't speak for other companies in our area, but our

business has never been better. It's better than 2012. Better than 2011."

Most of Vic's projects are in five states, including Minnesota, Iowa, Wisconsin, North Dakota and South Dakota.

"I think our service and products make a big difference," he says. "Our engineering and pre-planning, too. We're busy, and we want to stay busy. We have about 100 people. We hope to increase that number."

2012 uptick

Superior, Wisconsin-based Viant Crane also senses a Midwest business upsurge.

"Our business is always in cycles," says Nick Minardi, Viant's operations director. "We saw the upticks begin at the end of

the second quarter of 2012. I think we'll be surging well into 2014 and 2015."

Viant operates 32 Grove and Manitowoc cranes with capacities to 300 tons. The fleet will probably need an increase later this year, according to Minardi. Business comes from several segments and all directions, including mining in northern Minnesota and rapidly increasing oil production in North Dakota.

"We're also doing lots of work with drilled caissons," Minardi says. "They're 24-inch pipes placed 100 feet in the ground and used to support building projects. We've been doing that work in the Minneapolis-St. Paul area and in Iowa City."

Minardi has observed a growing trend among Viant's customers.

"There's less bringing in a crane, doing the job and moving on," he says. "I'm excited that there's a lot more third-party design and consultation. That indicates a stronger emphasis on planning and safety. It means customers are becoming more aware of the complexity in our work."

Optimism also pops up at Robinson Cartage, based in Grand Rapids, MI.

"We've been flat in revenue for 2011 and 2012," says David Scripps, whose great-grandfather, Leonard Robinson, founded the company a century ago. "He developed



" We saw the upticks begin at the end of the second quarter of 2012. I think

we'll be surging well into 2014 and 2015. **"**

NICK MINARDI
Viant Crane



Viant Crane is doing a lot of work with drilled caissons to support building projects in the Minneapolis-St. Paul area and in Iowa City.

Vic's Crane & Rigging says about 25 percent of its work is in the realm of heavy haul and rigging.



a technique to have oxen remove tree stumps. He guided them around in a circle to loosen the stumps and then remove them."

Scripps also has a new technique. He recently added a sales professional "with more expertise than we had." The purpose is to build business on what Scripps views as a solid manufacturing state.

"Because of our auto industry, there's media talk about Michigan losing industry," he explains. "That's not true. Overall, we're still a strong industrial state. Our business is holding steady, but I'm optimistic we'll see more growth in 2013."

Robinson's business slumped between Christmas and New Year's Day.

"There was lots of uncertainty back then about the fiscal cliff," Scripps says.

The reason is that Robinson Cartage's customers deal in industrial machinery and other costly equipment. As Scripps sees the problem, fiscal cliff fears put up a yellow caution light. Customers postponed or canceled capital equipment purchases. That time of caution may have passed, he says.

"We've been operating 20 trucks," Scripps says. "I feel optimistic about 2013. We're ready to jump in and add more trucks."

Omaha-based Flatbed Express remains on the upswing from 2008 lows.

"Our improvement in 2012 was the best since that bad year," says Mary Davie, who co-owns the company with husband Gary Davie. "I'm feeling a little better about the economy. We're coming to the point

where some of our customers are willing to stick their necks out. I fully expect our first six months of 2013 to be better than the first six months of last year. As for the second six months, that will depend on the economy's strength."

Fuel costs could be troublesome to the 82-driver company, Gary Davie says.

"In just a few weeks in January, we saw a 30 percent rise in fuel prices," he says.

Flatbed Express also maintains operations in Madison, SD and Kansas City. The company does 70 percent of its business in four areas: transporting cranes and lifting equipment; delivering concrete batchers and mixers; hauling girders to bridge sites; and providing as-needed emergency services to a railroad. Most of its service outside Nebraska is in South Dakota, Missouri and Kansas.

From its one truck in 1983, the company has found flexibility helpful in adjusting to business spurts and softness.

"We have 25 trucks in Kansas City," Gary Davie says. "Depending on where we need trucks, Kansas City helps us and we help Kansas City."

Economic concerns

In Peoria, IL, Wesley Bantz, president of Mid-America Systems, holds more concern for his country than for his company. Bantz is a four-decade leader in machinery moving. He is also a Navy veteran and patriot.

"We're busy, and that's good," says Bantz. "But there's a downside risk. We install machines that might cost \$1 million or \$2 million. Since last summer, I haven't seen customers buying those expensive machines. Companies feel very cautious about the economy."

Mid-America can install smaller equipment or a 4-million-pound machine. With long lead times after one of those big machines is ordered and then manufactured, gap time would be harmful, especially to machinery moving people such as Bantz, who proudly states he has "earned each of his gray hairs" during 31 years in charge at Mid-America.

There could be lots of gray ahead for countless others, he explains.

"Not just for Illinois or the Midwest, but for the entire country," he says. "I'm not

Viant Crane operates 32 Grove and Manitowoc cranes with capacities to 300 tons. Business comes from several segments and all directions, including mining in northern Minnesota and rapidly increasing oil production in North Dakota.

"We're busy, and that's good. But there's a downside risk. We install machines that might cost \$1 million or \$2 million. Since last summer, I haven't seen customers buying those expensive machines."

WESLEY BANTZ
Mid America Systems



sure how many people see the problems I see, but I'm very fearful. We have a fine printer in our office. But we just can't print money, then go out and put it in circulation. That's what our government does. In Washington, they vote to raise their salaries. Then they go on vacation. Then some of them remember, 'We left town without taking care of the people's business.'"

Bantz continues: "I'm an older person who hopes he's wrong. But I see problems Washington won't address. Problems that will make everybody suffer if things slow down. Our company has been staying busy. I prefer that it stay that way."





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Boom truck boom?

It took a hit when housing did, but the boom truck market is back on its feet. **Lindsey Anderson** speaks with OEMs about the coming year's outlook and new products on the horizon.



National Crane has opened a new boom truck modification center to take the guess work out of modifying boom trucks.

At the recent World of Concrete exhibition, Feb. 4-8 in Las Vegas, Portland Cement Authority's (PCA) chief economist and new president Ed Sullivan had one piece of news that's sure to stir up those in the boom truck industry: total housing starts will reach 954,000 units this year with the possibility of starts surpassing 1.1 million units by 2014.

"About seven or eight years ago, we were among the first to call for a crash in housing," Sullivan said, "which was based on our understanding of the underpinnings of the economy. I strayed from the herd then, and today I going stray from the herd again. Although the

first half 2013 will be mired in a fiscal cliff hangover, we are decidedly optimistic about second half economic growth, job creation and consumer sentiment – all of which translate into a stronger home sales and starts activity."

Versatile lifters

Boom trucks are versatile machines. While the units have long been used in the residential housing market, the pickup-and-move cranes are adaptable, and most manufacturers say the oil and energy fields are where you'll find a majority of boom trucks today.

"In 2012 we began seeing a return to a normal market demand level," says Ruben Olivas Saunders, global product director of truck cranes, boom trucks and industrial cranes for Manitowoc Cranes. "We're seeing more activity in the market and providing more market customizations this year, too. Of course the North American boom truck market was already decreasing in 2008, and in 2009 it collapsed. It's been slowly returning since then. As for the future, we're seeing more activity in the housing, oil and natural gas industries, which is a good sign for us. We don't expect booming growth, but we don't anticipate the market to collapse as it did a few years ago."

According to Olivas Saunders, housing is showing signs of recovery across North America, as is natural gas in places such as Pennsylvania, and oil in North Dakota,



Terex's Crossover 6000 features a 60-ton capacity and uses the upper works from the Terex T560 truck crane.



Iowa Mold Tooling's new 50/345 Series.

Texas and in Canada. He also says tree care applications have grown a lot in the Northeast and are starting to spread throughout the rest of the continent.

To capitalize on the growing boom truck market, Manitowoc has added a National Crane Modification Center at its Shady Grove plant. The center was designed to give customers a one-stop shop for boom truck customization, and its goal is to streamline the process of boom truck production and offer faster turnaround times.

"The Modification Center really takes the guesswork out of modifying boom trucks," says Brian Peretin, vice president of National Crane. "We can get involved so much earlier in the process, which helps us provide expertise and options for customers. They can bring us a goal or a challenge, and our engineers can come up with solutions long before the machines are purchased or the wrenches start to turn."

Modification Center customers will have one point-person to handle their project. For example, a customer may need a certain amount of horsepower from a truck combined with a specific crane capacity. By calling the Modification Center, customers can speak with an expert that presents them with all sorts of options, including a selection of relevant truck brands and engine variations.

Meanwhile, application engineers can use the Modification Center's knowledge bank for solutions. If the modification had

been performed in the past that met the current customer's goal, they're able to recommend a course of action. If it's a new type of modification, they begin to mock up engineering solutions, such as where to move the truck's axles or adjust the crane's cross members.

"A decade ago, this type of center wasn't really needed. But trucks are becoming more complex, cranes are getting bigger, emissions laws are evolving and each state has its own legal requirements," Peretin says. "The Modification Center will save customers time and money."

Market improvements

"The market for boom trucks in North America is performing better than last year and substantially better than two years ago," says Jim Glazer, president and chief executive officer of Elliott Equipment Company. "We expect continued improvement as housing and general construction begins to recover from cyclical lows."

Glazer says his company's boom trucks are active in energy, rail and municipal markets and that he is seeing a heavy demand for smaller boom trucks in the western U.S., the south and in Canada.

In response to this growing demand, Elliott recently unveiled a brand new 45-ton boom truck, the 45127R.

The unit is designed for both owner-operators and rental customers, and allows for a 50-state federal bridge legal mounting configuration on five axles. The 45127R has a five-section steel telescopic boom with a sheave height of 137 feet and an optional telescopic jib for lifting or aerial basketwork.

"Boom trucks continue to get larger in capacity and boom length," Glazer says. "The classes from 30 to 50 tons are currently the most active. Much of this equipment is going to service oil/gas drilling and utility construction applications. High capacity boom trucks are helpful in oil/gas drilling applications performing wireline and general lifting work, while offering lower overall equipment costs, longer boom lengths, and other features not available on RT and AT cranes."



Elliott recently unveiled a brand new 45-ton boom truck, the 45127R.

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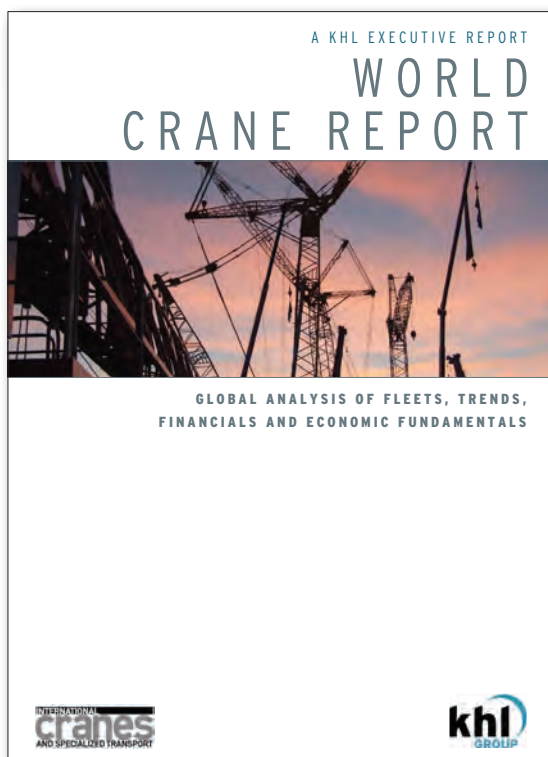
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Rex McAfee, sales manager QMC Hydraulic Cranes Inc., is also experiencing an upswing in the market. “My observations lead me to believe the boom truck mark in 2012 was probably a few percent stronger than in 2011,” he says. “Construction is slowly coming back – with the word ‘slowly’ underlined. Crude oil is currently just under \$100 per barrel, so cranes in the oil field are a pretty hot commodity at the moment and are likely to remain strong for several years.”

