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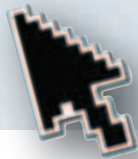
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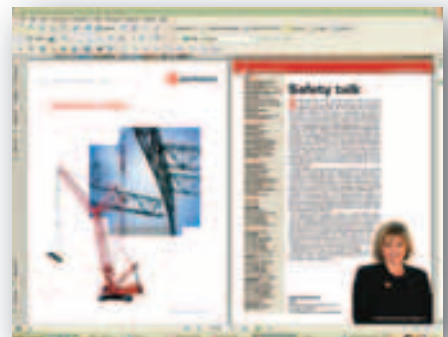
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The magazine for the crane, lifting and transport industry

May 2009

Volume 5 • Issue 5

AMERICAN Cranes & Transport

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

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New news and more

This issue is packed with new news. As I was reviewing the copy in the magazine this month, it became evident that we needed a thesaurus in our headline writing. The word "new" was in almost every headline in the News section and in our feature articles. New cranes introduced, (including a new telescopic crawler from Link-Belt, a new wind crane from Liebherr, and a new 50-ton boom truck from Elliott); new dealers for the Potain line and for the Eagle West Equipment lines; new accreditation for NCCER; a new Rigger Certification program from NCCCO; a new 50-ton Manitex at Delta Cranes; and a whole bunch of other new news. All this new news, plus increasingly optimistic economic news, and it appears the pall from the winter doldrums has lifted.

In other words, optimism abounds, as almost everyone we talked to in this issue of the magazine is busy with work or anticipates getting busy soon. Among the sectors leading the momentum into the summer months is the wind industry, which many say may be the leading force to catapult the crane, rigging and transport sector out of the economic downturn. While 2009 is not expected to surpass the record setting number of turbines installed in 2008, Delynn Burkhalter told me that his sources report that 2010 and 2011 are expected to be equally as good or better than 2008. The stimulus package had a lot of wind stimulus in it, and contractors are now getting invitations to bid on projects that were put on hold last fall due to the credit crunch.

2008 was a record year in terms of wind business for Buckner HeavyLift, says Butch Robertson, who chases wind business for the North Carolina-based company. "Over the past 12 months we have been erecting wind towers in Oregon, California, Arizona, Texas, Iowa, Minnesota, North Dakota and Northern British Columbia," says Robertson in our Industry Focus: Wind Power starting on page 32. "2009 is not as good as 2008. But it's still not bad." Robertson says his company had about 80 percent utilization last year and thus far this year about 60 to 65 percent usage. "Because of the first quarter of '09, it's a little slow," he says. "But it's going to get busy and it truly will get busy in the mid summer. By the end of the year we will be wide open." That means full utilization, which is more good new news.

As this issue goes to press we are preparing to depart for LaQuinta, CA for the SC&RA Annual Conference. We are looking forward to an agenda of meetings, events and activities that were carefully planned by the SC&RA staff to assure time well spent. In our June issue we will report on the conference and provide full coverage of the Job of the Year winners, an annual highlight in our magazine.

And finally, let's continue to keep the dialogue open. Let me know about your new business, new cranes, and other new news.

D. ANN SLAYTON SHIFFLER**Editor**

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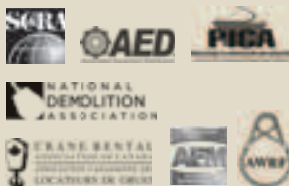


Northwest Crane Services makes a rotor swap on a wind farm in Guymon, OK using its Liebherr LTM1400-7.1 and Liebherr LTM1100-4.1

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

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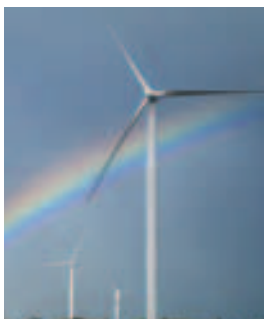
Many truck crane OEMs have updated or added new units to their fleets. Lindsey Anderson reports on current trends and developments of the reliable taxi crane market

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

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highlights

➔ Southern Crane recently donated its crane services to set roof trusses on six Habitat for Humanity homes under construction in Cary, NC. The homes are among the largest construction projects undertaken in Cary by Habitat for Humanity of Wake County. On a recent Saturday, Southern Crane donated a 6-ton truck crane and operator to help volunteers set trusses and lift roof sections into place. "Southern Crane is a long-time friend to Habitat for Humanity of Wake County – they've been putting roofs on our homes for years," said Ed Rogers, construction superintendent. "We appreciate their gifts, their professionalism and their continued support."

➔ Sunoco, the official fuel of NASCAR, is transporting its products to its many service stations across the US in Heil Trailer aluminum transports.

➔ Ritchie Bros. Auctioneers attracted more than 4,400 bidders to the record-breaking \$66 million grand opening auction at its new permanent auction site in Houston, TX March 25-27, 2009. The unreserved public auction broke every Houston auction record for Ritchie Bros., including total sales, online sales, number of lots sold, number of bidders and number of online bidders, as well as being the largest three-day auction in company history. At the new Houston auction site on online bidders from 49 countries, including 48 US states participated in the auction.

➔ Essex Crane reported 2008 revenue from crane rental up 26.6 percent to \$61.8 million from \$48.8 million in 2007. This increase was attributed as the primary contributor to a 19.2percent increase in total rental-related revenue to US\$76.9 million from \$64.5 million in 2007.

New telescopic crawler TCC-750 from Link-Belt

New from Link-Belt is the 75-ton capacity TCC-750 telescopic crawler crane. It was first shown at the International Foundation Congress & Equipment Expo in Orlando, FL in March. The crane stopped off there on its way to the SED construction equipment show in the UK for its European launch on May 12, 2009.

The TCC-750 was designed and built in Lexington, KY. Special on the TCC-750 is the sealed lower and hydraulically retractable side frames for easy transport. The TCC-750 is designed with a low center of gravity for stability and there are no outriggers to position.

A four-section 38 to 115 foot (11.6-35 meter) boom gives a maximum tip height of 121 feet (39 meters). Optional

equipment includes a 35 to 58 foot (6-17.7 meter), two-piece, on-board lattice fly with offsets of 2, 15, 30, and 45 degrees. Maximum boom and jib length is 121 + 58 feet for a 179 foot total (37 + 17.7 meters for 54.6 meters).

Power is from a 250 hp (186 kW) Caterpillar C6.6 diesel. The main winch drum has 16,880 pounds (7,657 kg) line pull with ¾ inch (19 mm) wire rope.

It moves in one or two loads depending on local restrictions. The retracted gauge, good for transport or work, is 8.4 feet

Link-Belt is adding a 75-ton telescopic crawler to its product range



(2.56 meters). Once on the job, two additional working modes at 11.9 feet (3.6 meters) and, fully extended, at 14 feet (4.3 meters) increase versatility. "With 36 inch (914 mm) triple grouser track pads and a retracted boom, this rig can easily navigate terrain that a lattice crawler with flat pads would never dare," the manufacturer said.

In addition to general lift duties in hostile environments, the TCC-750 is targeted at special applications, for example, foundations, bridges, rail construction, power transmission and wind energy. Options include a hydraulic powered earth auger and a work platform.

Martz named VP of SHI

Chuck Martz, chairman, CEO and president of Link-Belt Construction Equipment Co., in Kentucky, has been named vice president of Sumitomo Heavy Industries, Ltd (SHI), based in Tokyo, Japan. Martz's appointment is significant in that he is the first officer from a US subsidiary to ever achieve this level in the SHI organization.

The appointment, made by SHI executive management in Japan, became effective April 1, 2009. SHI is the parent company of Link-Belt Construction Equipment Co. Martz became chairman of the board of Link-Belt earlier in 2009, adding to his responsibilities as president and CEO. Martz replaced the retiring chairman T. Nagano. Martz joined Link-Belt in 1975 in his hometown of Lexington, after graduating from the University of Kentucky with a BS degree in accounting.

SHI executive management in Japan named **Chuck Martz, chairman, CEO and president of Link-Belt Construction Equipment, vice president of Sumitomo Heavy Industries**



NCCER receives ANSI accreditation

The National Center for Construction Education and Research has received accreditation by the American National Standards Institute (ANSI) for its Crane Operator Certification program. The certification program is a collaboration of NCCER, North American Crane Bureau (NACB), and Prov.

"Having our crane operator program receive ANSI accreditation is a remarkable achievement for our organization," said Don Whyte, NCCER president. "It further validates that our program meets the highest professional certification standards for crane operators across the industry."

The program includes both written assessments and practical examinations that meet or exceed current ASME B30.5 consensus safety standards, plus OSHA 1910 standards, for mobile crane operators. Assessments are available in four categories: telescopic boom, lattice boom, boom truck, and industrial/all-purpose cranes.

Don't miss *ACT's* Special Report: Safety and Training starting on page 27.

Manitex inks big deal with Allied Crane & Rigging

Manitex International has received an order from Mesa, AZ-based Allied Crane & Machinery for 20 17-ton boom truck cranes worth approximately \$2 million. Deliveries started in April. The deal is part of a marketing alliance with Allied that is intended to significantly increase the penetration of Manitex boom truck cranes to end users in North America through a re-rent program, the company said.

"The receipt of this initial order from Allied is validation of the objectives for our strategic alliance with them," said Andrew Rooke, president and CEO of Manitex International. "Allied has an extensive range of Manitex cranes and the re-rent program allows end-users access for project-specific activities, or as a first introduction to the Manitex product before purchase from our dealers."

The Manitex 1770C boom trucks have a three-section boom that can be extended up



Manitex recently logged an order for 20 1770C boom trucks

to 70 feet and can be outfitted with a 29-foot fixed jib or a 40-foot two-section telescoping jib. Front-bumper stabilizers are available for 360-degree operation. The cranes are custom-mounted on Sterling, Peterbilt, Ford and Navistar chassis equipped with engines of up to 410 horsepower and with automatic or manual transmissions.

Allied Crane & Machinery is

a wholesale provider of re-rental Manitex boom trucks from 17- to 50-ton capacity. The cranes are available anytime throughout the US and Canada from a 48-state network of rental and sales partners, including 41 Manitex dealers. The alliance provides re-rental of Manitex boom trucks of all sizes mounted on chassis from all major manufacturers.

Knuckle boom division moves to Terex Cranes

Terex has moved its hydraulic knuckle boom loader crane product line from the Terex Construction division into the Terex Cranes division.

"With a transition from our construction segment to our cranes segment, we are well positioned for our experts to work together to respond to customer and market needs," said Jim Robbins, vice president and general manager of operations. "Terex Cranes is truly a one-stop shop for a wide range of lifting equipment and this is a benefit to all customers."

Terex Corporation added hydraulic loader cranes to its portfolio in late 2001 with its purchase of Atlas Weyhausen in Germany. Atlas, with factories in Germany and Scotland, was a pioneer in knuckle boom



Terex Cranes is now selling a knuckle boom line

cranes and had been a world leader.

The knuckle boom range includes a full line of loader cranes with a maximum load moment from 13 to 600 kNm (9,590 to 442,540 ft lbs). For the 55 basic models there are 230 boom options available, and with eight different hydraulic extensions up to 21 meters (69 foot) reach are possible.

Kitchen's is new Cometto dealer

Kitchen's Crane & Equipment has been appointed US dealer for the Italian Cometto range of specialized transport equipment. The range includes modular trailers with hydraulic or electronic steering, self-propelled transporters and shipyard transport vehicles.

Kitchen's Crane & Equipment specializes in the sale and rental of cranes, hydraulic trailers, gantries, strand jacks, slide systems and other specialized rigging equipment to major contractors around the world. The Kitchen's Crane staff will bring industry knowledge, technical experience, product support and a dedication to customer satisfaction for new and existing US Cometto clients, according to the company.





New wind crane from Liebherr

The prototype of the 1,200 metric ton capacity Liebherr LTR 11200 telescopic boom crawler has been shown to buyers in the wind turbine industry. It moved out of the new assembly shop for large cranes at the Liebherr factory in Ehingen, Germany in March.