However, McAfee says boom trucks that have been used on sites for precast concrete, building siding and HVAC work are still “far behind” where they were before the housing bubble burst.

2013 ‘should be good’

While the words ‘oil and gas’ seem to be hot-ticket terms, Randy Robertson, director of sales at Manitex, Inc., feels a heightened sense of awareness and the need to diversify the markets Manitex serves, placing increased emphasis on markets outside of Petroleum and outside North America.

“It was a very heated market with a lot of pent-up demand, and that might be stabilizing just a little bit,” he says. “We haven’t seen an outright slowdown, just a little cooling. We are seeing increased activity in the power sector for power line construction and we continue to gain traction in markets outside the US.”

Manitex is coming off a record year, too. For 2012, it reported its strongest ever third-quarter results, with a 44 percent increase in net revenues to achieve \$53.4 million, compared to \$36.9 million in Q3,

2011. Robertson expects a solid 2013.

“Manitex is looking forward to residential and commercial construction coming back,” he says. “We’re seeing some activity in Southeastern states. Manitex was highly involved in residential and commercial, and when the recession hit, it was really tough on us as it was a lot of other manufacturers. We learned how to diversify ourselves and selectively design machines for specific markets. The oil and gas market helped us through tough times.”

For PM Group SpA, 2012 was a good year, as well. “We saw an increase over 2011, and with the economy getting better, 2013 should be good,” says Stefano Ghesini, PM Group SpA’s North American sales and marketing manager. Ghesini says housing is getting stronger in North America and utilities and general material handling jobs have kept PM Group busy.

The company is in the works of redesigning its 25-40 ton range. “We are investing a lot into new equipment,” Ghesini says.

Another company with new equipment in the market is Iowa Mold Tooling (IMT), which introduced 40-ton and 50-ton truck-mounted cranes in late 2012.

The 40/275 crane provides a lifting capacity of 8.6 tons while the 50/345 model offers 10.3 tons. The 40/275 and 50/345 can have up to eight hydraulic extensions for maximum horizontal reaches of 21.3 m and 21.4 m, respectively. Both models feature ultra-high tensile steel which means lower weight, high lift capacity at long reach and increased payload.

The 40/275 and 50/345 cranes feature

Manitex has capitalized on the oil and gas market along the Gulf Coast and in Canada.

a dual power plus link arm system (DL), suited for long reaches and lifting in high positions with equipment such as a fly jib and winch.

Stronger and larger

“The old adage about ‘bigger is better’ still holds; at least for rental fleets where the owner wants equipment to be ready for any job their customers bring,” says McAfee with QMC. “The last few years at QMC have been more about refining the product line, and offering more custom solutions and options than ever before. We’re currently in the R&D phase of a new series of cranes, which will be much larger than what is currently offered.”

In 2011, Terex Cranes debuted a line of boom trucks that combined some of the best features and benefits of a truck crane and a boom crane. The Crossover series (now includes a 45-ton unit, 50-ton unit and 60-ton unit) offers everything a typical boom truck would, except the cranes come mounted on a commercial chassis that the buyer can choose. Terex says the series blends truck crane and boom crane designs – and that their customers have received the units “very well.”

“The concept of the Crossover is to combine the proven design of our truck cranes upper structure with a commercial carrier and X-type outriggers,” says Dave Kuhlman, sales director for Terex Cranes’ boom truck operations. “This set up provides exceptional 360-degree lifting performance with the advantages of running a commercial chassis.”

While boom trucks are used in a diverse array of applications, they are traditionally



National Crane, Manitowoc’s boom truck arm, is seeing more activity in the housing, oil and natural gas industries.



used in general construction, says Dave Stevenson, vice president and general manager for Terex Cranes. "As sizes and capacities have been increasing, we see a lot of them being used in jobs that were truck crane/all-terrain. Traditionally, boom trucks started as loader cranes with load and carry capabilities; this was the boom truck of the past."

Right now, Terex is seeing a trend in

the 35-ton-and-above boom truck area. "This segment is the fastest growing part of the market and this growth is expected to continue in 2013," Kuhlman says. "We see continuing interest in larger and larger boom trucks and this is reflected in the increase in sales of larger units."

But how big can you go before bigger isn't better? "Roadability is the main factor," Kuhlman says. "But when

QMC Hydraulic Cranes Inc. is experiencing an upswing in sales due to the energy sector.

roadability is affected, or the unit is not self-contained, that's when the boom truck is no longer a boom truck."

For National Crane, Manitowoc's branch, the large trend is also noticeable.

"There has been more demand for larger National Crane boom trucks lately in the 40 to 55-ton range, like the NBT40, NBT45, NBT50 and NBT55," says Olivas Saunders. "For example, in the oil and gas industry, equipment such as wireline tools has gotten much heavier and requires larger lifting solutions. Another example is in power line construction; they like the longer reach booms on the National Crane NBT series boom trucks. Customers doing traditional lifting might do several jobs in a day, so it's beneficial for them to have a higher capacity along with a long boom radius for a variety of jobs."

So as the boom truck market defines and redefines what a boom truck is, it will be interesting in the coming year to watch these units transgress from Point A to Point B – and just how 'big' will Point B end up.

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Rental revival

Terry White engages our Crane Rental Round Table in a discussion about the crane rental market.

Measuring and forecasting the construction equipment rental market has always been a little tricky, but crucial whenever rental companies needed to make important business decisions. In response, the American Rental Association (ARA) announced on February 11 it had developed the ARA Equipment Rental Penetration Index to create a way for rental companies to measure how much potential market exists versus the current market. Additionally, the index is designed to help manufacturers project demand for machines, and investors and analysts to measure trends about equipment rental in construction.

Basically, the new index measures the amount of equipment that is rented as a percentage of total construction

equipment. ARA and the association's industry research partner, IHS Global Insight, have already used the index to analyze results covering 2003-2011. The data showed rental penetration for construction machines was in the range of 40 percent at the beginning of the analysis to just above 50 percent in 2010 and 2011.

"The result is consistent with the expectation that in recent years the size of the rental fleet has increased relative to the construction fleet," noted ARA in its introductory announcement.

Of course, another proven method of keeping a finger on the pulse of the construction equipment rental market is to sit down and chat with several experts actively involved within the industry. *American Cranes & Transport* took that approach by setting up a round table of three crane rental executives from around the nation who try to make sense of the crane rental market every day.

Our panel includes John Anglemeyer, secretary/treasurer, Anglemeyer Crane Rental, Azusa, CA; Michelle Grubb-Solaimani, vice president and equipment sales, W.O. Grubb Crane Rental based in Richmond, VA; and Rick Nielsen, Crane Rental & E-Commerce Sales Manager, Kirby-Smith Machinery, Inc. based in Oklahoma City, OK. Here's what they had to say:

HOW DO YOU CHARACTERIZE THE CRANE RENTAL MARKET AT THE START OF 2013?

Anglemeyer: The crane rental market is off to a very good start this year. We hope to have the best year in the company's 60-year history. If work stays strong, we'll be purchasing new equipment in 2013.

“The crane rental market is off to a very good start this year.”



JOHN ANGLEMYER
Secretary/treasurer
Anglemeyer Crane Rental
Azusa, CA

We hope to have the best year in the company's 60-year history.”



Grubb-Solaimani: Overall, we've seen a small dip but for the most part, the market seems to be pretty steady. In fact, the second half of 2013 seems to be looking very strong.

Nielsen: We're seeing continued improvement. Our rental utilization, which is entirely bare rental, has been consistently running in the 75 percent plus range and we don't see much danger of a decline in the foreseeable future.

WHAT SEGMENTS OF THE MARKET ARE STRONGEST IN TERMS OF RENTAL?

Anglemeyer: For us, construction is the



W.O. Grubb is still busy with bridge and highway work that was started several years ago.

Smith Machinery recently opened a new location in West Texas, where we see our greatest opportunity for growth in the energy market.

WHAT TYPES OF CRANES ARE IN MOST DEMAND?

Anglemyer: The all-terrain cranes are our most popular ones, especially in the 210-ton to 275-ton range. We can't keep them in our yard.

Grubb-Solaimani: We're seeing growth in demand for mid-range to larger rough terrains and all terrains. With the political outcome of the last election, we see an upside for the construction and maintenance of wind farms, so there should be even stronger demand for cranes that serve that market segment.

Nielsen: Boom trucks are our most requested crane rental, mostly in the 40-ton to 55-ton range. However, we continue to see the mid to large Rough Terrains' rental utilization improving.

OVER THE PAST 10 YEARS, THE LARGEST CRANE RENTAL COMPANIES HAVE NOT SIGNIFICANTLY ALTERED THE SIZE OF THEIR FLEETS ALTHOUGH THEY TEND TO HAVE ADDED HIGHER CAPACITY CRANES TO THEIR FLEETS. HOW DO YOU INTERPRET THIS INFORMATION?

Anglemyer: Here on the West Coast, it seems like all the crane companies have stayed about the same size, but they're getting larger all terrains, rough terrains and crawlers because the jobs are getting bigger.

Grubb-Solaimani: We've done the same thing. We've sold off many of our smaller truck cranes used in residential and small commercial construction and reinvested in bigger cranes. We actually downsized the number of units in our fleet, but our overall capacity has grown.

“ With the political outcome of the last election, we see an upside for the construction and maintenance of wind farms, so there



should be even stronger demand for cranes that serve that market segment.”

MICHELLE GRUBB-SOLAIMANI
Vice president and equipment sales
W.O. Grubb Crane Rental
Richmond, VA

Nielsen: Customer requirements change. We think we'll continue to see a big push in the boom truck market for larger size trucks. As I mentioned earlier, the 40-ton to 55-ton units has been our most requested class size of boom truck, and we look for that trend to continue for us. The bottom line is that customers are making more challenging lifts requiring higher capacity cranes.

HAVE CRANE RENTAL RATES IN YOUR MARKET IMPROVED OVER THIS TIME LAST YEAR?

Anglemyer: They've stayed the same as last year.

Grubb-Solaimani: We had a big push to get our rental rates up. We were seeing increased competition from other companies, and we did a good job of responding to that and improving our rental rates.

Nielsen: Rates have increased slightly. We implemented a rate increase in the fourth quarter of 2012, our first in several years. Our goal at Kirby-Smith Machinery is to provide the best value possible to our customers, so with the increased cost of new cranes, parts, and service, it was necessary to raise rates in

strongest segment. Nothing else comes close.

Grubb-Solaimani: Power plants are holding strong for both bare rental and operated and maintained equipment. We are still pretty busy with bridge and highway work that was started in earlier years. We've actually seen a lot of maintenance work for mechanical contractors because they had been putting it off for so long because of the down economy. Now it's getting to the point where they have to do certain upgrades.

Nielsen: The energy market continues to be our strongest market segment. Kirby-

order to continue to provide the level of service our customers need.

HOW COMPETITIVE ARE RATES?

Anglemeyer: There are so many crane companies in this small area of Los Angeles, which makes it very competitive. In addition to going up against the same local companies, there is competition coming in from Northern California, and I think their equipment is going to flood into Los Angeles.

Grubb-Solaimani: Rates are still pretty competitive. But with every job, everyone is cost conscious.

Nielsen: Rates are always going to be competitive, but typically Kirby-Smith Machinery has been the price leader. We want to maintain the newest fleet possible and provide quickest response to down-time issues when then come up. This is the added value we provide to our customers.

DO YOU THINK CRANE RENTAL RATES WILL IMPROVE THIS YEAR?

Anglemeyer: Absolutely. We are extremely busy. We can't keep cranes in the yard. When I look out right now, I see an

empty yard. We're going to increase our fuel-surge. Also, we plan to increase prices we charge for crane rental. There are regulatory issues that force companies to charge more. To comply with emissions rules from the California Air Resources Board, we had to buy three new trucks to replace three trucks that were perfectly fine. I was at a meeting of a mobile crane operators group yesterday, and some of them were talking about repowering their own cranes to make them compliant with new standards, but the cost is unbelievable. We're having to replace old RTs. It's made it hard here, and I've heard other states are thinking about following California's regulations.

Grubb-Solaimani: We hope they will improve. We think we can stand an additional five percent increase across the board.

Nielsen: I don't anticipate much more improvement in rates throughout 2013. Our challenge will be to anticipate the type of cranes our customers will be needing in our market, and ensuring that we have the right fleet mix to take care of those needs. ■

“ Rates are always going to be competitive, but typically Kirby-Smith Machinery has been the price leader. We want to maintain the newest fleet possible and provide quickest response to down-time issues when then come up.”



RICK NIELSEN
Crane Rental & E-Commerce Sales
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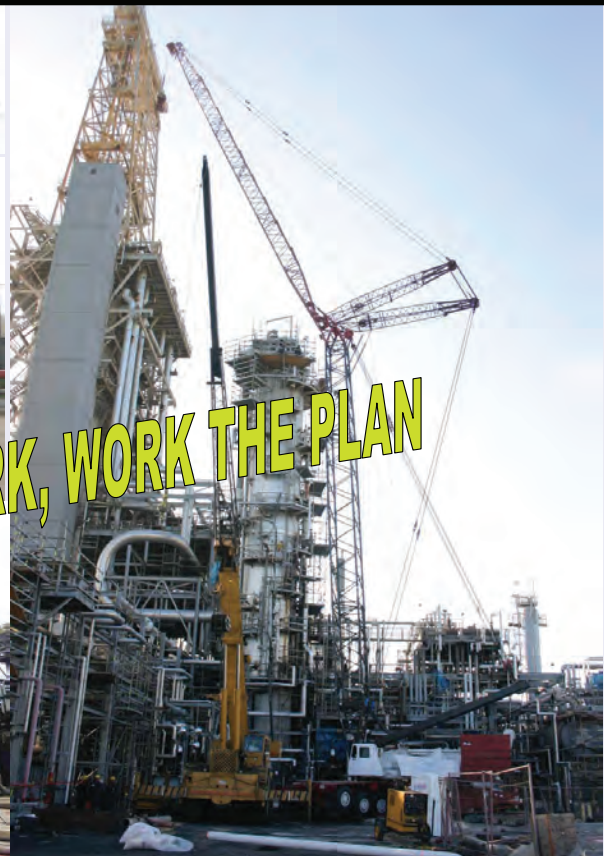
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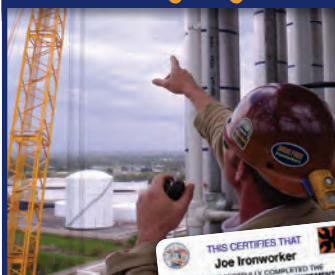
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While Bauma is held every three years in Germany, many people from Canada, Mexico and the United States haven't been to the Munich trade show since 2007 due to the cancellation of thousands of flights prior to Bauma 2010.

In 2010, volcanic ash hindered air travel to the Bauma 2010 tradeshow for many would-be attendees from North America. This year, skies are clear and expectations are high for the Munich exposition.

The big one

Bauma 2013

Important information about Bauma 2013

WHAT:

Bauma 2013 exhibition of construction and mining equipment

WHEN:

April 15-21, 2013

OPENING HOURS:

Monday-Friday: 9:30 a.m. to 6:30 p.m.

Saturday: 8:30 a.m. to 6:30 p.m.

Sunday: 9:30 a.m. to 4:30 p.m.

WHERE:

**New Munich Trade Fair Centre
Munich, Germany**

ORGANIZER:

**Messe München
Messegelände
81823 München
Germany**

TELEPHONE: +49 (0)89 949 11348

FAX: +49 (0)89 949 11349

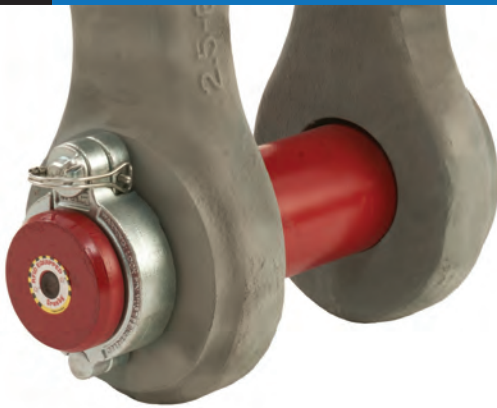
www.bauma.de

Bauma 2013 is shaping up to be the largest construction equipment exhibition ever held. Scheduled for April 15-20 in Munich, Germany, the 30th edition of the event is expected to attract more than 450,000 attendees.

While Bauma is held every three years, many people from Canada, Mexico and the United States have not been to German show since 2007 due to the

cancellation of thousands of flights prior to the 2010 event. A volcano in Iceland began erupting and caused dense clouds of ash to move over the Atlantic Ocean and Europe just as many people were boarding planes for Munich. While the event was still labelled a success, thousands of stranded would-be attendees sat out Bauma 2010. For this reason, attendees from North America are excited about the 2013 tradeshow.





The Crosby Group will show off the new Crosby Easy-Loc Bolt Securement System. The patent-pending system utilizes a hinged split collar assembly that eliminates the traditional threaded bolt, nut and cotter pin.

For 2013, the exhibition area has been increased to 570,000 square meters from the 550,000 square meters at the last event in 2010. Around 3,300 exhibitors from around the world will be exhibiting, revealing a huge range of new products for the construction industry.

"With this additional space we can now admit more exhibitors than at the last event," said Georg Moller, exhibition group director for show organizer Messe München International.

According to Wolf-Dietrich Müller, executive director of capital goods shows for Messe München, exhibitors are still



Among the new Manitowoc, Potain and Grove machines making their debut is the MLC165 lattice-boom crawler crane. The 165-ton capacity crane is designed for the global market, according to Manitowoc.



Travel

Plan your trip to Munich for Bauma 2013.

TRAVEL TO MUNICH

The nearest airport is Munich Airport. During Bauma, a shuttle bus service will run from the airport to the Trade Fair Centre every 30 minutes. The trip takes 45 minutes and tickets are €8 one-way or €13.50 for a return journey. Taxis from the airport to the Trade Fair Centre cost an agreed fixed rate of €56.

For journeys into Munich City Center from the airport, take the S1 or S8 urban rail lines to the Hauptbahnhof (central station) or Ostbahnhof (eastern station), or stations and connections along the route. Bus services are available serving different parts of the city – check information counters at the airport, depending on your destination. A limited number of hotels offer a shuttle bus service.

Taxis are available but be aware that the airport is some 30 kilometers from the city center, so fares to the city center are likely to be €60 or more.

Rental cars are available at Munich Airport from Avis, Europcar, Hertz, National/Alamo and Sixt. Service counters and pick-up/drop-off points are in Terminal 1.

Munich is also well served by rail and road networks.

HOTELS

Bauma's popularity means hotel rooms are hard to come by in Munich during the show, and rates are generally very expensive. Expect to pay triple the rate of non-busy times for a room, but it is not unheard of to be asked to pay five to 10 times the normal advertised room rate.

Reservations can be made through:

www.tradefairs.com

Tel: +49 (0)69 9588 3616

Fax: +49 (0)69 9588 1913

e-mail: messe-muenchen@tradefairs.com



Link-Belt Construction Equipment is shipping four cranes for exhibition at Bauma, including the 110-ton capacity TCC-1100.

looking for bigger stands, even though the area has been expanded by 20,000 square meters.

During the show, awards will be given for innovation. The four categories for the awards are machinery, components, research and design. Anja Schnieder of the German Engineering Federation (VDMA), which is partner to the exhibition, said that 156 entries had been received for the awards contest.

New product bonanza

Bauma 2013 will showcase a full range of new models and products for the crane and lifting industry and for the specialized transport sector. As with previous years, the major names in the crane industry will be there. Expect to see spectacular displays of new cranes from the likes of Liebherr, Manitowoc, Tadano, Kobelco and Terex and major transport system manufacturers Nicolas, Scheuerele, K-MAG, Goldhofer, Cometto and Trail King, to name a few.

From further afield in Europe will be a strong showing from articulating crane manufacturers, including Fassi, Hiab and Palfinger.

In addition to products from the general crane manufacturers, European tower crane manufacturers will be well represented by Linden Comansa and Wolffkran, among others.

A strong showing from North

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American companies is expected, most notably from Link-Belt. If the Bauma China exhibition is anything to go by then that country will be well represented, with its major manufacturers, including Sany, XCMG and Zoomlion, making a strong showing.

ACT's April 2013 issue will feature a Bauma 2013 Show Guide geared

The fully hydraulic Highway Trailer from Scheuerle offers payloads of up to 113 tons and complies with virtually all U.S. and Canadian permit requirements.



to the North American market. In the April issue, which will be distributed at the KHL Group stand at Bauma, the magazine will provide an overview of all the cranes, trailers and related equipment available to the American market, and more pertinent information about attending the show.

Getting to Bauma

The New Munich Trade Fair Centre is served by the U2 underground metro line, part of Munich's extensive public transport network. The Messestadt West station is at the main entrance to the trade fair, and is convenient for the lower numbered exhibitions halls (A1 to A3, B0 to B3, etc). The Messestadt Ost station is more useful for the outside exhibition areas and the higher numbered halls (A4 to A6, etc).

There is also car parking available at the trade fair centre and a steady flow of taxis. Bear in mind that the huge numbers of visitors to Bauma can lead to heavy traffic and delays, particularly at peak times.

TICKETS

Tickets may be purchased at the door or online for a reduced cost. Chances are high that there will be long ticket lines so buying online is a good idea.

- 1-day ticket – EURO 26 ■ 1-day ticket online – EURO 20
- 3-day ticket – EURO 52 ■ 3-day ticket online – EURO 43
- 7-day ticket – EURO 65 ■ 7-day ticket online – EURO 54

To purchase online, visit http://www.bauma.de/en/besucher_1/ticket_kaufen/ticket_kaufen.php.

WEATHER

According to WeatherSpark.com, average temperatures in April in Munich are daily highs from 52°F to 61°F, exceeding 72°F or dropping below 40°F only one day in ten. Daily low temperatures range from 35°F to 42°F, falling below 28°F or exceeding 49°F only one day in ten. The average probability that some form of precipitation will be observed in a given day is 62 percent, with little variation over the course of the month.



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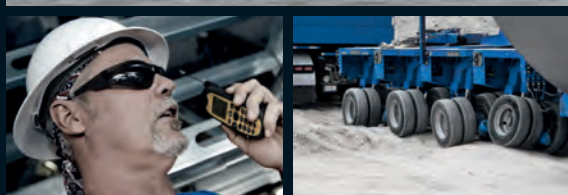
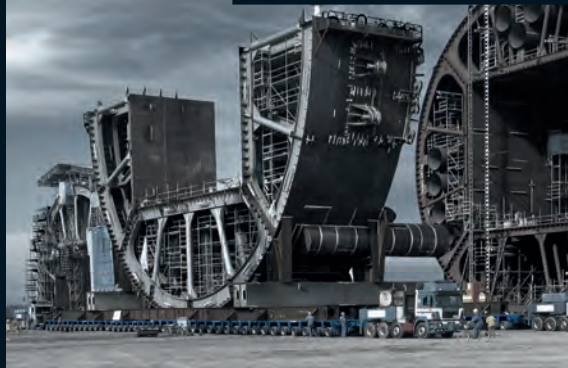
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SPECIALIZED LIFTING 50

ACT presents its annual
SPECIALIZED LIFTING 50

list of companies that
provide expert specialized
lifting and rigging services.