Marking the occasion for the Liebherr employees involved in the design and manufacture and for customers in the wind turbine erection industry was that family shareholder Dr. Willi Liebherr made a speech at the official unveiling event. Liebherr emphasised the importance of wind power as the main application area for the new crane.

The prototype of the LTR 11200 was recently displayed in Germany

The new crane uses the 100 meter telescopic boom and, to a large extent, the slewing platform from the wheeled mobile LTM 11200-9.1, also used for erecting wind turbines. For crane operation the LTR 11200 is supported on a star pattern outrigger base 13 x 13 meters. Boom attachments are available from the wheeled version, including the Y-suspension system and fixed and luffing lattice fly jibs.

At the suggestion of wind turbine manufacturer Enercon, Liebherr developed the concept of a telescopic crawler crane on a narrow track crawler chassis. The idea is that the narrow track allows the assembled crane to be driven on the narrow roads of wind farms. Crawler width is 4.8 meters.

New Potain dealers on East Coast

Manitowoc has appointed two new Potain dealers in the US: Select Equipment in Richmond, VA and Allstate Crane Rental Co. in Charleston, SC.

Brad Talley, owner of Select Equipment, said, "I have been fascinated with the Potain self erecting cranes since I first learned about them. I am really glad that I will now be able to offer this fantastic product to my customers. I see a great potential for self erecting cranes in the southern Virginia area."

James Linton, owner of Allstate Crane Rental Co., added, "This type of crane can be very useful to my customers. It will allow me to offer them more lifting options and it will make my fleet of cranes more versatile and agile." Select Equipment will serve the southern Virginia area while Allstate Crane Rental Co. will offer self erecting cranes in South Carolina.

New dealers for Eagle West Equipment

Eagle West Equipment Inc. has appointed three new dealers – Snell Crane Service, Smedley Crane & Rigging, and Specialty Crane & Rigging – for its line of tower cranes, self erecting tower cranes and other equipment. All three new dealers will represent the entire Eagle West product line including San Marco self erecting cranes, city cranes

and tower cranes; Koenig self erecting cranes; Wilbert tower cranes; Boscaro and HMT crane and material handling accessories; and Magnum generators and tower light systems.

Olympia, Washington-based Snell Crane Service also has locations in Tacoma and Longview and will service the Pacific Northwest territory

including Washington, Oregon, Idaho and Montana. "I have been looking into ways to diversify my company and to set it apart from my competitors. I needed to bring new and cost effective options to my customers lifting and hoisting needs. By adding the Eagle West Equipment product line up we are able to supply a wide selection of self erecting,

tower cranes and under hook crane accessories to our region. With the economy doing what it is now is also the time to be ready for when the demand hits, and we will be ready," said Eric Snell, owner.

Branford, CT-based Smedley Crane & Rigging is a long-time player in the US crane and rigging industry with a business history covering distribution, transportation, rigging and cranes services dating back to 1860. Smedley Crane & Rigging has been appointed the New England area as its exclusive territory inclusive of Maine, New Hampshire, Vermont, Massachusetts, Rhode Island and Connecticut.

Specialty Crane & Rigging is a new dealer covering the state of California for Eagle West Equipment. Established in 1984 to service central California, the company has offices and yards in Santa Barbara, Santa Maria and Paso Robles.

Terex BT 4792 offers versatility

The Terex BT 4792 boom truck, with a lifting capacity of 47,000 pounds (21.3 tons) and total weight of 60,000 pounds (27.2 tons), is a versatile machine, according to the company. In addition to standard crane applications, a personnel basket for one or two persons or a working platform can be mounted onto the unit for use in accordance with OSHA 1926.550 and ANSI B30.23 to expand the crane operator's jobsite options. The maximum height of the main boom head is 101 feet, and this unit can achieve a maximum height of 144 feet with the jib boom extension.

Standard equipment includes an electronic load moment indicator and an anti-two-block device, as well as dual control stations with a direct mechanically controlled hydraulic system.



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New Manitowoc Grove city crane

EUROPE: GCK3045 is the name of a new Grove brand wheeled mobile crane with a 34 meter telescopic boom.

Grove owner Manitowoc describes the 45 metric ton (50 ton) crane on three axles as a city crane that "will open up

new jobs for customers in a wide range of city centre and indoor industrial projects." It is the first Grove city crane and will be offered for sale in Europe.

"We are very excited to launch this crane, which has been developed in partnership

with Kobelco Cranes," said Neil Hollingshead, Manitowoc global product manager for all terrain cranes and rough terrain cranes. "...we anticipate the GCK3045 to generate a lot of interest among rental company owners. Its compactness and maneuverability make it the perfect fit for many urban job sites located in congested areas or narrow spaces," Hollingshead continued.

Like other city class mobile cranes the GCK3045 has a single cab and "boom down" design. Optional is a 6.3/10.2 meter (21/33 foot) jib. Called a "twist" jib it attaches by elevating the boom and giving the jib a twist before bolting into position. It can be done by one person and within the crane's 2.55 meter (8.4 foot) width. Small size is important for operation on confined city job sites. The GCK3045 is 9.07 meters (30 feet) long and 3 meters (9.8 feet) high.

ITALY: TCM has launched its new 55 metric ton (61 ton) rough terrain crane. The RTCW 55 is designed for Eastern European markets from where there have been direct requests for custom-built 55 metric ton capacity rough terrains, says Antonio Pucci, TCM export manager.

The machine has a maximum boom length of 32.6 meters (107 feet) and vertical reach of 36 meters (118 feet). Maximum travel speed is 40 km/h (25 mph) and it is possible to tow up to 15 metric tons (17 tons).

Four machines have already been ordered by customers in Russia and the Ukraine.

CHINA: Kalmar aims to strengthen its global presence in the ship-to-shore (STS) crane market by starting production and engineering in China.

"Our customers have asked us to consider delivering STS cranes to terminals outside Europe. We decided that now is a good time to target increased volumes by starting to offer our STS cranes in all continents," said Jorma Tirkkonen, president of Cargotec's Kalmar container crane systems division.

SINGAPORE: Crane sales and rental company Tat Hong Holdings has announced that its net profit declined by 86 percent in the fourth quarter of 2008, compared to the same period in 2007.

The company said net profit for the quarter was S\$3 million (\$2 million). The drop was mainly due to the booking of foreign exchange losses of about S\$23 million (\$15 million).

INDIA: Liftall is a new pick and carry crane from construction equipment manufacturer JCB. It is designed for the Indian market to offer "multi utility at a nominal price."

First in the line is a 12 metric ton (13 ton) capacity model and a 14 metric ton (15.4 ton) version will follow. It is a product of JCB India. It has a telescopic boom with hydraulic elevation and an articulated carrier.



Range topper from Linden Comansa

SPAIN: Linden Comansa has launched a 48 metric ton (53 ton) capacity flat top tower crane, the company's highest capacity production crane to date.

The 21 LC 750 can be climbed to a freestanding height of 75.5 meters (248 feet) with a maximum jib length of 80 meters (262 feet), and is available in three versions: 24, 36 and 48 metric tons (26, 40, 53 tons).

It will find applications,

not only in commercial construction, but public works, industrial construction, mining and infrastructures.

It replaces Linden Comansa's LC 8952, and, although the company has built higher capacity customized cranes, the 21 LC 750 is the largest to undergo serial manufacturing.

With the launch of this crane, Linden Comansa completes its LC2100 Series. All jibs and masts are compatible with the 21 LC 750. One of the main



Loader range extension

AUSTRIA: Loader crane manufacturer Palfinger has extended its High Performance series of knuckle boom loader cranes with four new models.

The PK 13002, PK 14002 EH, PK 16002 and PK 18002 EH are in the 13 to 18 metric ton-meter range.

"The new High Performance cranes are characterized by their perfect ratio of deadweight to lifting power. High-strength fine-grained structural steel combined with state-of-the-art equipment enables accurate and flexible deployment, even under the most difficult conditions," said Palfinger.



advantages of the new model is the easiness of its erection, as the cat-head has been removed. Due to this patent-applied design, the jib and counter-jib are joined together on the turntable, without any apex section. This way, assembly is easier and faster, with reduced costs, each time the crane is erected, adds Linden Comansa.

The first two units of the 21 LC 750 have already been sold to Rentakran Ukraine, Linden Comansa's exclusive dealer in the country.



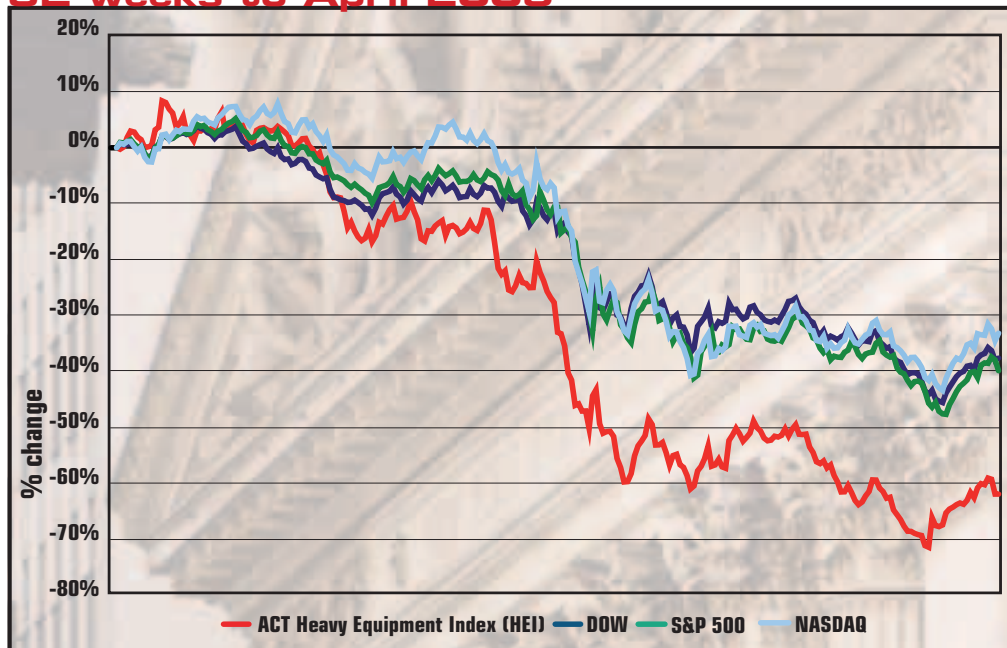
CHRIS SLEIGHT is one of the world's most internationally renowned construction business writers, with specialist expertise in financial markets and stock market analysis. He is editor of KHL's market-leading *International Construction* and *Construction Europe* magazines, and is a regular contributor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



New policy initiatives to improve the economy helped the markets to their longest rally for 12 months in March and early April. **Chris Sleight** reports

Up-tick

52 weeks to April 2009



Having touched a new low at the start of March, the heavy equipment sector spent the next four weeks rallying, as new government measures to bolster economic growth were announced.

Early March saw the announcement of Treasury Secretary Tim Geithner's new plan to rid banks of their toxic assets. In an innovative solution, \$500 billion of public money will be combined with private investor funds to buy-up the problematic paper that started the credit crunch, and remove it from banks' balance sheets. This should allow them to get back to business as usual.

This was well received by the markets, as was the early April announcement from the G20 summit in London of a \$1 trillion cash injection for the International Monetary Fund (IMF) and World Bank.

As a development bank, the funds for the World Bank should act as a further stimulus measure, while raising the IMF's annual budget to \$750 billion should give it the capacity to help individual countries with shaky balance sheets and big deficits. Iceland, Ireland and the UK are three

names that spring to mind.

These, along with other snippets of good news, such as slightly improved housing starts, helped the markets put on some gains over the course of March and early April.

However, they were coming up from a low base. In the first week of March *ACT's* Heavy Equipment Index of American cranes and construction equipment manufacturers hit a new low of 47.08 points. Compared to the position at

the start of April 2008, that represented a fall of almost 75 percent.