D. Ann Shiffler reports

Bring it on!

People who work in the realm of specialized lifting enjoy the utmost of challenges and generally have a “bring it on” attitude. Give them a square peg and they will figure out how to fit it into a round hole. Give them a huge piece of equipment that needs to be installed in the middle of a busy industrial plant and using a strategy

similar to that of dealing with an obstacle course, they will figure a way to get it done safely and efficiently.

To perform this incredible work requires the use of some pretty specialized tools and equipment, some of which is available commercially and some of which is designed and fabricated in the shops of the companies that

■ The **SPECIALIZED LIFTING 50** employs approximately **7,978** people

■ Approximately **22** firms on the list also have conventional crane rental fleets

■ **322** gantries are owned by the **SPECIALIZED LIFTING 50**

■ **800** strand jack units are owned by the **SPECIALIZED LIFTING 50**

■ **3,686** pieces of specialized lifting equipment not classified as a gantry or strand jack are owned by the **SPECIALIZED LIFTING 50**

■ The companies in the **SPECIALIZED LIFTING 50** have the capacity for lifting **940,580** tons, down from **1,047,457** tons in our 2012 **SL50**

THE NUMBERS

Top 10: LARGEST CAPACITY UNIT

RANK	NAME OF COMPANY	MAKE/MODEL OF LARGEST SPECIALIZED LIFTING UNIT	CAPACITY OF LARGEST LIFTING UNIT (U.S. TONS)	SPECIALIZED LIFTING INDEX (U.S. TONS)
1	Fagioli USA	Fagioli elevator system	8,000	218,000
2	Omega Morgan	Jacking system and slide gear	6,000	12,142
3	Barnhart Crane & Rigging	Barnhart Modular Lift Tower	5,000	264,578
4	Berard Transportation	Enerpac Syncrolift	4,000	11,080
5	Emmert International	Emmert Lift System	3,250	76,250
6	Burkhalter	Hydrospex BSET	2,204	15,196
7	Deep South Crane & Rigging	VersaCrane	2,200	8,500
8	Mammoet North America	Mammoet JS-500	2,000	107,200
9	George Young Group	Enerpac Jacking System	2,000	13,973
10	Lampson International	-	1,200	13,500

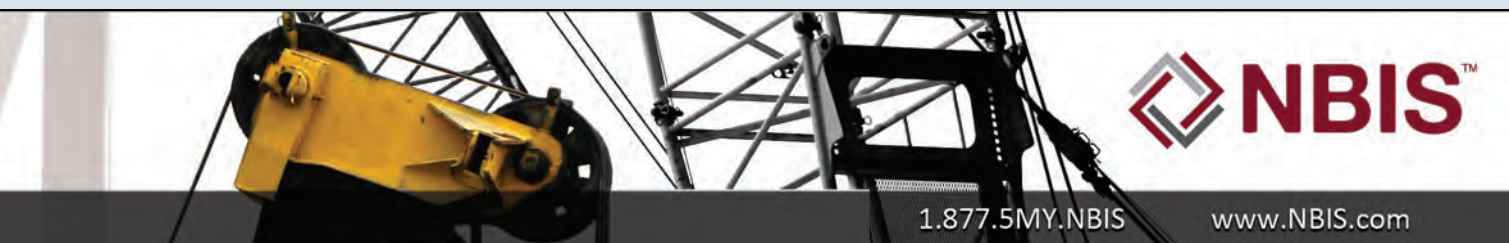
RANK	NAME OF COMPANY	LOCATION	# OF DEPOTS	SCOPE OF OPERATION	# OF EMPLOYEES	SENIOR CONTACT
1	Barnhart Crane & Rigging	USA	24	National	850	Alan Barnhart, CEO
2	Fagioli USA	USA	1	Worldwide	50	Edoardo Ascione, president
3	Mammoet North America	USA/Canada	80	Worldwide	1,600	Jan Kleijn, CEO
4	Emmert International	USA	3	Worldwide	110	Terry W. Emmert, president
5	Bigge Crane & Rigging*	USA	10	Worldwide	350	Joseph Nelms, vice president
6	Edwards Moving & Rigging	USA	9	National	70	Mark Edwards, president
7	Burkhalter	USA	5	Worldwide	125	Delynn Burkhalter, president
8	George Young Group*	USA	2	National	80	George S. Young, president
9	Lampson International	USA	10	Worldwide	300	Bill Lampson, president/CEO
10	Omega Morgan	USA	4	Worldwide	300	John McCalla, president
11	Berard Transportation	USA	3	National	45	Brett Berard, vice president
12	Rigging Gear Sales	USA	1	Worldwide	15	Ben Forster, general manager
13	Deep South Crane & Rigging	USA	6	Worldwide	400	Mitch Landry, vice president
14	Energy Transportation Inc.	USA	6	National	135	Dan McGlade, president
15	Dozier Crane & Machinery*	USA	3	Worldwide	60	Dozier H. Cook, CEO
16	Norris Brothers Co.*	USA	1	Regional	65	Bernard E. Weir Jr., chairman
17	Duffy Crane & Hauling*	USA	1	Regional	50	Jeffrey L. Cummings, president
18	Atlas Industrial Contractors*	USA	7	Worldwide	350	Donald Commons
19	Taylor Crane & Rigging	USA	2	National	75	Jim C. Taylor, president
20	Process Group Inc.	Canada	4	Canada	300	Cliff Snyder, president
21	TNT Crane & Rigging	USA	16	Regional	1,100	Mike Appling, president/CEO
22	Transportes Telleria	Mexico	2	National	105	Guillermo Arce Arteaga, CEO
23	Southwestern Industrial Contractors and Riggers*	USA	1	Worldwide	46	Bill C. Fiske, president
24	Selinsky Force, LLC	USA	3	Regional	200	Jim Chapman, president
25	Wolfe House Movers LLC *	USA	3	National	-	Mark Buckingham
26	NCSG Crane & Heavy Haul	Canada	13	National	450	Ted Redmond, president/CEO
27	Crane Rental Corporation	USA	3	National	105	Alan Ashlock, president
28	CSE Inc. *	USA	3	National	250	Lisa Moon Stinnette
29	Intermountain Rigging & Heavy Haul *	USA	1	National	100	Ron Montgomery, president, heavy haul
30	Holland Moving & Rigging	USA	1	Worldwide	13	Chris Holland, president
31	Advance Rigging & Machinery Movers*	USA	1	Regional	25	Matthew Hinty, president
32	PSC Crane & Rigging	USA	3	National	100	Randy Sever, executive vice president
33	Riggers Group	Mexico	4	Worldwide	54	Hector R. Torres, corporate sales director
34	Southwest Industrial Rigging*	USA	1	Worldwide	100	Bob Pierson, heavy rigging/transport manager
35	Caribbean Heavy Lift & Transport	Aruba	1	Regional	50	Marco Van Daal, managing director

Editor's Note: American Cranes & Transport is not responsible for errors or omissions. Information was provided by the companies listed.

Crane and Rigging
Insurance and Risk Management **EXPERTS**

WEBSITE	# OF RUBBER TIRED GANTRIES	# OF SPECIALIZED LIFTING UNITS**	# OF STRAND JACK UNITS	MAKE/MODEL OF LARGEST SPECIALIZED LIFTING UNIT	CAPACITY OF LARGEST SPECIALIZED LIFTING UNIT (U.S. TONS)	SPECIALIZED LIFTING INDEX (U.S. TONS)	
www.barnhartcrane.com	0	46	704	18	Barnhart Modular Lift Tower	5,000	264,578
www.fagioli.com	0	20	81	596	Fagioli Elevator System	8,000	218,000
www.mammoet.com	1	11	95	30	Mammoet JS-500	2,000	107,200
www.emmertintl.com	1	4	1003	4	Emmert Lift System	3,250	76,250
www.bigge.com	0	27	178	66	SBL 1100 gantry	1,100	62,809
www.edwardsmoving.com	0	12	492	4	J&R Engineering Lift N Lock	700	51,587
www.burkhalter.net	0	6	60	14	Hydrospec BSET	2,204	15,196
www.gyco.us	0	26	222	0	Enerpac Jacking System	2,000	13,973
www.lampsoncrane.com	0	4	8	0	-	1,200	13,500
www.omegamorgan.com	0	4	60	4	Jacking system and slide gear	6,000	12,142
www.berardtrans.com	0	0	7	4	Enerpac Syncrolift	4,000	11,080
www.rgsinc.net	0	90	193	0	Lift Systems 34PT 10060 WTIC	1,000	10,215
www.deepsouthcrane.com	0	2	11	4	VersaCrane	2,200	8,500
www.energytran.com	0	4	3	0	-	-	8,155
www.doziercrane.com	0	0	30	0	-	-	7,788
www.norrisbr.com	0	3	13	0	-	-	6,695
www.duffycrane.com	0	1	4	20	-	-	5,000
www.atlascos.com	0	3	89	4	Atlas Tower Lifting System	800	4,400
www.taylorcrane.com	0	10	90	0	EZ Lifter 640	600	4,220
www.processgroup.ca	0	4	0	4	Lifting tower	1,000	4,179
www.tntcrane.com	0	4	56	0	Hydrospec Gantry System	1,100	4,047
www.transtell.com.mx	0	2	23	0	4 Lift System 44PT8200	800	3,900
www.southwesternindustrial.com	0	3	33	0	Lift Systems 34PT5400WS	500	3,155
www.selinskyforce.com	0	3	36	0	J&R Engineering Lift N Lock	500	3,078
www.wolfehousebuildingmovers.com	0	0	30	0	JSJS United Jack System	1,000	3,000
www.ncsg.com	0	1	4	1	Custom gantry system	800	2,800
www.cranerental.com	0	16	1	0	J&R Engineering Lift N Lock	700	2,143
www.cseonline.net	0	1	6	0	J&R Engineering Lift N Lock	900	2,000
www.intermountainrigging.com	0	4	24	0	Gantry system	450	2,000
www.hmrssupplies.com	50	0	0	0	Holland Power Dolly	55	1,990
www.advanced-rigging.com	0	4	27	0	Lift Systems gantry	400	1,800
www.pscind.com	0	1	46	0	J&R Engineering Lift N Lock	500	1,790
www.riggers.mx	0	2	25	15	4Points Lifting System Gantry	440	1,348
www.swirusa1.com	0	4	3	0	Lift Systems 850	850	1,262
www.atcoaruba.com	0	0	10	0	Jack and slide system	-	800

* estimate ** includes jack and slide systems, skates, mobile pick and carry machines, rigger trucks, etc.



offer these types of services. Gantries, strand jacks, hydraulic jacks, skates, rigger trucks, jack and slide systems and elevator systems are just a few of the tools of the specialized lifting and rigging trade. Often these tools are combined to create amazing machines with amazing capacities.

In 2011, *American Cranes & Transport* started the **SPECIALIZED LIFTING 50** list in an attempt to determine the depth and breadth of this sector. On these pages are our third list, which continues

to grow. The main difference in our 2013 list from the 2012 list is that many companies included have invested in larger capacity equipment to help them lift and install ever-larger components. This leads us to believe the sky is the limit for the types of services they are performing and will perform in the future. On the flip side however, some of these companies appeared to have divested of some of their specialized lifting gear as our overall ACT index is down just a bit from 2012.

Methodology

In January 2013, some 200 companies known to offer specialized lifting services were emailed and mailed survey forms for the **SPECIALIZED LIFTING 50**.

Companies that completed the surveys were included in our 2013 **SPECIALIZED LIFTING 50**.

In some cases, data from our 2012 surveys were used, and in this case the entry is marked with an asterisk, which denotes the **SPECIALIZED LIFTING 50** index is an estimate.

While every effort was made to ensure the accuracy and completeness of the information listed, ACT and its editors do not take responsibility for errors or omissions. Information in the list was provided by the companies themselves.

Top 10: NUMBER OF GANTRIES

RANK	NAME OF COMPANY	NUMBER OF RUBBER TIRED GANTRIES	TOTAL NUMBER OF GANTRIES	SPECIALIZED LIFTING INDEX (US TONS)
1	Rigging Gear Sales	0	90	10,215
2	Barnhart Crane & Rigging	0	46	264,578
3	Bigge Crane & Rigging*	0	27	62,809
4	George Young Group	0	26	13,973
5	Fagioli USA	0	20	218,000
6	Crane Rental Corporation	0	16	2,143
7	Edwards Moving & Rigging	0	12	51,587
8	Mammoet North America	1	11	107,200
9	Taylor Crane & Rigging	0	10	4,220
10	Burkhalter	0	6	15,196

2014

To be a part of our 2014 ACT **SPECIALIZED LIFTING 50** email D. Ann Shiffler for a survey form at d.annshiffler@khl.com.

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Agenda:

- Golf Tournament & Softball Game
- Keynote Address: Harry Costner, PE, Mammoet

Wednesday, May 8th

Breakfast

- Crane & Rigging Jeopardy: Crosby
- Case Studies of Super Critical Lifts: Harry Costner, PE, Mammoet
- Wind Turbine Lifting Considerations: Donald Strong, PE, Vestas
- Offshore Rigging: George Watson, Holloway Houston

Lunch

- Breakout Workshop: Wire Rope Splicing
- Breakout Workshop: Chain Sling Mechanical Assembly & Inspection
- Breakout Workshop: Wire Rope Inspection
- Breakout Workshop: Crane Simulator Rodeo – Mobile, Tower, Overhead Cranes

Thursday, May 9th

Breakfast

- Critical Lift Planning Interactive Workshop: Mike Parnell, Industrial Training International
- What is a Rigging Engineer's Function: FLUOR

Lunch

- Breakout Workshop: Mobile Crane Inspection
- Breakout Workshop: Crane Pads-DICA FIT System Training
- Breakout Workshop: SMPT Transporters
- Crane Operator Rodeo Results

Friday, May 10th

Breakfast

- Heavy Intermodal Lift & Transport-Engineering Considerations: Jim Yates, Barnhart Crane & Rigging
- Oil & Gas Lifting Challenges: Don Jordan, BP

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After being loaded onto the Goldhofer system from the rail spur, the transformer had to jump a bridge that was not designed to hold the load.



A 361,000-pound transformer needed to be moved from a railcar in Orlando, FL to a power plant substation. While the job may have appeared to be simple, it turned out to be quite complicated. Hometown company Crane Rental Corporation was awarded the job, which involved a complex rigging, lifting and transportation plan that included “bridge jumping.”

The first challenge for Crane Rental was to locate a local rail spur. The problem was that the best spur available meant crossing a bridge that was not engineered to support this type of load.

The next hurdle

Crane Rental Sales Representative J.R. Nutting located the usable rail spur that was available. His team set up Crane Rental's 550-ton Grove GMK 7550 AT to

lift the transformer off the rail car and onto the company's 12-axle Goldhofer trailer rigged with a 30-foot lowboy deck.

The next hurdle facing Nutting and his colleague Carmine Puglisi was to figure out how to cross a bridge that the Florida Department of Transportation had determined was not strong enough to withstand the load. Working with the Florida DOT and Richardson Engineering, a plan was developed to cross the bridge. Crane Rental set up three sets of 40-foot spanning ramps to cross the bridge. The 40-foot spanning ramps were able to spread the load onto the main support columns under the bridge. Traffic on both sides of the bridge had to be stopped during the time the transformer would cross.

The final challenge was setting the transformer in the middle of a three-foot trench on its foundation at the substation.



After being placed on the jack and slide system, the transformer is inched over the foundation. It was lowered to the foundation using a hydraulic jack system.

Due to the site conditions and the depth of the trench, Crane Rental's GMK 7550 would be out of chart, according to Nutting.

Instead of using a crane to lift the transformer off the Goldhofer system, Crane Rental's crews used a jack and slide system to place the transformer over the trench. Once the transformer was at the substation and the Grove 550-ton crane was set up, it was offloaded onto the jack and slide track. Slowly the jack and slide system moved the transformer to the final position over the trench. At this point, Crane Rental crews used hydraulic jacks to lift the transformer off the track and set it down on its foundation. ■

Crane Rental set up three sets of 40-foot spanning ramps to cross a bridge. The 40-foot spanning ramps were able to spread the load onto the main support columns under the bridge.



Racing boat

Liebherr's 81 K tower crane assists in lifting catamarans for the America's Cup World Series.

About the Liebherr 81 K

Maximum load capacity	6,000 kg
Lifting capacity at the tip	1,400 kg
Maximum radius	45.0 meters
Slewing radius	2.75meters/3.50 meters
Hook heights	
Tower retracted	17.4 meters
Standard	26.0 meters
6 tower sections	40.4 meters
Max. hook height at 30° luffed jib position	55 meters



The oldest trophy in international sports, the America's Cup, dates back to 1851. Today, the America's Cup World Series (ACWS) is an enormous global venture that includes 11 AC45 wing sail catamarans involved in high-flying races where speeds approach 30 knots, which is about 35 miles per hour. Helping the America's Cup organization get the boats in and out of the water every day, all over the world, is a Liebherr 81 K fast-erecting tower crane.

The ACWS travels from venue to venue on a 525-foot cargo ship that carries 1,500 tons of gear, including boats, equipment and 110 containers that transform into a full-scale village for boat repair maintenance, operations, storage and hospitality. Setup and teardown for each venue take approximately one week.

One-man show

Once the ACWS arrives at its destination, Wing and Platform Logistics Manager Graham Goff quickly and easily sets up

the Liebherr 81 K along-side the pier. The crane remains in place for the duration of the event. It is used to raise and hold each sail so that it can be inserted into the housing. Then, the crane lifts each boat in or out of the water. This process takes about 20 minutes per boat.

"It only takes about two hours to set up or dismantle the crane and I can do it myself in most cases," says Goff. "That's short work for such key piece of equipment. When the boats are practicing and racing, we use the 81 K every day to get them into and out of the water. We couldn't keep on schedule without the crane."

Goff has even designed a special lifting system so he can release the hook from the sail after placing the boat without climbing up the mast.

The Liebherr fast-erect tower crane model first hit Goff's radar when he was in New Zealand looking into renting a crane to lift the boats while on site there. The high cost of mobile crane rental

Graham Goff, America's Cup World Series wing and platform logistics manager, assembles and operates the Liebherr 81 K at each racing event.



launcher

The Liebherr 81 K fast-erecting tower crane travels the world with the America's Cup World Series.

compared with the cost of a Liebherr 71 K was the impetus to try out a tower crane. After placing boats for the ACWS with the 71 K for a month, Goff was hooked, and he purchased the 81 K for use as the organization's permanent crane.

Smooth operation

Introduced at Bauma in 2010, the Liebherr 81 K is the first model in its class to bring the drive and control technologies of a top-slewing tower crane to the fast-erect market. This includes stepless lift and lower capabilities. The 81 K also allows for the option of highly precise slewing at low rpm or high torque and high handling capacity at high rpm and low torque.

"I love how smooth the machine operates with the frequency drive, especially when setting the AC45 sails onto the body and lifting the boats," says Goff. "No matter what I'm doing, I know that the crane will be accurate even at full speed."

The push button-selected fine positioning mode reduces hoist speed to 25 percent, so that even heavy loads can be precisely positioned without the hoist gear brake being applied. In addition, the range of control lever movement always corresponds to the maximum possible speed.



The America's Cup Village in San Francisco is the public venue for the race in the summer of 2013.

Safe control

With the Liebherr 81 K, safe control is simple, and the crane is easy to learn to set up and to operate. The graphic display of the PLC control features a simple menu guide and shows important operational data in one view.

In addition, the electronic monitoring system (EMS) provides critical information on loads, driving modes and many other important operational functions.

"I haven't used the older technology contactor control since using the frequency drive," says Goff, who has earned crane operator certifications in several countries around the world. "The controls on the 81 K simply improve my ability to do my job."

The 81 K also features a cabin design that offers optimum visibility and maximum working comfort for the operator, he says.

The ACWS wanted a machine that could be certified to operate anywhere in the world using local power, whatever the voltage or frequency. The 81 K has a connection point located at the undercarriage.

"We've traveled all over the world with the 81 K since purchasing it," says Goff. "In the 2011-2012 America's Cup World Series, we made several stops in the United

States, starting in Newport, RI and then in San Diego and San Francisco. The crane travels well by boat, road and rail."

As an operation constantly on the move, it's not surprising that the America's Cup World Series would think outside the box and purchase its own crane for launching boats. This solution is right on strategy for maintaining self-sufficiency.

"It's probably the most unusual application for a tower crane, but it was a viable option that enables us to contain our costs over the long run," Goff explains. "As someone involved in logistics, the efficiency we gain by using the 81 K to get the boats in and out of the water is invaluable. We haven't needed them yet, but parts and service are also available all over the world."



With a packing size of about 7.8 feet by 3.6 feet, the 81 K can be easily transported by boat, truck or rail.



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MAR 20

12 pm EST

SAFETY PROGRAM ESSENTIALS

Building a successful safety program for crane and rigging companies is very complex. Mr. Erwin will discuss the latest changes in regulatory requirements and technologies a company should include in their safety programs. He will also cover how to report safety/accident data to ensure your organization consistently and accurately reflects your safety performance experience. Correct reporting is critical because it will affect a company's worker's compensation and business insurance rates. In addition, many prospective crane and rigging clients are using safety performance information to determine which companies can bid on a project. Mr. Erwin will conclude with a discussion of how to take your company's safety performance requirements and training programs for employees and turn it into a "living" safety culture with employee buy-in.



DANIEL ERWIN
Safety Director
TNT Crane & Rigging

APR 24

12 pm EST

CREATIVE AND EFFECTIVE WAYS TO HIRE AND RETAIN SKILLED PERSONNEL

Mr. Swain's presentation will focus on development and retention of skilled trades personnel including truck drivers, equipment operators, maintenance personnel, and other trades where turnover is not only a productivity issue, but represents significant costs to businesses across the country. This discussion will be of interest to key business managers and executives responsible for business operations, finance and human resources in the transportation, crane and rigging industries. During the course of the presentation attendees will learn about some of the critical issues impacting recruiting and retention of key personnel. In addition, Mr. Swain will introduce some innovative strategies for recruiting, education, orientation, and compensation that are aimed at attracting new entrants into these professions and providing opportunities for improved productivity, job satisfaction and career planning that are necessary for the long term health of the industry and your company.