The rally helped our index to rebound above the 70-point level by the start of April but, even with this climb, it was down more than 60 percent on the position a year ago.

The rally was also felt on the wider markets, with the Dow closing-out March at 7609 points, having hit a low for this economic cycle of 6440 points only 10 trading days or so previously.

It would not be a particularly impressive performance at any other time, but the four-winning streak for the Dow, NASDAQ and S&P 500 that followed the bank bailout package was

the longest running upswing the indexes have seen for 12 months.

Outlook

A rally is not the same as a recovery, and after falling for most of 2009, shares were bound to bounce at some point. Good news is still good news, but it would be premature to herald the March rebound as the end of the bad times for the markets.

It will take a more consistent and prolonged run of good news on the economy for shares to climb and retain gains. **act**

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



about the index

ACT's Heavy Equipment Index (HEI) tracks the performance of 10 of America's most significant, publicly-traded construction equipment manufacturers – Astec Industries, Bucyrus, Caterpillar, CNH, Deere & Company, Joy Global, Manitowoc and Terex.



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

It's time to act on C-DAC. Terry Young reports

C-DAC adoption update

Joel Dandrea, executive vice president of the Specialized Carriers and Rigging Association (SC&RA) and Doug Williams, president of Buckner Companies, provided testimony on March 19, 2009 advocating the proposed new OSHA crane standard that was drafted and negotiated in 2003 and 2004.

Williams served as the SC&RA's representative on the 23-member panel of crane experts that recommended the new proposed rule that has been overlooked by the labor secretary for more than four years. Williams addressed many of the specific priorities in the standard that are practical and useful in daily crane operations. The new standard includes accredited crane operator testing, inspection criteria, assembly and dismantling, fall protection, ground conditions,

electrical power hazards, operational aids, signal person and authority to stop work.

Adoption needed

Dandrea commended OSHA for drafting the new rule but quickly pointed out that many lives could be saved by adopting the C-DAC rule. Dandrea stated that members of SC&RA believe that provisions agreed by C-DAC could have prevented many fatalities, injuries and property damage that have occurred in recent years.

"In the meantime, our industry has been under attack, largely because of several high-profile incidents involving tower cranes last year," said Dandrea. "We believe provisions agreed to by C-DAC could have prevented fatalities, injuries and property damage."

Dandrea countered testimony from other groups opposing accredited operator certification



Lives could be saved by adopting the C-DAC rule

from faulty regulations would be magnified," said Dandrea. "The progress of much-needed projects would be slowed as America would pause to question their human costs."

Ensures safety

SC&RA members regularly tackle critical technical lifting challenges covered by the proposed cranes and derricks standard currently under consideration, he explained. The new standard clearly combines all the information companies need to ensure crane and derrick safety.

The cost of insurance in the crane and safety consulting industry is increasing due to the high profile accidents that have occurred in the crane and rigging industry. The new standard will save lives and reduce accidents.

President Barack Obama was among nine senators who sent a letter to the Secretary of Labor Elaine Chao complaining about the lack of progress of the new standard. Dandrea said SC&RA's members could not agree more with that letter's conclusion: "American construction workers have waited too long for OSHA to do its job. It is time for prompt decisive action. We urge you to act now."

I think we have all waited too long for this standard and prompt decisive action is needed. **act**

due to the additional expense of training and testing. He said that the 1,300 members of the SC&RA share the conviction that training and certification are an investment in a company's safety program and failure to provide a safe working environment is unacceptable.

He emphasized that clear, concise safety regulations are especially important as the United States embarks on an ambitious economic plan which will depend on cranes and derricks in the lifting and shifting of components in building and repairing roads, bridges, the electrical grid and the wind- and solar-generated power sources that will increasingly feed into that grid.

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CRANES

NCCCO celebrates 10 years of OSHA recognition

Ten years ago this past February, a group of industry leaders gathered in Washington, DC to witness the signing of an historic agreement between the Occupational Safety and Health Administration (OSHA) and the National Commission for the Certification of Crane

Operators (NCCCO).

The agreement, the first of its kind between federal OSHA and an independent industry group, recognizes CCO certification as meeting OSHA's and ASME's operator qualification requirements.

"I want to say how much I appreciate what [NCCCO] has

done," said then OSHA chief, Charles N. Jeffress upon signing the agreement. "This kind of certification will help us reduce the number of accidents that occur with cranes."

The signing ceremony, held at the Department of Labor in Washington, DC, was witnessed by senior representatives from various sectors of industry in what was described by Director of the Directorate of Construction, Russell "Bruce" Swanson, as an "impressive show of support."

"This is a great day for crane safety," said then NCCCO President Davis Lauve. "OSHA's recognition of the CCO crane operator certification program should have a significant and sustained impact on all those who work with and around cranes."

"It's inspiring, 10 years on, to see the how the CCO program has impacted safe crane practices in the construction industry,"

I want to say how much I appreciate what NCCCO has done. This kind of certification will help us reduce the number of accidents that occur with cranes.

OSHA chief Charles N. Jeffress, February 26, 1999.

said Commission Chairman Kerry Hulse. "Those who were there that day did indeed participate in an historic event that has had an overwhelmingly positive impact on crane safety."

Federal OSHA filmed the signing ceremony and NCCCO has recently made a streaming video available on its website at <http://nccco.org/OSHA.html>

act

NCCCO launches rigger examiner training

The National Commission for the Certification of Crane Operators conducted the first open training of Rigger Examiners in Sacramento, CA, March 30-April 1.

The event was hosted by A Better Valley Crane Inc. of Sacramento, CA. Eleven practical examiners from five states, already accredited by NCCCO to administer CCO crane practical exams, received training in the administration of NCCCO's new Rigger Practical Exam.

The two-day workshop included hands-on training for examiner candidates including exam set up, and rigging kit and score sheet use. Classroom work included detailed instruction in pre and post-exam processes, auditing requirements, critical test design, avoidance of subjective-decision processes and bias behavior, Behaviorally Anchored Rating Scales (BARS), and inter- and intra-examiner reliability.

Phillip Kinser, NCCCO's manager of program development and instructor for the Rigger Examiner Workshop, noted that having examiner candidates introduced to psychometric concepts was critical for an understanding of how their behavior and resulting actions may affect inter-examiner reliability and consequently the validity of the exam process.

A Better Valley Crane has hosted a number of NCCCO mobile crane workshops. Company president, Tim Baniel, said he sponsored the rigger workshop since he was anxious to respond to customers requesting rigger training and certification in order to meet Cal-OSHA's new rigger qualification requirements.



Pictured (from left) in front of the rigging and portable gantry used for the CCO Rigger practical exam are Tim Baniel, Robert Curtis and Roy Moore of A Better Valley Crane, and NCCCO Workshop Instructor Phillip Kinser.



Pictured at the 1999 signing ceremony (with positions indicated current at that time) are (seated left to right): Assistant Secretary of Labor for OSHA, Charles Jeffress and NCCCO President Davis Lauve, President of Nichols Construction Corporation, Baton Rouge, LA. Standing (left to right) are: Anthony Brown, OSHA Senior Specialist; Russell Bruce Swanson, Director of OSHA's Directorate of Construction; Frank Hanley, General President of the IUOE; Glen R. Riechmann, SCSRA President and President, Riechmann Transport, Granite City, IL; Graham Brent, NCCCO Executive Director; Carson Huneycutt, NCCCO Immediate Past President and Vice President, J.A. Jones Construction Co., Charlotte, NC.

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New 50-ton boom truck from Elliott

New from Elliott Equipment Co. is a 50-ton capacity boom truck. Designated 50105, the new unit has a 105 foot powered boom and 115 foot tip height. It has a 360 degree chart without front stabilizer and a tractor mount configuration is available.

Other attributes include a glide swing operation designed for smooth precise rotation; a 32 to 49 foot two-piece jib; FrictionFree jib extension designed for easy deployment and stowage; and a load moment indicator (LMI).



MSA lanyards now rated up to 400 pounds



MSA's heavy worker lanyards are low-profile, shock-absorbing and are rated up to 400 pounds.

Available in polyester web and cable configurations, there are a variety of anchorage and harness connections, which, the company says, are all OSHA compliant.

The lanyards use a Sure-Stop shock absorber, as well as gray webbing within the shock-absorbing pouch to differentiate heavy lanyards from others.

Wolffkran's new range-topping 1250 B luffer

Wolffkran's 1,653 ton/foot Wolff 1250 B luffing jib tower crane is the largest luffer from the German company. The jib comes in at a standard length of 131 feet but can be extended in 16-foot increments to give it a 262-foot radius. Lifting capacity is 66 tons. The 132 kW hoisting gear gives 22 tons

capacity in one-fall operation, 44 tons on two falls and 66 tons on three falls. A four-fall 88 ton capacity version is also possible, added Thomas Herse, head of engineering at Wolffkran.

"These notable features mean this crane is, at this time, the biggest luffer on offer from a European manufacturer,"

said Gerd Tiedtke, Wolffkran product manager.

Target applications include power plant construction. "We have huge demand from customers around the world. This crane was designed for the growing needs of power plant projects around the world, for the large industrial projects and for some of the very big high rise buildings. In general we see a trend that construction technology and methods require larger and larger tower cranes to support them.

The 1250 B is the answer to that," explained Ulrich Dörzbach, Wolffkran managing director.

Demand for the new crane is from central Europe, North America, Australia, Asia and the Middle East. Forecasting sales, Dörzbach said, "We will need about four or five units short term, in 2009 to Q1 2010; also for our own rental fleet. However,

we are prepared to build up to 10 or 15 units a year of this type of crane. This is not a crane you will just put in stock. We take orders now and deliveries start in July," he said.



New remote controls offered

Akerstroms Bjarbo AB, an international company that develops, produces, markets and services crane remote controls, has introduced its latest remote control solution, the Sesam 800. The solution can be used for a variety of applications, including the operation of winches, doors, gates and bars, plus a function for switching equipment on and off, such as floodlights and fans. The transmitters come in four varieties: small, medium, large and key rings.



Boom truck pioneers

For more than 40 years Giuffre Brothers Cranes has been an institution in the boom truck/truck crane business.

Even in a down year, the company continues to thrive, a dominant player in a niche market. Dominic Giuffre talks about the downturn and how his company has survived the ups and downs through the years.

D. Ann Shiffler reports



Brothers Frank and Dominic Giuffre have been in business together since 1965

Brothers Frank and Dominic Giuffre teamed up in business in 1965 with a dump truck and a 5-ton crane. By the early 1970s the brothers had a smattering of equipment, including trucks, cranes and excavators. They were intrigued with the concept of truck-mounted, owner-operated cranes and began trying to convince their customers that boom trucks were the wave of the future.

They first targeted the roofing industry, showing contractors how truck-mounted cranes could enhance productivity on the jobsite. Dominic even taught roofing contractors how to use the cranes. Giuffre Bros. began bare rentals and crane leasing, and soon other contractors such as tree trimmers, power companies and general contractors began renting and purchasing from Giuffre's fleet.

By the early 1980s, the Giuffre brothers began marketing their fleet of truck cranes throughout the US, mainly demonstrating their machines at tradeshow and other construction industry conventions. Also during the 1980s, the Giuffres began working with Simon RO, now known as Terex, on custom-designed boom trucks. They teamed with Terex to build the Dino 1500, which was mounted on a Ford truck

chassis. While most boom trucks in their fleet bear the Terex brand, the company also sells and rents National, Elliott and Manitex boom trucks. In 2005, Giuffre purchased more than 450 Terex boom trucks to sell or rent. Today the company's fleet numbers close to 300 units.

Without a doubt, Giuffre Bros. Cranes are known as experts in the boom truck sector, operating in five locations: Milwaukee, Chicago, Salt Lake City, Phoenix and West Palm Beach.

ACT was able to talk with Dominic Giuffre recently about the state of the boom truck market and get his perspective on the economy and the next upturn.

Do you think the economic stimulus package passed by the US Congress will help with crane rental and sales?

Absolutely, we are expecting this package to jumpstart the infrastructure projects on hold and promote new ones. We expect it to restore confidence and trust to the industry resulting in increased sales and rentals. But the success is subject to the package being managed properly by the government. Although, I didn't get too excited about the bank bailout.

When did the downturn start for the boom truck market? How has your company hedged itself against the economic downturn?

We watch the market closely, and we started to reduce inventory at the first sign of the downturn and have been only buying on an

Frank Giuffre operates an early Giuffre truck crane working on the company's first shop in Cudahy, WI



“as needed basis,” usually at a discount from manufacturers or overstocked dealers. The downturn was apparent to us by the third quarter of 2007. We have been reacting ever since.

How do you forecast the rest of 2009?

Decent but not great. The forecast is down considerably, but we are prepared for it and historically we do very well in this type of economy.

As economic downturns go, is this the worst you have seen in all your years in the business? What is it about this economic downturn that is different?

No, I think the early 1980s were much tougher. Not only was there a significant downturn in our economy, the interest rates were at an all time high. Rates to finance equipment topped 21 percent versus low single-digit rates currently available. The availability of capital is not a roadblock today. It's the lack of work.

Some crane and boom truck manufacturers have announced layoffs and cost-cutting measures. Do you envision more? What about prices cuts? Do you think crane prices will be reduced?

Yes, some companies will have to lay off employees if they expect to survive. Most manufacturers will not build what they cannot sell. Yes, price cuts for most manufacturers are occurring as we speak. This is generally on equipment that dealers have cancelled.

Giuffre Bros. teams up with Terex to build its customized Giuffre Dino line of boom trucks. Below is the 1800 and right the 2500



Are you still able to offer financing to your customers? Has the credit crunch affected your operation significantly?

Yes, by having close ties with Heartland Wisconsin Corp., we are able to finance all of our customers one way or another. Heartland has the ability to get creative regardless of credit status and get a customer into a new crane fast. We have had customers financed and take delivery on the same day. No, we haven't seen a problem with credit. There is plenty money available.

Are rental rates as strong as they have been over the past couple of years? Do you envision lowering or raising rates?

Yes, rates are just as strong. Rental rates haven't changed in the past three years and are still good in this economy. No, we do not anticipate lowering at this time, but we will adjust rates for a long-term rental.

What is the most rented boom truck in your fleet and why?

I would say it is the 35-ton crane because of the capacity, the reach and because most of our competitors do not carry this size of equipment.


In 2005 your company ordered more than 450 boom trucks from manufacturers? Do you think you will order any new boom trucks in 2009?

Yes, we will order on a needed basis, but we will be limited to what the market demands. What we will do is buy from manufacturers and dealers at such a discount that will allow us to hold the equipment for awhile and still make a profit.

What distinguishes Giuffre Bros. in the markets it serves?

Giuffre Bros. specializes only in boom trucks and by doing this we can offer immediate delivery on the three most sought after models at the prices no other dealers can even come close to.

What keeps you engaged in this business?

Having been in this business with my brother and staff for over 40 years and dedicating my whole life to the crane business, I feel very fortunate to have gained long-term relationships with customers and staff. I feel that as long as I have my health, I will continue to do what I enjoy doing the most: selling cranes. 



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Keep on truckin'

Many truck crane OEMs have updated or added new units to their fleet. **Lindsey Anderson** reports on current trends, developments and the general market for the reliable taxi crane

A Grove truck crane makes a pick. The benefit of truck cranes is they can quickly travel from job to job, performing many jobs during the work day, so they are ideally suited for any type of lift fitting within the capacity of a specific crane, says Doyle Bryant, director, product marketing for Manitowoc which is the parent behind the Grove line



Customers are using truck cranes for every aspect of construction where a highly efficient mobile crane is needed. Pictured here is a Grove truck crane



They have outstanding reach, high capacity and transportability that's almost unbeatable. And if that's not enough of a sell, Rick Curnutte, product manager for Link-Belt's telescopic boom crane division has another prime factor – "rugged simplicity," he says, "which pays off in maintenance costs." And if a jobsite calls for an extremely mobile solution that, say, could arrive as quick as it could drive down the highway, then a truck crane is the answer to your picking and placing question.

"This means that transporting the cranes from site to site is easy and that no additional assistance equipment is needed," says Doyle Bryant, director, product marketing for Manitowoc Cranes, which is the parent behind the Grove line. "This makes for a highly efficient and capable lifting solution."

Developments

While the entire crane market suffers from a hard economic hit – "The current economic crisis is certainly affecting the sale of cranes negatively," Bryant says – developments are still being made to Grove's line of truck cranes.

"The most significant changes to Grove's truck cranes is the development of both the TMS9000E and the TM500E-2," Bryant says.

The TM500E-2 is Grove's newest truck 

A Dawes rental Link-Belt HTC-8675 II moving in Milwaukee. Customers always want truck cranes to lift higher and further, but you can not compromise the transportability, says Rick Curnutte, product manager for Link-Belt's telescopic boom crane division

crane. The crane features a 45-ton capacity and it differs from the other truck cranes in Grove's product line because it is mounted on a commercially built truck chassis and utilizes separate engines for the crane and the chassis. "The design is more fuel efficient because you don't have to use the same large engine on the highway and for the crane controls," Bryant says.

Additionally, the TMS9000E, a 110-ton crane, replaces the TMS9000E in Grove's crane line-up, and the new model offers more capacity and reach. "The crane upper is based on the highly advanced

Grove GMK all-terrain cranes and features MEGAFORM boom technology, the TWIN-LOCK boom pinning system, and ECOS crane operating system," Bryant adds.

In a different vein, Link-Belt has taken a green thumb to its crane product offerings. Due to varying worldwide emissions standards, Link-Belt has engineered

additional engine packages so the truck cranes can comply with emission standards outside the North American market. "We now have up to three engine packages for each model of truck crane we produce," Curnutte, product manager with Link-Belt's telescopic boom crane line explains. "One engine package meets the current North American EPA 2007 emission standards, another meets the Euro III emission standards and the third package meets the Euro IV emission standards."

Curnutte says several of Link-Belt's Euro III compliant trucks are already working in the Middle East, Latin America and other international markets. "The CE marked HTT-8675 Series II and HTT-8690 feature Euro IV compliance and are available for the European market," Curnutte adds. "In fact, we'll show the CE marked HTT-8675 Series II truck crane at SED in May with NRC Plant, our distributor in the United Kingdom."

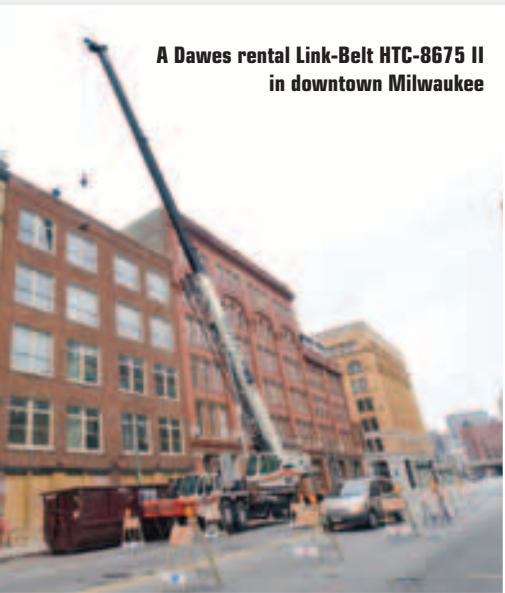
Terex's TLC 380.3 truck crane is the first model of a new series of big truck cranes, the company says. The loading crane has been fitted with a continuous slewing gear and can be extended hydraulically up to eight times. This allows the crane an outreach of 68.8 feet and offers a load-carrying capacity of 2,204 pounds. Terex says the unit also hydraulically supplies the stabilizers within the stabilizing system. "The internally geared slew ring has enabled a particularly compact design," the company says. "The new slide plate quick-change system for the articulated arm extensions, that has been newly developed by Terex, is also of interest (to customers)."

What customers want

Link-Belt's Curnutte says his customers generally use truck cranes for "taxi crane" type applications. "Because of their mobility, these cranes drive from job to job



A Dawes rental Link-Belt HTC-8675 II in downtown Milwaukee



A Dawes rental Link-Belt HTC-8675 II lifts a 33,000-pound milk-holding tank





and perform a wide range of applications," he says. "Customers always want truck cranes to lift higher and further, but you can not compromise the transportability. This is why Link-Belt dominates the truck crane market. Overall, Link-Belts are stronger and more mobile than any other truck crane brand."

But Grove and Terex also have customer

wants and needs that are met. "Customers are using truck cranes for every aspect of construction where a highly efficient mobile crane is needed," Bryant, director of product marketing for Manitowoc (Grove) says. "The benefit of truck cranes is they can quickly travel from job to job, performing many jobs during the work day, so they are ideally suited for any type of lift fitting within the capacity of a specific crane."

However, Bryant admits, the demand for construction equipment, including truck cranes, is down globally. "Cranes are certainly not immune to this downturn and demand is being negatively affected," he says. "When the construction market picks back up, demand for truck cranes and fleet utilization will also increase."

Curnutte concurs. "Out of all the crane types we produce, the trucks have been impacted the most," he says. "On a brighter note, our trucks have experienced gains in market share during these tough economic times."

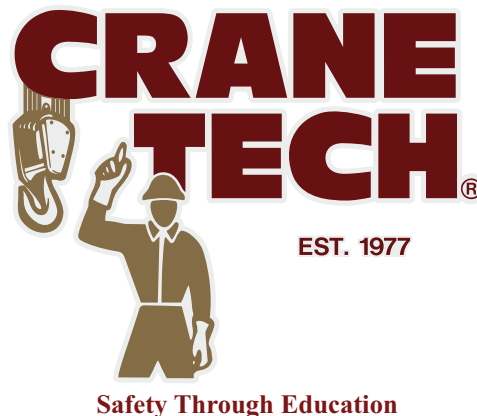
And Grove is positive about the future, as well. "We are continuously evaluating our customers' needs and will continue to develop products that the market requires," Bryant says. "Stay tuned!" **act**

The Terex TLC 380.3 3 truck crane is the first module of a new series of big truck cranes, the company says



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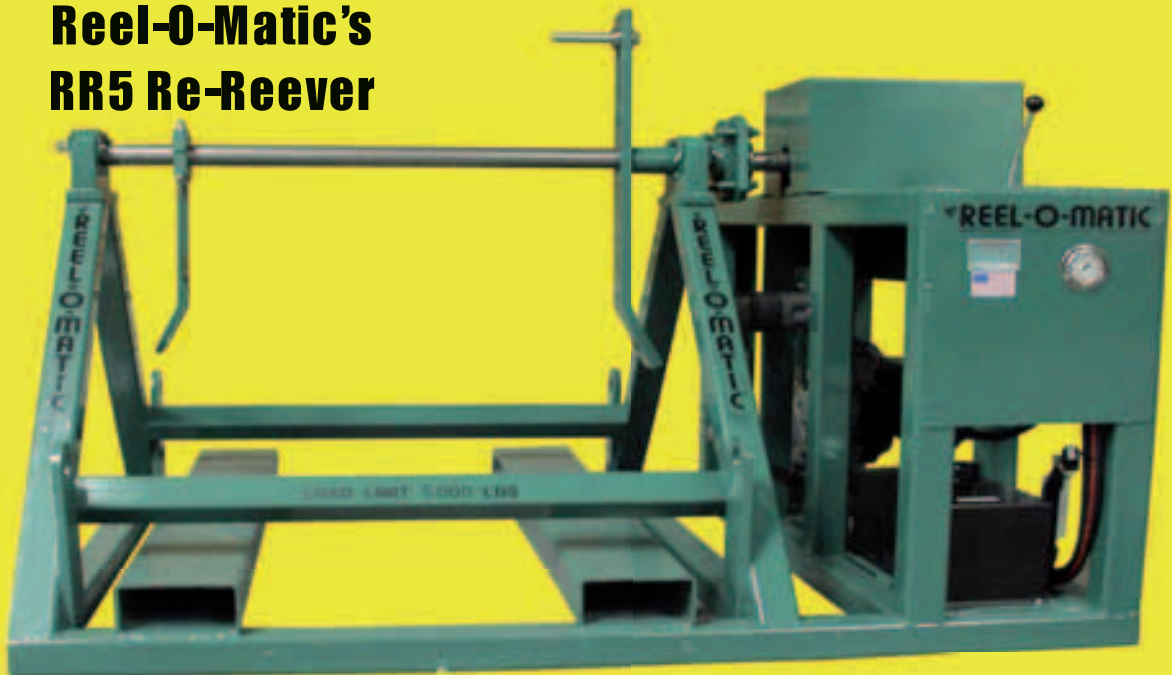
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Safety dance

Training has been on the forefront of the crane industry since a wave of accidents rocked the market over the course of a few years. **Lindsey**

Anderson reports

To get the crane industry talking about training, certification and safety is like throwing gasoline onto a fire. Everyone has their own opinion and everyone feels strongly one way or another. Should a governmental standard be set in response to the series of crane accidents that shook the industry last year? Should companies invest in in-depth training while the economy is down? What are the current trends in the training sphere, and are these helpful or distracting?