DUFF SWAIN
President
Trincon Group LLC

MAY 22

12 pm EST

VIEW FROM CAPITOL HILL: CURRENT FEDERAL HIGHWAY FUNDING & POLICY ISSUES

Mr. Cohen's webinar will provide an insider's perspective on the status of federal surface transportation programs, how Congress is reacting the looming insolvency of the Highway Trust Fund, options for new sources of revenue to fund the program, the context of transportation's funding woes in relation to the larger fiscal problems facing the nation, and hot policy issues that are affecting the highway funding debate. In addition, Mr. Cohen will discuss the actions that our industry can take to increase public support for larger federal highway investments, with an emphasis on grassroots lobbying, media outreach, and strategic use of social networks.



GREG COHEN
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American Highway Users Alliance

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The U.S. economy has gone through boom and bust cycles throughout our history. When the "bust" comes there has always been a driver to help pull the country out of the economic doldrums.

After World War II, the economic drivers were housing, cars, appliances and new consumer goods, and women continuing to be active in the workforce. In the late '70s and '80s, the emergence of computers, information technology, software and automation drove the U.S. economy.

From the mid 1990s to the early 2000s the emergence of the Internet created its own boom, bust and rebirth cycle. In the early 2000s until 2008, much growth was based on unsustainable, over-extended, cheap credit.

So what is the next "big thing" to pull us out of the 2008-10 recession, employment issues and continued economic lethargy? A key answer appears to be the development of fracking technologies and the newly accessible oil and natural gas reserves that the U.S. now may reach for a commercially viable cost.

In 2005, the U.S. imported 13.5 million barrels of crude oil per day which represented 66 percent of domestic use. According to the International Energy Agency, the U.S. is projected to pass Saudi Arabia as the world's largest oil producer by 2020 and is expected to reach energy self-sufficiency by that date.

So what are the effects of this energy turnaround on the country?

First gasoline and diesel prices are likely to be more stable instead of wild swings in supply, price and demand. Second, it is reasonable to conclude that gasoline, diesel, natural gas, heating oil and electricity costs should stabilize with modest increases over the next few decades. That stabilization is good but alone it is not enough to be the "next big economic driver for the U.S."

What will make the difference is the boom we are starting to see in energy related investment, construction and equipment. The U.S. Chamber of Commerce has completed a report on the economic impact of U.S. energy growth.

Highlights of the report include:

■ In 2012, shale created \$237 billion in economic activity and \$62 billion in government revenue.

■ In the last few years, the U.S. has added 1.75 million energy jobs.

■ By 2035, the U.S. could double this economic impact and number of jobs. However we need some help with government policy to unleash this economic driver. The Chamber indicates:

■ One million jobs can be created by 2018 by expanding oil and gas development and building the Keystone XL Pipeline from Canada to the Gulf Coast refineries.

■ More than 300 energy projects that represent over one million construction jobs and almost a million permanent jobs have been stopped by the government. We must reexamine these projects and get at least some of them started.

To get an understanding of the full effect of this energy revolution, one simply needs to scan the daily papers across the country. Here are some very recent headlines:

■ *Parkersburg News and Sentinel*, February 10, 2013: "Antero, a Denver-based company plans to spend \$1.65 billion this year drilling shale. . ."

■ *Columbus Dispatch*, February 10, 2013: "Local Shale Boom Benefits Ariel Corp., largest employer in Knox County, with about 1200 workers. . ."

■ *The Intelligence*, February 10, 2013: "MarkWest to spend \$1.9 billion, new agreement will allow natural gas processor and transporter to rapidly expand . . ."

There are some valid environmental concerns associated with fracking that will have to be taken into account and carefully monitored. However, the booming energy business will be a great driver for the economy if we don't get in our own way. The specialized transportation, crane and rigging business stands to benefit as pipelines, drilling platforms, electric generation plants, refineries and wind power turbines are built, modified, maintained and updated. SC&RA members stand prepared to help drive the next energy upcycle. ■

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Everything you thought you knew about health insurance has changed or is in the process of changing. **Dave Sturtevant** reports how member companies should evaluate their health insurance.

SC&RA has a very successful affinity insurance program administered by Association Benefit Resources and the Hays Companies and underwritten by United Healthcare. With the implementation of the Affordable Healthcare Act (ACA), it is time for all specialized carriers, crane and rigging companies to consider all their healthcare insurance options working with a qualified and knowledgeable broker/administrator/underwriter team. Everything you thought you knew about health insurance has changed or is in the process of being changed. All employers realize that offering health insurance is a benefit that is valued by potential and current employees improving hiring and retention. The question is: Under the new law what are the best options for your company?

If your company has less than an average of 50 employees working at least 30 hours per week for any six-month period in or throughout 2013, you will not be required to offer health care insurance to your employees under ACA.

If your company has 51 or more employees and does not make a qualifying health insurance option available to your employees, then you will be required to pay a fine of \$2,000 per year for every employee on payroll beyond 30 employees. As an example, an employer with 77 employees on average through 2013 that opts out of offering a health insurance program will pay $77 - 30 = 47$, $47 \times \$2,000 = \$94,000$ in fines. These penalties will increase each year by the growth in insurance premiums. It is important to note that the employer's share of health care premiums is tax deductible, but the penalties are not.

Insurance conundrum

According to The Henry Kaiser Family Foundation, in 2011 57 percent of U.S. employers with 50 or fewer full-time employees, 92 percent of businesses with 51-100 workers, and 97 percent of businesses with 101 or more employees, offered a health insurance plan to their employees.

If your company has been considering offering healthcare insurance, even though you are not required to do so, and you have 25 or fewer full-time employees, you will be able to purchase insurance through a new Small Business Health Options Program (SHOP Exchange) in 2014. This program will allow your company a tax credit of up to 50 percent of the cost of the insurance for two years. To be eligible, your company's average eligible wages must be below \$50,000 per employee.

Medicaid issues

The ACA expanded Medicaid eligibility to workers making \$14,856 per year (approximately \$7.50 per hour) as a means to extend coverage to most Americans. If these employees are added to Medicaid, and paid for by federal and state governments, employers will not have to provide coverage. However, the Supreme Court ruling challenging the legality of the ACA allows states to opt out of this Medicaid provision. *The Wall Street Journal* reported on February 11, 2013 that 25 states range from being neutral to expecting to opt out of the expanded Medicaid program. In states expected to opt out – such as Idaho, Texas, Pennsylvania, Iowa, Maine and Georgia – the employer will be required to provide coverage for these low income employees or opt out of ACA for all employees and pay the \$2,000 per employee fine.

WHAT QUALIFIES?

For an insurance program to qualify, actuaries must determine that the insurance program will pay for at least 60 percent of covered health care expenses for a typical population. Do not expect to do this calculation yourself, and even your insurance broker will need the help of an actuary. The insurance underwriter

will need to examine the demographics of your employee pool to determine if a given plan will meet the 60 percent eligibility requirements.

Further, if an employee needs to pay more than 9.5 percent of family income in premiums, they may opt out of the employer program, purchase coverage in an exchange and receive a tax credit. For every employee exceeding the 9.5 percent threshold the employer must pay a \$3,000 penalty.

CHANGES FOR QUALIFYING PLANS

Even if your company has a plan in place that will meet the standards of the ACA there are a variety of changes to health plan costs that will affect all employers.

- A federal tax is being added on health insurance premiums of approximately 2 percent which will increase costs.
- The ACA limits the variation in premiums based on age which will increase premiums for younger people and decrease them for older people.
- The ACA requires a wider range of conditions covered which will increase costs.
- Insurance will not be rated or denied because of pre-existing conditions, increasing costs.
- Younger people with limited resources, who are more likely to be healthy than the





When it comes to health care coverage, with the new Affordable Healthcare Act, all the ground rules have changed or will change.

population as a whole, may opt out of the program in disproportionate numbers, skewing the risk pool.

Just the beginning

This article just scratches the surface of the changes that are coming in the area of health insurance. That is why it is so important to discuss your options with your local broker and a large insurance provider such as the SC&RA/ABR Program. The program is not a silver bullet for all companies but having additional options is certainly a valuable tool as you evaluate the future of health care for your company.

The program covers thousands of lives and has a large risk pool with many medium and small companies in the crane, rigging and specialized carrier industry, which means they understand your business. When major changes in insurance occur, the larger the risk pool the lower the rate increases because of the economy of scale in administration and minimizing variations.

ABR works with companies in a variety of creative ways to provide excellent coverage and control costs. As examples they have worked with some employers

to implement wellness programs that resulted in reduced claims thereby controlling premiums. They have helped other companies self-insure the highest claims through re-insurance, helping to control costs. In other instances they established more "cafeteria type" health insurance options allowing the employee to select the best policy for them and saving the employer money. One thing is certain; all the ground rules have changed. Companies who just stick with the status quo on insurance in 2013, without exploring all their options to join a larger risk pool and adjust their coverages, do so at their own peril.

For an independent insurance program consultation and evaluation or to have information sent to your broker, contact Alexandra Kinowski, director of SC&RA Benefit Program Services, at 866-355-9241 to set a time to determine the best options for your company and employees. ■

BIO:

David Sturtevant is vice president of communications and marketing for the Specialized Carriers & Rigging Association.



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10 point plan

Robert C. Moore

discusses 10 essential points to operate efficiently, safely, legally and profitably.

Last month, we discussed changes to the Experience Modification Factor (E-MOD) that just started in January, and how it affects your company's workers' compensation policy. In that article, the NCCI changes to the E-MOD were outlined, and how the new calculation can potentially affect your company's operations in a negative manner, were discussed. Understanding those crucial changes is the first point in our 10 pointers to operate your company efficiently, safely, legally, and profitably.

Additionally, NBIS believes knowledge of the following points will help your company to operate smarter, and more profitably: know the BASICS under FMCSA; know how points are assessed under CSA; keep copies of all CSA inspection reports; understand the inspection selection system (ISS), algorithm, and points system; use the FMCSA pre-employment screening program (PSP); make driver health a priority; institute a safety training program within your company; institute a driver recognition reward program within your company; and, lastly, ensure all company agreements are updated.

THE AUTHOR



Robert Moore is chief legal officer for NBIS and its subsidiaries. His primary function is the oversight and coordination of all legal activities and functions to ensure that regulatory

compliance is maintained, and that the organization is protected from potential legal action.

1 E-MOD

Look back on the E-MOD discussion in February ACT to ensure you understand how the changes will affect your company.

2 BASIC categories

The seven behavior analysis and safety improvement categories (BASIC) are developed and used by FMCSA to rate your company, and to identify and correct safety compliance issues. They are as follows: unsafe driving; hours of service (HOS) compliance; driver fitness; controlled substances; vehicle maintenance; hazardous materials compliance; and, crash indicator.

Unsafe driving refers to the operation of commercial motor vehicles (CMV) by drivers in a dangerous or careless manner, including: speeding, reckless driving, improper lane changes, and inattention.

Hours of Service compliance includes violations of the regulations pertaining to records of duty status, as they relate to the HOS requirements and the management of CMV driver fatigue.

Driver fitness refers to the operation of CMVs by drivers who are unfit to operate a CMV either due to a lack of training, experience, or medical qualifications.

Controlled substance deals with the operation of CMVs by drivers who are impaired due to alcohol, illegal drugs, or the misuse of prescriptions and/or over-the-counter medications.

Vehicle maintenance deals with the proper maintenance of a CMV, as well as the prevention of shifting loads, spilled or dropped cargo, and overloading. This is a key issue and motor carriers must educate their drivers about how to properly conduct pre- and post-trip inspections, record vehicle defects, properly secure loads and know which defects will hinder safe operation of the vehicle.

Hazardous material compliance includes violations for failure to mark or label in accordance with regulations, not properly securing hazardous materials packages, as well as violations regarding cargo tank specification testing, attendance and leakage. Lastly, the **Crash Indicator** is a BASIC that can only be seen by enforcement personnel or by a motor carrier logged into its own safety profile. It deals with the history or pattern of high crash involvement and is based on information from state-reported crashes.