Willie Tubbs, president and CEO of Craneology, Inc., a hands-on and practical training company located in California, breaks down categories of companies within the crane industry into two segments: the general industry companies (plants, factories, refiners, etc.) and the construction industry companies (Zachry Construction, Turner Industries, International Union of Operating Engineers, etc.). Tubbs says the two groups invest differently when it comes to training.

"The general industry companies normally spend more on training and realizes the benefits like increased safety, less workers' compensation, better productivity and compliance with OSHA regulations resulting in no fines in this area," Tubbs says. "Therefore, training saves money and they look at it as an investment, so they invest more to save more."

While Tubbs believes construction industry companies realize the benefits of training, he also thinks the industry approaches training differently than the general industry.

"They're more reluctant to bring in an outside company to train their employees," he says. "Instead, they will do a lot of on-the-job training and place the trainee with a journeyman to accomplish their



Companies who take the time and money to invest in training during this down economy might be in a "perfect position with trained operators" when the market picks back up, says Jim Coffin, senior vice president and director of operations for Washington, D.C.-based Heavy Equipment Training Academy

training requirements. At best, they may have a corporate training center where they may send an employee for a week or two before assigning him/her to OJT as an apprentice."

When it comes to investing in training during a down economy, as is the case with the current recession, Tubbs believes constant training and reinforcement creates a culture and becomes second nature. In short, there's no better time than now, and Jim Coffin, senior vice president and director of operations for Washington, D.C.-based Heavy Equipment Training Academy, agrees.

"While commercial real estate may be in a temporary lull, public sector projects are about to explode in volume," he says. "The construction and reconstruction of roads, bridges, rail lines, public buildings, power grids and broadband lines will require construction companies that are well-stocked with trained and energetic operators. The companies that are ready to go with a well-trained and motivated workforce will be rewarded because they will be able to bid competitively and to complete projects in a timely and efficient manner."

Coffin says he has seen a composite response regarding training during these

economic times. He says construction trades are at a standstill in Maryland, the District of Columbia and Virginia, which are three jurisdictions his company provides training program services to. "Those businesses with scant resources – or lack a forward-thinking management – have 'buttoned-up' and are not spending any money on training," he says. "There are, however, a handful of large contractors who realize that the funds from [President] Obama's economic stimulus package will soon be available."

With that, when shovel-ready projects commence, Coffin says, these forward-thinking companies will be in a perfect position with trained operators to take the lead and snag the jobs. "These contractors are aware that state and federal training monies will be available to train their new hires," Coffin says.

Mike Parnell, president of Industrial Training International, based in Washington, says that the overall hazards associated with crane and rigging never go away. "In order to lower the risks and minimize the high-dollar impact related to lost or damaged equipment, lost revenue from out-of-service operation, re-work, and certainly, injured employees, it would make sense that employers prepare and maintain the workforce in their highest skilled state," he says. "The small investment associated with training can help keep an operation running unimpeded when employees' "

technical skills are fresh and complete.”

Jeff York, president of California-based Signal-Rite, LLC, a training and testing facility for signal persons and riggers, says he hasn't seen an influx in training during the past year despite the slowdown the industry has faced. “Do I think they should [do less training now]?” York asks rhetorically. “I do think now is the time to invest because when they get busy, then nobody has the time to do it.”

But some folks, like John Nypl, president of California Crane School, Inc., who has trained thousands of operators over the years, says the economy should not be a factor when considering investing in training. No matter if the market is down, reflecting a loss of monies for companies or a gain of downtime for employees and operators, Nypl feels strong about quality

and time spent on training.

“As a training school you must be competitive as far as price and duration to certify an operator without sacrificing safety...,” he says. “Whether it is three days or three weeks, a crane training school can never teach a candidate everything that is needed to become a proficient crane operator. This is not the type of thing that can be learned in a classroom or a controlled field environment. Crane operation is something that is learned out in the field on real jobsites around experienced personnel.”

Training trends

While some say hands-on is the way to go, a new trend of Internet-based training, testing and certification has popped up as of late.

“The Internet-based courses are great time

savers, but just like the online college courses, some trainees will need the actual instructor for clarification and explanation,” Tubbs with Craneology says. “I think it's OK for examination preparation, but it won't have long-term effectiveness for retention.”

Rudy Stolz, president and owner of Specialty Crane Operator Training based in California, isn't so keen on the Internet-based training or testing. “Who says I couldn't sit next to someone, be paid, and take the exam for someone on the Internet?” he says. “What's the validity? I guess a notary could watch and sign, though, but I'm not a big fan of that.”

York, with Signal-Rite, says the sheer cost of setting up a training center of crane operators and signal persons is staggering, which could be a reason for an increase in Internet-based training courses. “We

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are falling real short," in terms of training facilities, York says. "Really and truly if we wanted to take some pages out of someone's book, we would be smart to take a look at the practices of the Canadians. The [Canadian] government has spent a tremendous amount of money up there. They have all brand-new equipment, state-of-the-art equipment, and they don't have a CCO program where you can get a license in a week. If you look at the incident rates up there, they're much less than what we have in the US."

York believes the US government should play a larger role when it comes to setting up training facilities for the crane industry. "If you think of all the equipment that someone has to buy to become a facility to adequately train crane operators, this should be something that our government actively

invests in," he says. "Right now we're only kidding ourselves."

Stubbs says another popular trend are refresher courses, which are good for trainees because they learn something new every time they take the course, whether it be because of a new or different instructor with a different spin or view on the subject or simply because the trainee is able to pick up on something he or she overlooked the last time.

"The problem is retaining the employee long enough to send to a refresher course," Stubbs says. There are a lot of people out of work and those that are fortunate enough to stay employed may be doing the job that someone else had and getting trained for the first time instead of the refresher."

Another trend is train-the-trainer courses. "[They're] popular because it saves money

for the company with the trainees," Stubbs says. "The way the training companies benefit from this course is that they require the trainer to take a refresher course every two years and re-certification every four years. This helps to maintain a lasting relationship between the two companies."

Crane simulators, which gained popularity back a few years ago, Stubbs says, are a huge part of training today. With various makes and models popping up depending on the need and budget of the customer, simulators can be used for remedial training, situational awareness and reaction training, and progressive training. "Most trainers use simulators to transition from the classroom to the actual crane," Stubbs says. "I believe they'll be used more and more as the years go by and the attention on crane operator safety remains high."

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EDITOR'S NOTE: Crane and rigging training is available throughout the US. This is a select list of training companies and is in no way comprehensive. The list was compiled from several industry sources. Many crane and rigging companies provide training for their employees and other operators in their regions. Those companies are not represented in this list. Many construction industry organizations also provide training and certification. *American Cranes & Transport* does not endorse any of these companies. The magazine is not responsible for omissions or errors. If your company would like to be included in our database of training companies, please email d.annshiffler@khl.com.

Government intervention

The crane accidents that rocked Texas, Florida, Kansas, Oklahoma and New York over the past few years offered a clear view that there needed to be an increased focus on safety, raining and the quality of operators and rigging. In 2006, the US Occupational Safety and Health Administration (OSHA)'s Crane and Derrick Negotiated Rulemaking Committee (C-DAC) reached a consensus on draft language for a revised crane and derrick standard for construction.

"With OSHA on the verge of producing new crane-related regulations and with Texas on the verge of making certification mandatory for the operator, rigger and signal person (Texas HB 1807), and the demand for certification-related training is off the chart," says J.R. Williams, president of Texas-based East Texas Crane Academy.

But some think OSHA isn't moving fast enough. "They're dragging their feet – these changes should be in place right now before we see more of New York (accidents) or even places like Texas," says Ronnie Gray with Tower Crane School of Phoenix, LLC.

Gray says his company made a video to post on its website, and while doing so, had to edit it multiple times because the operators were "so bad." Gray says the video shows an operator moving through the

NCCCCO test easily, but, really, the video is of three different people, edited, because "they all were so bad."

"The blooper video shows just how bad these so-called journeymen A-list operators were," he says. "They all failed except two out of seven and the rest came to our school afterward and failed. My point here is that people want to say you must have X amount of years before you can even get certification when X years mean nothing if the training from the start is not correct."

According to Jeff York with Signal-Rite, the crane industry's idea of training is grossly negligent in the requirements necessary to do certain jobs. "A hairstylist has to have 1,500 hours worth of training before he or she takes a test and wield scissors," he says, "but a crane operator can get a license in one week. I'm not knocking anyone, there

are some people out there who are providing some excellent training."

Despite his views, York is not keen to the C-DAC document. "Really and truly this 1,100-page document has got a lot of fat on the meat," he says regarding the document.

Parnell, president of Industrial Training International, finds it unfortunate that the government must intervene on occasion to specifically require certain levels of training or employee certification. "It means that the marketplace is not voluntarily willing to make operational changes over the entire spectrum, so government must step in and add requirements due to escalating loss of life or serious injuries," he says. "It is too bad that the new OSHA laws are always written in the blood of previous victims, but often that is the only way we will see operational improvements on a large scale." **act**



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High hopes

As alternative energy goes, wind power is about as good as it gets. It's simple, clean and quiet. The tall majestic white turbines gently twirl on the horizon, generating power as the wind blows. The biggest worry for the wind industry over the past year is that its momentum would stall amid the economic calamity that has gripped North America.

Last year more than 85,000 people worked in the US wind energy market, a 70 percent gain from 50,000 jobs in 2007, according to the American Wind Energy Association (AWEA).

"The wind energy industry today generates not only clean energy for our economy, but also hope and opportunity for American workers and businesses," says AWEA CEO Denise Bode. "Whether it is building or maintaining a wind project, or producing wind turbine components, you'll find people employed in wind power in nearly all 50 states."

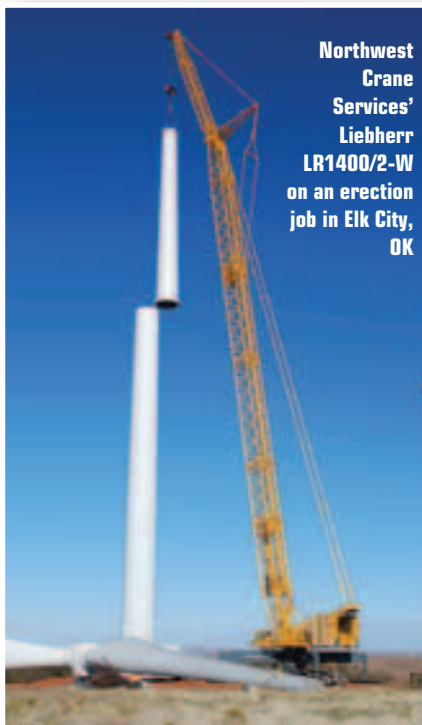
In mid April, AWEA released its *Annual Wind Energy Industry Report*, which revealed that in 2008, the US wind energy industry brought online more than 8,500 megawatts of new wind power capacity, increasing the nation's cumulative total by 50 percent. So what does that mean?

➔ It means that as of year-end 2008, with 25,300 megawatts of wind power capacity, the US outranks Germany as the country with the largest amount of

As the crane and transport sector emerges from the economic downturn, will the wind energy industry lead the way?

D. Ann Shiffler reports

that hopes are high



Northwest Crane Services' Liebherr LR1400/2-W on an erection job in Elk City, OK

On its first job, a Liebherr LR1400/2-W narrow track owned by Northwest Crane Service erects turbines in New Hampshire



wind power capacity installed.

- ➔ It means that growth in 2008 generated more than \$17 billion into the economy, positioning wind power as one of the leading sources of new power generation.
- ➔ It means that wind power plants in the US produce enough electricity to power the equivalent of close to 7 million households.
- ➔ It means that with all the growth in the wind industry, wind projects installed through the end of 2008 generated just 1.25 percent of the nation's electricity in 2008.

Again, the big question is, what's not to like about wind power? Not much.

Hefty investment

For the crane and transport sector, the wind energy industry has offered a strong and steady supply of work over the past decade, especially in the past five years. While working in this sector requires a hefty investment – big cranes, specialized hauling trailers and highly trained workers – the investments tend to pay off, big time.

"Over the past 12 months, we have erected wind towers in Oregon, California, Arizona,

Many in the crane and transport industry view the wind market as a pot of gold. In the wake of a beautiful rainbow, Barnhart Crane & Rigging crews erect turbines

Barnhart crews complete a delicate placement



than 80 meters.”

While many in the industry suppose that wind turbines will eventually go taller and get heavier, Robertson says it will require some retooling if that's the case. “Sometimes going higher may not be worth the additional expense,” he says. “But if they do go taller or heavier, we will need some bigger cranes. It's going to require more tower, more engineering and stronger bases to go higher. That would be a heck of a lot of additional expense unless there is a significant amount more wind.”

Robertson says his company is preparing to start a job in Colorado that is using heavier turbines. “We'll be using a little larger crane, the Kobelco SL 6000 on that job.”

For the most part, wind farms are developed on challenging terrains, tough work for heavy lift cranes. “I don't see the wind farm terrains getting any easier, but they are not any harder either,” he says. “We had a crane doing some maintenance work in Tennessee. It was a really tough site to get our crane up to. It was on a mountain. But that's not the norm.”

Burkhalter does double duty in the wind business. The company erects wind towers on farms from New York to California and it also has completed big contracts involving the transport of wind

tower components.

“We've been involved in this industry prior to 2002,” says Delynn Burkhalter, president. “First we did the crane and rigging work setting the towers and then got involved in the transport side, handling

Texas, Iowa, Minnesota, North Dakota and Northern British Columbia,” says Butch Robertson with Buckner HeavyLift. “2008 was probably a record year for Buckner as far as the wind industry.”

While work for Buckner thus far in 2009 has not been as brisk as last year, Robertson says his company has no complaints. He says that in 2008 his company had about 80 percent utilization in its wind work. He said this year it has been about 60 to 65 percent usage.

“Because of the first quarter of 2009, it's been a little slow,” he says. “But then, the year's not over yet. We expect it's going to get busy soon, and truly will get busy in the mid summer to the end of year. By then we'll be wide open.”

What does that mean? “We think we will have full utilization,” Robertson says.

The blip in business during the first half of 2009 can be attributed to the economic downturn, the negativity in the economy, Robertson says. “My understanding is that a lot of financing fell apart at the end of the year,” he says. “But now it's been shored back up, at least that's our hope.”

According to the AWEA, nearly 4,000 megawatts of projects that could have

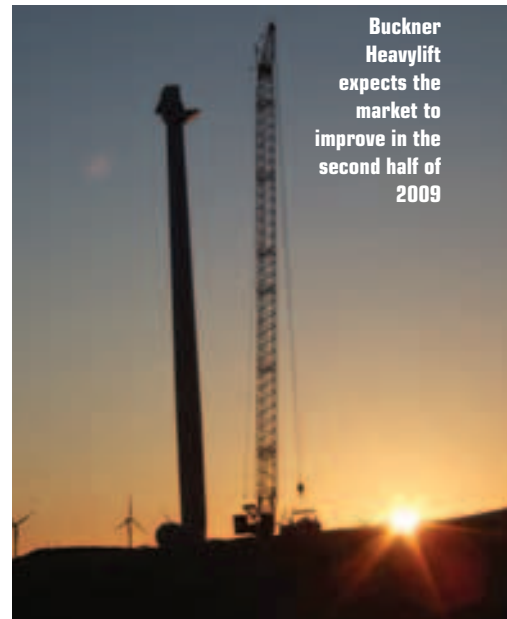
been commissioned in 2008 will now be brought online in 2009. AWEA expects approximately 5,000 megawatts of new capacity to be commissioned in 2009.

Buckner HeavyLift and its competitors have invested heavily in equipment needed to erect wind towers. Buckner has 13 heavy lift cranes dedicated to wind sites, Robertson says. “A lot of our fleet was bought because of the wind work,” he says. “We probably wouldn't own all of the LR 1400s we own had it not been for our work in the wind industry. There's other power plant work and a little bit of construction work for those cranes, but it's not a great amount.”

Higher, heavier?

In Europe, the trend has been in the erection of taller and heavier wind towers. Many thought the US would follow suit, but in 2008, and thus far in 2009, that has not been the case. Apparently, the optimum wind in the US can be found at heights of about 80 meters (about 263 feet), says Robertson. “We haven't seen that much change in the height of turbines,” he says. “We've worked on one wind farm with larger turbines, those that generate more megawatts per unit. But so far none taller

Buckner Heavylift expects the market to improve in the second half of 2009



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Daily Express has a fleet of more than 100 trailers dedicated to wind industry hauling

the transport of components from either the port of origination or at a manufacturer's facility, either doing just-in-time delivery or to a storage facility and then off loading and reloading."

Hauling wind turbine components is also a specialized business that requires specialized transporters, which are also costly. "We use specialized blade trailers for the blades because the blades are so long and flimsy," he says.

Burkhalter says his sources expect that the industry will recover in 2009 and that 2010 and 2011 will be equally as good, or better, than the banner year 2008. "The extension of the tax credit for wind power development has been a good thing for this sector," says Burkhalter. "But right now, it's still a little flat. Erection is going on in a few areas, but I think we will see it return to the 2008 levels later this year."

Strong future

In mid April, the busy season started, according to Mark Eyer, vice president of Daily Express. "Wind is a large growth vehicle in this market, and with the wind policies of the current administration, we expect wind to be strong from 2010 to 2015," he says. "In 2008, wind was a strong market for Daily Express but the credit crisis has impacted 2009."

But Eyer says that 2009 will just be a "one-year aberration."

Daily Express, which has been in business for 78 years, serves the wind market nationwide with its heavy haul services. The company has a fleet of more than 100 trailers and trucks dedicated to the wind market, and Eyer says his company is

pursuing every possible avenue to grow its wind business.

"The determining factor is the credit situation," says Eyer. "These projects are very capital intensive."

Like on the crane side, keeping fleets current and able to haul wind tower components requires knowledge and money. "Over the last three years we have purchased 100 trailers for the transport of wind commodities," Eyer says. "The turbines are continually evolving in design. They are getting heavier and the nacelles are getting heavier and the blades are getting longer."

Like the crane manufacturers, trailer manufacturers have risen to the occasion, developing transporters and trailers that make hauling wind components easier, safer and more efficient.

"The trailer manufacturers are directly involved in that and do a wonderful job of keeping up and coming out with newer and better trailers," Eyer says. "They are constantly tweaking designs based on what is needed. We're seeing better steering mechanisms, the schnabels and other elements that make transporting these long, heavy loads easier."

Trailer innovations

Among the newest developments are schnabels, double schnabels and self-loading and unloading trailers. Trail King, XL Specialized, Kalyn Siebert, Thru-Way Trailers and Scheuerle are among the brands catering to the wind market. "The evolution of the trailer that offers self unloading means less crane time, which means less expense," says Eyer. "We're seeing all different types of new tower transporter innovations."

While most of the wind tower components are long, the blades present an equally interesting challenge in terms of transport. Scheuerle, based in Germany, builds specialized transporters for the wind industry and compares the moving of the long rotor blades similar to the handling of raw eggs.

While the crane companies confront windy weather, wild animals and rattle snakes out on wind farms, the carriers are just as challenged when it comes to permitting their loads. "It's all about having the right equipment, the terrain you are dealing with and the states involved and the different rules and regulations of that state," Eyer says.

For the most part, states are very cooperative about permitting wind loads, although there still are many regulatory challenges. Most states now have a green initiative or a renewable energy mandate and wind energy is a market most states are chasing. "The DOTs are following that

Bigge Crane & Rigging cranes load a tower section onto a trailer for Anderson Trucking for transport to Oregon



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need and support wind," says Eyer. "We haven't experienced any state that wasn't very helpful to the deliveries we have made. We've had excellent response."

Permit policies

Some states, such as Texas, which leads the nation in the amount of megawatts produced, are making the permit process easier for heavy haulers. In Minnesota, which moved to the No. 4 spot in the nation for megawatts produced in 2008, the wind energy business is big business. Last year, the Minnesota Department of Transportation put in place a position with the primary responsibility to help coordinate and facilitate all applications and requests with respect to wind. Ted Coulianos, supervisor of the Minnesota DOT office of freight, said his state has been pro-active in helping companies that haul wind components through Minnesota.

"We wanted to be ahead of the curve," says Coulianos. "We wanted to be more proactive and see how we could shape what we needed to do and have the carriers help us so we could help move these things better. Rather than react to each individual request, we wanted to experiment. We had not done this with any other industry. But it has worked for us."

It has been a good thing for the state and carriers, especially since wind power has grown into a key part of the energy infrastructure in Minnesota, where 7 percent

A Scheuerle system hauls wind tower components



of the state's electricity comes from wind power, according to the AWEA. In January of 2008, some 43 carriers were hauling wind components through or to Minnesota. By year-end 2008, that number had grown to 150 carriers. Minnesota DOT assessed the regulations related to permitting in all its districts and found many inconsistencies. Some districts required escorts and some required night-time only travel. "In some cases, it was just ridiculous and not sustainable," Coulianos says. "We made some agreements, got some concessions and took a centralized leadership role."

While the escort requirements can still be an issue in Minnesota, Coulianos says his department has worked with the major carriers, including Anderson

Trucking, which does a large amount of wind component hauling, and determined the best way to streamline the permitting process. It's been a win-win situation for everyone involved, he says.

Positive outlook

Uniformity in permitting remains an issue for carriers, but the SC&RA's Permit Policy Taskforce will continue to push for more reasonable regulations and concessions. "Speaking from the position of a member of the SC&RA, there are still big issues with lack of uniformity," says Doug Miller, vice president of contracts for Burkhalter. "This is a bureaucratic issue that will be very difficult for any quick solution."

Over a period of two-and-a-half years, Miller managed a large-scale project for Burkhalter in upstate New York. The project involved the hauling, storage and then transport to four different wind farms almost 400 turbines. Each wind tower means eight loads – two loads of blades, three loads of tower sections, one nacelle, one hub and one down-tower assembly (DTA) unit. The DTA unit, the computer system, was the only non permit haul – the others were super loads that came from as far away as Seattle and as close as the Port of Albany. To say the least,

the project was a huge assignment in logistics.

Miller too is optimistic that the lull in the wind market is over. "Everyone is anticipating that credit will become available and that a large number of sites in the Midwest will start development really soon," he says. "I believe because of these delays that in the initial goals, we'll see a shortfall

this year, but for the long term, goals will be met. What isn't built this year will be built in succeeding years."