3 Know how points are assessed

Knowing how points are assessed, and which areas carry higher violations, can help your company to focus in on where safety should be specifically stressed. To give you an idea of what you have to know, here are the numbers regarding points for certain violations: Unsafe Driving = 36 different types of violation, of which 15 will get you 5 points each; Fatigued Driving = 28 different types of violation, of which 17 will get you 7 points each; Driver Fitness = 31 different types of violation, of which 19 are worth 8 points each; Controlled Substance = 3 different types of violation, of which 2 of them will cost you 10 points each; Vehicle Maintenance = 220 different types of violation, of which 56 are 4 points each, 49 are 3 points each, and 46 are 2 points each; Cargo Related/Hazardous Materials = 220 different types of violation, of which 112 are 10 points each, 91 are 8 points each, and 67 will cost you 5 points each.

4 Keep copies of all CSA inspection reports

Every inspection, whether good or bad, affects your score. In order to ensure a good CSA score, impeccable record keeping is essential, and you should keep copies of all your inspection reports. Know where your company stands – go to www.csa.fmcsa.dot.gov and view your company and drivers' current safety assessments and behavior analysis. Verify the information listed is accurate and clear up any errors as soon as possible. If you've kept all copies, then this step will be much easier, and you'll have a record to bolster your position. You are required by the FMCSR to keep these documents, and you should know that Safety Investigators may use them to assess the nature and severity of a motor carrier's safety problems.

5 Understand the Inspection Selection System and the algorithm and points system

ISS is the system by which every motor carrier is given a 1-100 score that recommends how inspectors should prioritize commercial vehicles for inspection. According to FMCSA, the ISS is the primary tool used on the roadside to screen motor carrier vehicles and determine the usefulness of conducting an inspection. You want your score to stay below 50, as a



score of 50-75 inspections are optional, and from 75-100 they are mandatory. If your score is below 50, no inspection is required. For more information on ISS, feel free to contact NBIS.

6 Use the Pre-Employment Screening Program (PSP)

Congress mandated the PSP in an effort to make driver safety information available electronically for pre-employment screening. Although related, it is not part of CSA. Every commercial driver out there has a safety data record in PSP that includes 5 years of crash data, and 3 years of roadside inspection records. This information is then broken down into the BASIC categories, and each category contains the applicable percentile for that category.

7 Make driver health a priority

Sleep apnea continues to be a problem in drivers and correlates directly with weight loss. Encouraging drivers to work out, and advocating for work-out facilities in truck stops to give drivers a mental and physical break, would greatly improve driver health. Supervisors need to evaluate the driver at every conversation to look for signs of fatigue. When the driver reports hours of

service, the supervisor needs to see if that is possible based on the last load. Lastly, create a confidential and comfortable environment for drivers to discuss, and get help, for any addiction problems.

8 Create a safety training program

This doesn't mean posting a sign or having a motto that states safety is important. It is communicated to the corporation and outsiders by the way the company is managed, the behavior and attitude of company officials, and the actions management takes when a safety violation occurs. Implement specific, competent countermeasures to address safety deficiencies. If measures exceed the "alert" threshold, then you need to put into place known, effective measures that correct the reasons your company is receiving violations.

9 Driver recognition reward program

Safety is a profit center, not a cost center. Encouraging safety by having a recognition reward program helps everyone to see safety as a positive, not a burden. To give the driver an incentive to do the best job possible, safety standards should be supplemented by an award program designed to recognize good performance.

■ For further reading on the *10 Essential Points to Operate Efficiently, Safely, Legally and Profitably*, visit the NBIS website at www.NBIS.com in the Latest News Section to review the detailed presentation Robert Moore gave to the SC&RA Specialized Transportation Symposium attendees in February in Orlando.

Awards can range from a monetary prize to gift certificates, plaques, company newsletter announcements and appreciation gear such as a company shirt, jacket or travel mug. When a driver sees a safe driver in the company receive an award they think "Why didn't I get one?" and then start trying to step up their safety so they will be rewarded.

10 Update all company agreements

Be aware that even though you may only think you are in one line of business, many jobs you perform can cross over into similar industries. It is important to have contracts for a multitude of job situations. Conduct an annual review of each contract your company utilizes to ensure it remains up-to-date and there have not been recent laws that would void part, or all, of your contracts. ■



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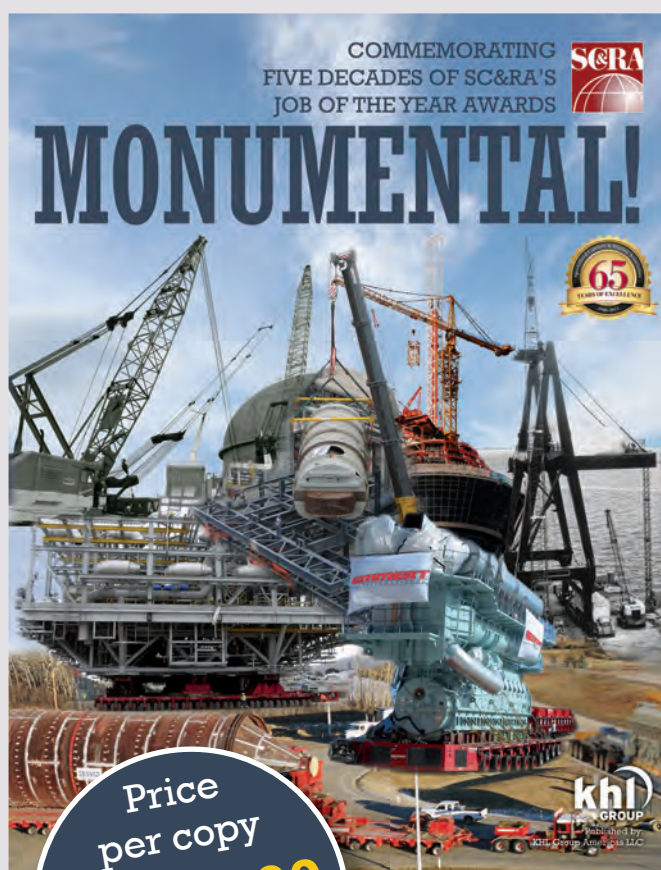
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Anderson named new CEO of WHECO Corp.

WHECO Corporation has announced the appointment of Christopher B. Anderson as its new Chief Executive Officer. He assumed his new role in early February, 2013.

"Chris' experience, knowledge and leadership qualities are well known and highly regarded within the heavy equipment industry, and I know he will help to further strengthen WHECO's position in the industry," said Ronald Williams, founder and chairman of WHECO Corporation.

Anderson has 18 years of heavy equipment experience, most recently as an executive with Maxim Crane Works. He began his career with the global accounting and consulting firm of PwC.

Anderson is a Certified Public Accountant and a Certified Equipment Manager. He earned his undergraduate degree in Business Administration from St. Vincent College in Latrobe, PA and his MBA from Duquesne University in Pittsburgh, PA.

"It is a great privilege to



Christopher B. Anderson

lead WHECO and play my part in supporting and expanding the company's operations," Anderson said. "Our highly skilled structural and mechanical repair personnel, coupled with our focused professionally engineered repair services, make us the leader in providing complex structural repairs and restorations to all types of heavy equipment in the construction, mining and energy exploration sectors. This is an exciting opportunity for me personally and I am looking forward to working with our world-class companies at the leading edge of heavy equipment repair."

■ Carlile Transportation recently honored a handful of employees for safe work performance at the sixth annual employee and driver safety awards banquets that were held in Anchorage and Fairbanks, AK and Tacoma, WA. Recognized were the newest drivers on Carlile's team to join the company's prestigious "Million Mile Club", including Chad Townsend, John Brown, Keith McCallie and Doug Hamrick.

They join 40 other Carlile drivers with more than one million miles logged without an incident. Operational employees including drivers, shop, dock and yard workers from all the terminals were recognized for working the entire year of 2012 without a recordable incident. An impressive total of 411 employees were honored for 12 months of perfect safety performance.

"Our goal is to be the best, safest transportation company in Alaska and throughout North America," said Harry McDonald, Carlile's CEO. "Safe highways start with safe drivers and we need to communicate our support for their performance and make sure the driving public knows that's how we do it at Carlile."

Ted Bratthauar to retire from Manitowoc Cranes



Ted Bratthauar

Ted Bratthauar, vice president of purchasing at Manitowoc Cranes, is set to retire after more than 30 years with the company.

Bratthauar is well-known in the crane industry, having worked in sales, marketing, procurement and general management for several Manitowoc brands over the years, including Grove, Manlift, National Crane and Manitowoc. He began his career with Grove in 1981 as director of purchasing and went on to hold titles such as VP of sales for Manlift; VP of manufacturing and materials; VP of customer support-worldwide and general manager for National Crane.

Bratthauar received his bachelor's degree in business administration from the University of Notre Dame and his master's degree in business administration from Northwestern University. His successor as VP of purchasing will be Mary O'Toole.



■ Alps Wire Rope Corporation has named Mike Briand as district sales manager for the Mid-Atlantic and North East. Briand has been in the wire rope industry for 32 years, working with Wire Rope Industries and Yoke. Natasha Anderson has also joined the company as its new customer service representative.

■ Rich Haberkamp has been named vice president of strategic sourcing for the Palfinger North America Group (PNAG). Haberkamp was formerly PNAG strategic buyer based out of Omaha Standard Palfinger in Council Bluffs, IA. Haberkamp will report directly to Michael Berger, managing director of PNAG.

■ After 23 years as Ridewell Suspensions' Southeastern regional sales manager, Mike Webb is retiring. Ted Siegle will take on the role as manager of the Southeastern territory. He comes to Ridewell with over 13 years experience in the transportation industry. Previously, he was regional sales manager of the North Central Region for Watson & Chalin Manufacturing.

Promotions announced at Essex Rental Corp.

Essex Rental Corp. has promoted Michael Morton, director of operations – support; Christopher Dirr, director of accounting; and John Johnson, director of human resources; all originally with Essex Crane Rental Corp. to corresponding titles, positions, and responsibilities, for Essex's additional subsidiary, Coast Crane Company.

Michael Morton, director of operations – support, has been with the Essex

Crane team for over 10 years. Previously, Morton was general manager of a large equipment rental and distribution company. He graduated from Northern Illinois University with a Bachelor of Science in Finance.

Christopher Dirr, director of accounting, has been with Essex Crane for six years. Previously, he was a controller with an international publicly traded manufacturer and distributor. He graduated

from University of Illinois with a Bachelor of Science in Accounting.

John Johnson, director of human resources, has been with Essex Crane for seven years. Previously he was a human resources and risk manager for two large street and road contractors in the Chicago area. Johnson has a BBA in Industrial Relations/ Human Resources from the University of Iowa and a MBA from the Keller Graduate School of Management.

Prochot named Runnion president



Michael Prochot

financial officer with Bulley & Andrews Inc. for eight years. A Chicago native, Prochot has more than 35 years of experience in the crane and construction industry.

Runnion Equipment has named Michael Prochot as president. Prochot, most recently vice president and general manager, will succeed Patrick Runnion, who is now the CEO of the company. As vice president of Runnion Equipment for 13 years, Prochot has been responsible for managing the company's operations, finances, marketing, IT and programs for insurance, safety and training. Prior to joining Runnion Equipment, he served as vice president and chief

Corrections

In the February 2013 issue of *ACT*, XL Specialized Trailers was misquoted. The article should have stated, "The XL 70 MFG still includes all the favorite features that have made it one of the most used mechanical trailers on the market," says Nathan Guess, VP of sales and marketing for XL Specialized Trailers. "T-1 flange and 80K web are the start to built to last trailers, while the Apitong decking is stronger than Oak."