Eyer with Daily Express agrees: "There are a lot of wind farms to be built in the next 10 to 15 years."

AWEA's Bode still thinks much of the success of this industry will be keeping the US focused on alternative, clean energy. "We need the right policies in place for our industry to maintain its momentum," he says.

act



Burkhalter erects towers in upstate New York. Burkhalter worked on four different wind farms in upstate New York over a two-and-a-half year time period



**TOP: Burkhalter's driver makes a 90 degree turn using one of its rear steering extendable "blade trailers" in upstate New York
INSET: A close-up of the axles while steering in a 90 degree right hand turn**





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CRANES

Out of the slump?

Companies in the northern region of the US have high hopes for an economic upturn. **Hal Lundgren** reports



Tim Lyons, general manager of Minneapolis-based Murphy Rigging and Erecting, says competition for jobs has increased with 50 percent more bidders on a job than in the past

What does the Olympic marathon have in common with recessions? Even when they squint, neither runners nor business people can spot the finish line.

Though they can't see the finish, at least marathoners know their race will end in a bit more than 26 miles. But the length of the current economic slump seems much harder for business people to pinpoint. Just ask Tim Lyons, general manager of Minneapolis-based Murphy Rigging and Erecting.

"Though we've done business in China and Taiwan, I can't speak for all of the US," says Lyons. "The people I have spoken to tell me their business has been off 15 to 20 percent. It's that way for us, too. We're down about 20 percent from last year."

Lyons says his management team initially hoped for a "pick-up" by the end of 2009. "Now we're not sure," he says. "We think this problem economy could go well into 2010. It might be the end of next year before we get our business plan in order. By then, we expect business to be either good or as good as it's going to get."

Fortunately for employees who provide Murphy's rigging and millwright services, there have been no layoffs.

No layoffs

"We have what we call OBRs, or off-by-request days," Lyons explains. "When work is slow, workers can take off a day or two.

Omaha-based Lift-All Crane Service celebrates its 32nd anniversary this year



Joe Hylok, owner of Lift-All Crane, says his company is going forward with an optimistic spirit. If a customer calls with a problem at 2 a.m., Hylok answers the phone



That has enabled us to keep everyone. Having people take a day or two off can lead to dissension among the troops, but that's just where we are. Our business has been very good for five years. It's a little soft now."

But Lyons doesn't want to sound pessimistic, "because we all know how



John Hanson, who with Mike Wilson owns Whitewood Transport, says that his company has been impacted by the recession but perhaps not as hard as in some areas

quickly things can change. You hit a few big ones (contracts) and everything turns around. We also have steady elements in our business, such as a lot of recent government work."

Competition has really increased on the jobs Murphy pursues. "Many more bidders [are] going after the same job," he says. "On some of our bids, there might be 50 percent more bidders than a few years ago. People bid lower when there are fewer jobs. Sometimes when you place the winning bid, you wished you hadn't."

At Omaha-based Lift-All Crane Service, the notion of layoffs wouldn't sit well with owner Joe Hylok. And especially with his wife. Hylok's daughter runs the company's office. His five sons are operators.

"Our business has been a little slower, but the thought of layoffs would create a dilemma," Hylok says with a laugh. "This is my 32nd year in the business, and it has been the worst. Our 32nd birthday is on July 1, 2009. We're going forward with an optimistic spirit. And we won't get complacent. My business phone is on

my night stand, where it has always been. If a customer calls with a problem at 2 a.m., I answer. Our company responds. That continues to be our way of doing business."

Housing comeback?

Hylok identifies housing as a key to recovery. "We've used bigger rigs for modular housing in our area," he says. "We've seen slowness in ethanol plant work, but there has been nothing in a long time in housing. Housing has been and will be my gauge for an economic recovery. When the housing market starts to go well, everything else will go well."

Even as the nation's economy began to dip in late 2008, Whitewood Transport of Billings, MT maintained its remarkable performance. The company posted 20 percent growth for the full year, just as it had during the previous six years. Early this year, the downturn finally struck Whitewood.

John Hanson, who with Mike Wilson owns Whitewood, says, "The Billings area has not been hit as hard as the rest of the nation. But we've seen the recession's impact on some of our customers. Lampson International of Washington, Mullen Crane of Idaho and Sterling Crane of Edmonton are outstanding, strong companies. They

haven't been moving as many cranes this year. We've seen other signs of slowing. There had been a lot of bidding on moving cranes to the massive oil sands project in Alberta. Now the bidding is for moving cranes out of the project."

Hanson says methane projects have also been slowing. "Methane had created lots of demand," he says. "Now operators who had been in methane are calling us in search of work."

Whitewood apparently will not add an eighth year to its remarkable record of 20-percent annual growth. Hanson notes a comparative dip from the early months of 2008.

Remain aggressive

"Our approach will be to remain aggressive," he says. "During times like these, you go as hard as you can. It's easier to be optimistic in our area because we're not hurting as much as the rest of the US. We've actually added owner/operators to our organization, and we've had no layoffs."

And Hanson offers a bit of good news. "In our company, there's a sign that things are picking up. My office is just outside our dispatch room. It's starting to get a little noisier in there." **act**



Equipment moving has slowed down as the economy has slowed



Brand new baby

Delta Cranes is thrilled about its new **Manitex 50110S** boom truck.

D. Ann Shiffler reports

In mid-April, Delta Cranes COO Tom Patti says he was walking on “Cloud Nine.” He and his wife had just welcomed to their family a new baby daughter, their first child, and Patti was exuberant. He was also fired up about the latest addition to his crane fleet, a 50-ton Manitex 50110S boom truck.

“We run a taxi crane fleet – hit and run, hit and run, throughout the day,” says Patti of the Stockton, CA-based company. “By Manitex coming up with this 50-tonner, that opened up the market for us being a bigger mobile crane service. This 50-tonner allows us to satisfy our existing customer base and pursue new customers.”

Patti purchased the Manitex from Coastline Equipment Crane Division, based in Sacramento. Mounted on a Kenworth chassis, the mega boom truck is legal on California roadways.

Road ready

“We worked closely with Sacramento Kenworth, Manitex Cranes and Cal-Trans to optimize axle loadings and weight distribution in order to set the truck up to be California legal without permits,” said Steven Whisenhunt of Coastline Equipment. “It’s easier to do your homework in the beginning and order everything you need up front as opposed to trying to figure it all out and make modifications after the fact.”

An extra tag axle was added to spread out



Delta Cranes purchased its Manitex 50110 from Coastline Equipment Crane Division in Sacramento, CA

the weight ratio of the truck so it would fall within the parameters of California law. “With this boom truck, we can go from city to city and be there in short order without having to charge permitting fees or go through the process of getting the permits,” Patti says. “Customers love it.”

Delta Cranes was established more than 40 years ago by Tom’s father, Anthony Patti. “In 1959 my dad first started business in New York with a hand crank 65-foot boom truck,” says Patti. “It was his first boom truck and it was the biggest deal around.”

The elder Patti still works in the business on occasion, Patti says. “We call him in when we have something really interesting or a job that requires special rigging. We just did a 50 ton lift – 12,000 pounds, requiring 14 pick points unevenly spaced with two spreader bars – fun!”

Today the company operates as an hourly crane service, setting spas, steel and HVAC units. Patti learned about the Manitex 50 tonner by renting it from Coastline while another crane in his fleet was undergoing repairs. “That was when I realized the positive impact the bigger boom truck was having on my business,” he says. “It was a natural fit.”

The HVAC business is a major market for Delta Cranes

The crane has added a new dimension of service to Delta’s business. “We’ve used it weekly to lift everything from a flipped tractor, to a steel sculpture and also to lift the heavier and larger-scale air-conditioning units,” says Patti. “By having this extra capacity, you can see how that would open up your potential business. Instead of my customers having to bring in a big crane for a lot more expense, I can now help them.”

Patti contends that in his business model, it’s all about capacity and radius. “When you pick up a new piece of equipment, a new crane, you increase your business potential,” he explains. “This crane is very well designed – advanced, modern, sophisticated and yet simple to operate. I can send an operator out in it and I don’t have to worry about the variables. It’s a very simple machine with fixed counterweights, and there’s little question on how to set it up or run it.”

Delta operates three boom trucks in its fleet, a 5-ton Garland, a 35-ton Terex RS70100 and the new Manitex 50110S. Thus far, the new 50110 has done as many as three jobs in one day, Patti says. “On a busy day we might start the morning in Sacramento lifting heavy equipment, lift and set an AC unit in Stockton and then end up in Modesto in the afternoon setting a spa,” he says. “What’s nice is that I can work my 35-ton boom truck in the 35-ton and below





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Coastline worked with Kenworth, Manitex and CalTrans to optimize axle loadings and weight distribution to assure the 50-ton boom truck was legal on all roadways in California.

market and work the Manitex in the 50-ton and below market.”

Impressive brand

Patti says that he stopped looking at other brands after renting the Manitex. “Seeing the innovation and engineering with this crane, I became interested and now I’m

very impressed,” he says. “This was the first time we had done business with Coastline, and with Manitex, and we couldn’t have asked for a more professional experience with personal attention. Everyone involved is ‘five star.’”

Buying a new crane in a down market was a calculated decision, Patti says. “My customers are working and our cranes are lifting,” he says. “We are aggressive in our market. If the economy is contracting then we need to expand our services. My strategy is to expand during this time to create new

business opportunity.”

Built originally to work in Canadian oil fields, the Manitex 50110S was the first 50-ton boom truck in the US market, the company claims. The trend toward higher capacity boom trucks is one that Patti was glad to see come along.

“You have to stay with the trend,” he says, “increasing capacity and reach. There are so many times in our business when you need a little more capacity and a little more boom length. Oftentimes, the customer will tell us on the phone that they have a 3,000 pound lift at 80 feet. Then you get there, and its 4,800 pounds at 95 feet. By having stronger equipment, this allows you to satisfy your customers.”

When discussing his new Manitex boom truck, Patti bragged about it as if it were a child, and recalled the evolution of the Manitex product line. “It’s a solid design and strong engineering,” he says. “Back when Manitowoc bought Grove [and National], they had to jettison one company. Manitex was kicked out like the unwanted step-child. But since, they have rebuilt into a strong and self-sufficient company. By now being out from under the umbrella of a larger company, they have proven themselves as an established industry leader.” **act**



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Treasurer: George Young
George Young Company

When used properly, the *2009 Ratio Analysis/Financial Benchmarking Study* will become a powerful management tool for improving profit and cash flow

Business tool

For over 60 years, SC&RA members have looked to their association for industry-specific financial guidance. During these times of great economic uncertainty, SC&RA's ability to meet that need has grown greater in importance. We refuse to let our members down.

Currently underway is SC&RA's *2009 Ratio Analysis/Financial Benchmarking Study*. The study is being compiled by Barbara Carper of Profit Soup, Inc., Seattle, WA. She has conducted several similar studies for SC&RA including the last one in 2007. These efforts have given her a thorough understanding of the industry and how to help members be more successful.

Members pay nothing to participate, and their individual company information will remain confidential. All participating companies will receive a free copy of the study and a separate customized analysis of their financials. To make the study even more relevant, the actual statistics and analyses will be separated into three service types – specialized transport, crane rental and rigging.

In practical terms, the study will help companies answer a number of important questions: Exactly how much more money could I be making if I managed my cost of services as efficiently as my top-performing peers? How does my operating profit compare to others in my type of operation? What specific action plans can I put in place at my company to get my numbers in line with the profit leaders? How do my cash flow and liquidity levels compare to others? Exactly how much more cash would I have in the bank if I achieved improvements in this area? Am I making the most efficient use of my assets and equipment? Are my employees as productive as others in the SC&RA? Are my staff costs in line?

When used properly, the study will become a powerful management tool for improving profit and cash flow. The helpful suggestions for gaining maximum benefit from the study will function much like a user's manual.