In the January 2013 issue of *ACT*, the Crane Institute Certification's address was wrong. CIC's address is: 3880 St. John's Parkway, Sanford, FL 32771. CIC's phone number is 770-783-9262.

Global cranes promotes Gibson

Ed Gibson has been appointed sales manager of Global Crane Sales North America and Latin America.

He is in charge of developing sales strategies, goals and future planning for the company's line of Zoomlion cranes.

Possessing 25 years of experience in the cranes industry, Mr. Gibson joined

the Global team in July 2009 after spending much of his career as a district manager with Link-Belt.

According to the company, he has helped shape the philosophy of Global Crane Sales by bringing insight into the expectations and demands of customers.

Matched by 25 years of experience in the crane

industry, along with an understanding of the market, trends and unique audience, Gibson's expertise has been invaluable in the design of Global's full line of rough terrain and crawler cranes, the company said.

Global Crane Sales, in partnership with Zoomlion, offers full lines of rough terrain and crawler cranes.



Ed Gibson



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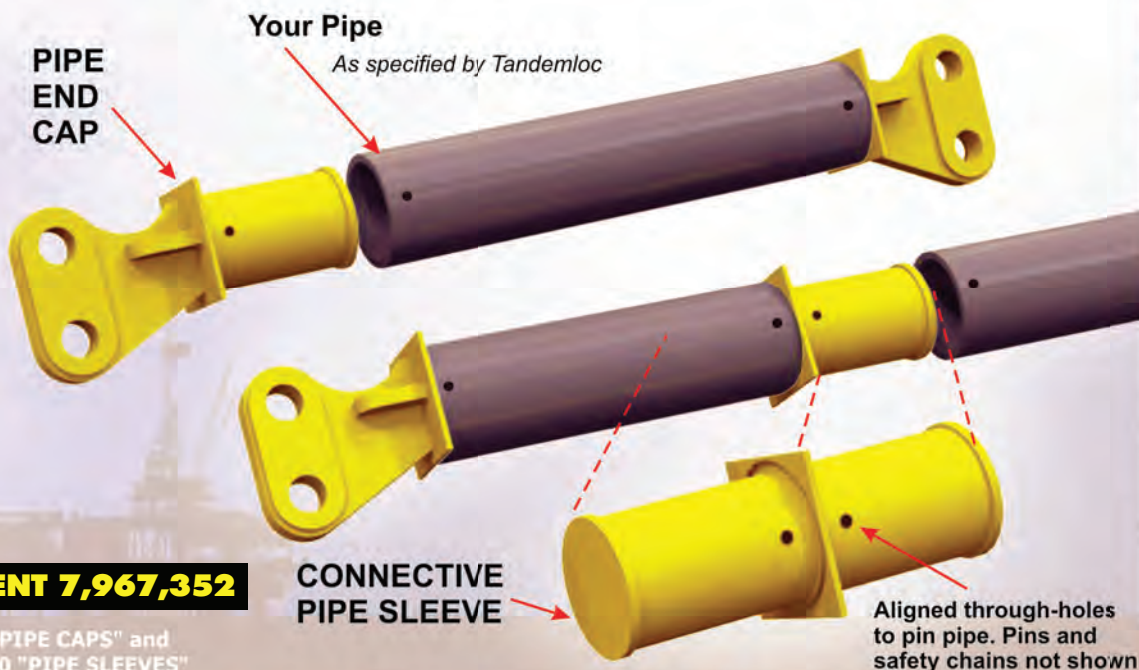
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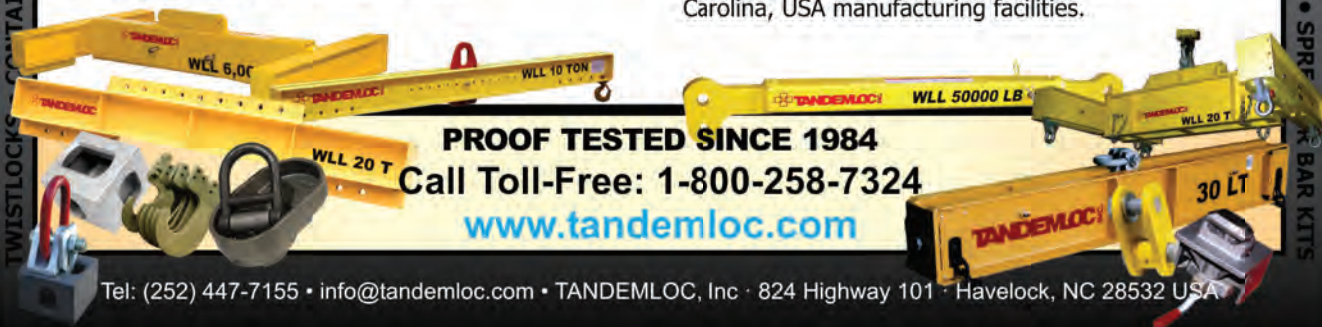
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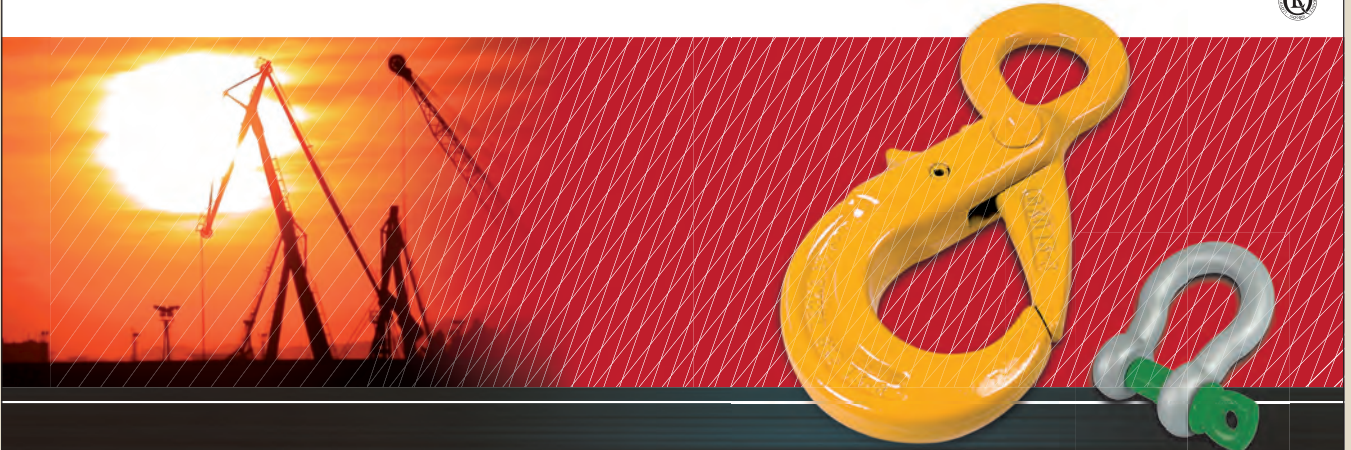


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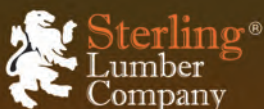
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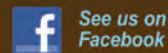
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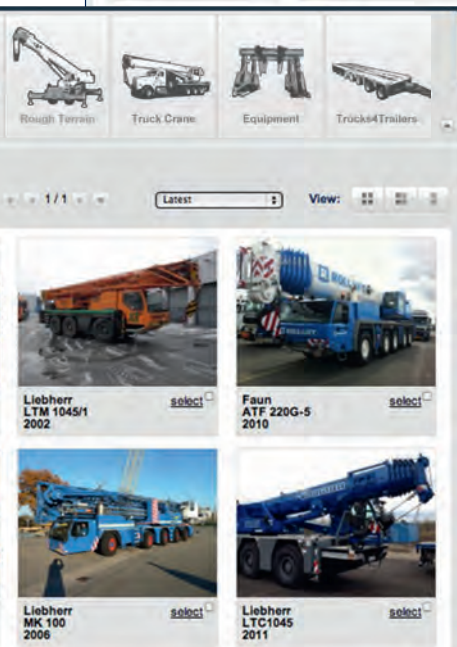
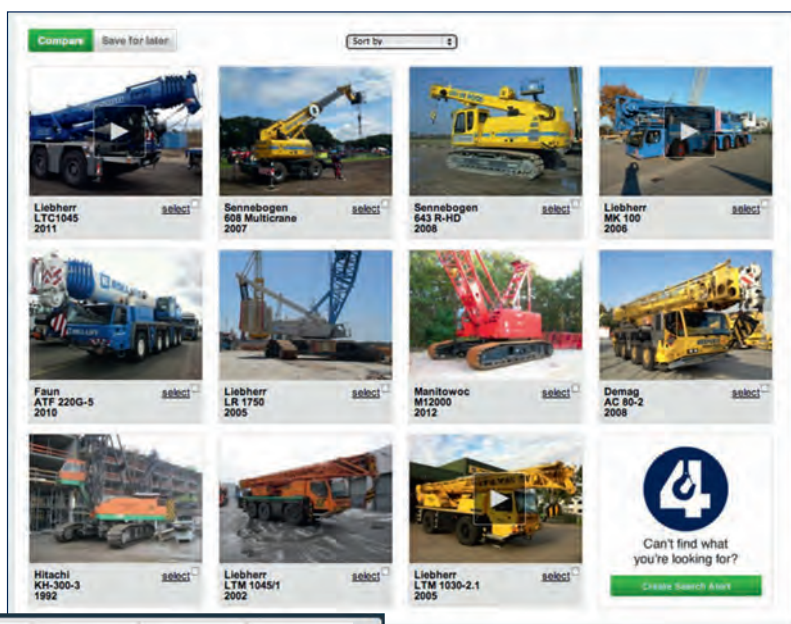


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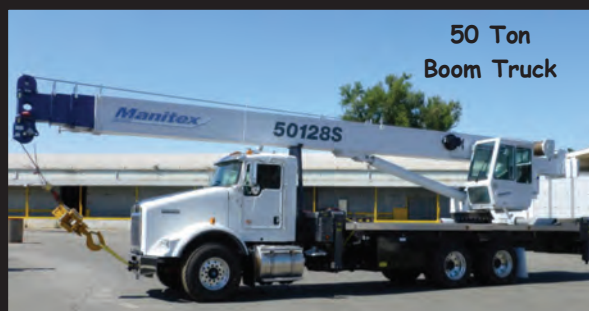
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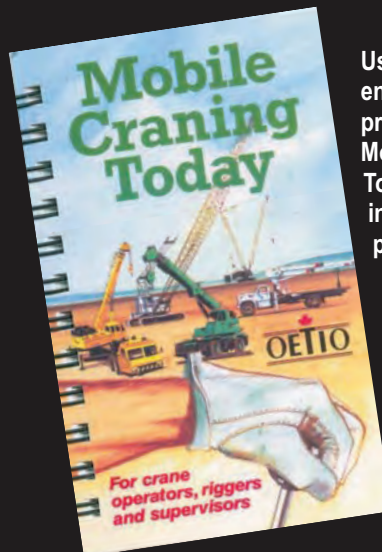
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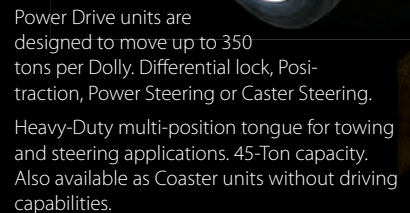


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ATF 400G-6

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