To maximize benefits of the study, SC&RA will use it as the basis for a full-day session during the 2009 Financial & Risk Management Forum at the Omni William

Penn in Pittsburgh, PA on August 19-20. This session, Successful Financial Strategies for YOUR Specialized Company, will be facilitated by Mike Whitlock, Tannian Consulting, Redmond, WA, who also has worked with SC&RA on past Ratio Analysis/Financial Benchmarking Studies.

The other day of the forum will include six sessions presented by well-respected experts on other topics dealing with bottom-line issues and strategies, including:

- developments and trends in transportation litigation
- stimulus plan for infrastructure investment: When are funds available? What should you expect? How do you manage inherent risk associated with the plan?
- capital strategies
- finding the keys to the DOT files: Often overlooked fundamentals and what you should know to avoid costly fines
- succession planning and asset protection
- increasing cash flow using 1031 like-kind exchange (LKE)

Visit www.scranet.org/events now and click on the "Financial & Risk Management Forum" link to review the program, learn more about the hotel, and register. Information is also available by calling SC&RA at (703) 698-0291. Additionally, companies that did not participate in the *2009 Ratio Analysis/Financial Benchmarking Study* may call SC&RA to preorder the publication, available by September 1, for \$495.

Of course, SC&RA also will continue to offer members valuable financial information through this magazine and its sister publication, *International Cranes and Specialized Transport*, weekly newsletters; other major meetings; and specialized publications available only at www.scranet.org/store.

We want to give our members every fair advantage over those companies that choose not to belong and participate in the association.

Joel Dandrea, executive vice president

Moving forward



The audience listens closely to John Hill, former head of the Federal Motor Carrier Safety Administration

More than 250 participants from seven nations participated in the Specialized Transportation Symposium in March in New Mexico.

Terry White provides a recap

KeeP moving forward despite trying times. That was the predominant theme of the 2009 Specialized Transportation Symposium, March 11-13, in Albuquerque, NM.

"Down times give you an opportunity to prepare for the up

times," said Doug Ball, SC&RA vice president-transportation, to attendees at the close of the symposium. Ball noted he was confident the symposium succeeded in helping SC&RA and its members "get in front of problem areas now."

Thoughtful discussions of challenges and opportunities facing the industry and the regulators, legislators, and enforcement officials who interact with it began in the educational sessions and flowed over into the breaks, receptions

John Hill, previous administrator of the Federal Motor Carrier Safety Administration (FMCSA), recapped FMCSA's significant regulatory actions and program activities involving hours of service, electronic on-board recorders, medical requirements, minimum requirements for driver training, and safety assurance process for new entrants. "Don't wait on regulators and enforcement personnel to meet with you," he said. "Relentlessly engage them and keep the dialogue going."

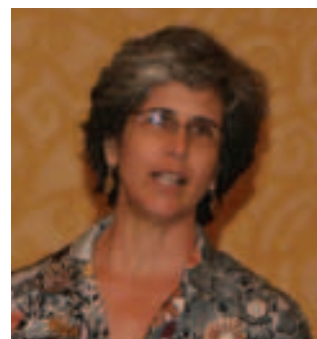


and the 21 booths at the Exhibit Center. Punctuating the prevailing mood of cautious optimism was a stock market that showed daily gains from the beginning of the pre-symposium events until the symposium's conclusion.

Thanks also go to the sponsors of the 22nd Specialized Transportation Symposium: COMDATA: Goldhofer AG; Industrie Cometto S.P.A.; KHL Group; Liddell Trailers; National



Gregory M. Cohen, president of the American Highway Users Alliance, examined his organization's priorities: bridges and pavement quality improvements, particularly on the National Highway System (NHS); congestion relief on the NHS; safety improvements on all public roads; highway freight corridors; streamlining bureaucracy, and sustainable long-term federal funding. "If the stimulus doesn't work, people may believe that roads aren't a good investment for the economy," he said. "If public support falters, it could doom any newly-felt optimism about highway spending in the long-term."



As part of her presentation on Transportation Contracts/Bills of Lading, Susan L. Dunathan, associate in the Government & Public Policy Practice Group at Parker Poe Adams & Bernstein LLP, offered valuable litigation tips. There are always deadlines involved with litigation, and missing a deadline means losing your rights permanently, she said. "Recordkeeping is key to a good defense," Dunathan said. "If it's not written down, it didn't happen."



new SC&RA officers

During its Annual Conference, April 21-25, at the La Quinta Resort, La Quinta, CA, the Specialized Carriers & Rigging Association elected the following officers:

PRESIDENT: Paul LeFebvre, LeFebvre & Sons, Inc., Elk River, MN

CHAIRMAN: Randall Goddard, Atlas Industrial Contractors, Ltd., Columbus, OH

VICE PRESIDENT: William Stramer, Link-Belt Construction Equipment Co., Lexington, KY

TREASURER: Bill Keen, Keen Transport, New Kingstown, PA

ASSISTANT TREASURER: David Lowry, Bennett International Group, McDonough, GA.

Also joining the board are four newly elected Group Chairs:

ALLIED INDUSTRIES GROUP: David Wood, WHECO Corp. Richland, WA, who returns for another year; **CRANE & RIGGING GROUP:** Ron Schad, Essex Crane Rental Corp., Buffalo Grove, IL; **TRANSPORTATION GROUP:** Ron Montgomery, Intermountain Rigging and Heavy Haul, Salt Lake City, UT; **LADIES GROUP:** Linda Curran, J.J. Curran Crane Co., Grosse Ile, MI.

The Exhibit Center gave attendees plenty of opportunities to learn about products and services designed especially for their industry



Interstate Insurance Co.; NBIS Construction & Insurance Services, Inc.; Nelson Trailers; Pro Miles Software; Rogers Brothers; Ridewell Suspensions; Talbert Manufacturing; Trail King Industries, Inc.; Transport Systems and Products Inc. and Scheuerle; and XL Specialized Trailers.



Peter "Jack" Basso, COO and business development director of the American Association of State Highway and Transportation Officials (AASHTO), highlighted prospective developments for federal transportation programs, provided an overview of AASHTO's proposals for federal transportation, and examined resources proposed to implement this new version for the future. He pointed out that both during his campaign and his early days in office, President Barack Obama "has had more to say about the importance of adequately funding the infrastructure than the past six presidents combined."

SC&RA recognizes excellence in safety

The importance of safety to SC&RA is reflected in the awards it presents to individuals and companies each year during the Annual Conference. Many of the awards are specifically related to safety. However, safety considerations also play a significant role during the selection of other award winners. For example, safety always factors into the judging of the Hauling and Rigging Job of the Year competitions.

SC&RA announced the latest winners of its annual Safety Awards during the 2009 Annual Conference in La Quinta, CA April 21-25.

CRANE & RIGGING

Twenty-seven SC&RA members won a **Crane & Rigging Safety Award** because of their superior safety records:

- All Carolina Crane & Equipment LLC, Raleigh, NC
- AmQuip Crane Rental LLC, Philadelphia, PA
- Bigge Crane and Rigging Co., San Leandro, CA
- Bollmeier Crane, Madison, IL
- Bragg Crane Service, Long Beach, CA
- Buckner Companies, Graham, NC
- Connelly Crane Rental Corp., Detroit, MI
- Crane Rental Corporation, Orlando, FL
- Creative Enterprises Crane Rental, Inc., Rockford, IL
- Dawes Rigging & Crane Rental, Milwaukee, WI
- Emmert International, Clackamas, OR
- Essex Crane Rental Corp., Buffalo Grove, IL
- Gatwood Crane Service, Inc., Arlington Heights, IL
- W.O. Grubb Crane Rental, Inc., Richmond, VA
- Install, Inc., Sanford, NC
- Magnum Crane Service, LLC, Auburn, WA
- M&R Constructors, Inc., Richmond, VA
- Mighty Crane Service, Las Vegas, NV
- Mountain Crane Service, Riverton, UT
- Mr. Crane, Inc., Orange, CA
- OCS Industries, Inc., Middletown, NY
- Shelby Mechanical, Inc., Pennsauken, NJ
- Stevenson Crane Service, Inc., Woodridge, IL
- Turner Bros. Crane and Rigging, LLC, Oklahoma City, OK
- United Crane & Rigging Company, Baltimore, MD
- George Young Company, Swedesboro, NJ
- George Young Installations PR Corp., Humacao, Puerto Rico

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

- Bollmeier Crane, Madison, IL
- Creative Enterprises Crane Rental, Inc., Rockford, IL

- Gatwood Crane Service, Inc., Arlington Heights, IL
- Install, Inc., Sanford, NC
- Magnum Crane Service, LLC, Auburn, WA
- M&R Constructors, Inc., Richmond, VA
- Mighty Crane Service, Las Vegas, NV
- Mr. Crane, Inc., Orange, CA
- Shelby Mechanical, Inc., Pennsauken, NJ
- Stevenson Crane Service, Inc., Woodridge, IL
- George Young Installations PR Corp., Humacao, Puerto Rico

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

- Bigge Crane and Rigging Co., San Leandro, CA
- Crane Rental Corporation, Orlando, FL
- Dawes Rigging & Crane Rental, Milwaukee, WI
- W.O. Grubb Crane Rental, Inc., Richmond, VA
- George Young Company, Swedesboro, NJ

TRANSPORTATION

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

- Over 50 Million Miles: Landstar System Inc., Jacksonville, FL (799.3 million miles)
- 20 Million to 50 Million Miles: Bennett International Group, McDonough, GA
- 5 Million to 20 Million Miles: Miller Transfer & Rigging Co., Rootstown, OH
- 1.5 Million to 5 Million Miles: White Brothers Trucking Company, St. Charles, IL
- 100,000 to 1.5 Million Miles: George Young Company, Swedesboro, NJ

Eight SC&RA member companies received a Transportation **Zero Accident Award** for having no recordable injuries during all of 2008:

- Dawes DST, Milwaukee, WI

- Emmert International, Clackamas, OR
- George Young Company, Swedesboro, NJ
- George Young Installations PR, Humacao, Puerto Rico
- KMX International, Hamburg, PA
- Landstar System, Inc., Jacksonville, FL
- Miller Transfer and Rigging Company, Rootstown, OH
- White Brothers Trucking Company, Wasco, IL

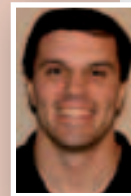
- Fourteen companies earned a **Fleet Safety Improvement Award** by showing a reduction in their accident frequency rate for miles traveled, compared to their previous year accident frequency rate :
- All Sunshine Crane Rental, Orlando, FL
 - Bennett International Group, McDonough, GA
 - Dan Barclay, Inc., Franklin, NJ
 - Diamond Transportation System, Inc., Racine, WI
 - George Young Company, Swedesboro, NJ
 - Landstar Express America, Jacksonville, FL
 - Landstar Gemini, Jacksonville, FL
 - McTyre Trucking, Orlando, FL
 - Midwest Specialized Transportation, Inc., Rochester, MN
 - Miller Transfer and Rigging Company, Rootstown, OH
 - Riechmann Transport, Inc., Granite City, IL
 - Turner Bros, LLC, Oklahoma City, OK
 - White Brothers Trucking, Wasco, IL
 - Whitewood Transport Inc., Billings, MT

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

- Dan Barclay, Inc., Franklin, NJ: Fred Archibald and John Soni
- Keen Transport, Inc.: New Kingstown, PA.: Kenneth A. Wilker and David L. Shields, Jr.
- Landstar Inway Inc., Jacksonville, FL: Duane J. Vorst
- Landstar Ligon Inc., Jacksonville, FL: Jennings Franklin Neal
- LeFebvre & Sons, Inc., Elk River, MN.: Greg Vorderbruggen (two awards)
- Midwest Specialized Transportation, Inc. Rochester, MN: Jon Harrington, Scott Ronken and Robert Flath
- Riechmann Transport, Inc., Granite City, IL: Mike Foster
- Robinson Cartage, Grand Rapids, MI: Donald Boutwell, Stanley Harjes and Michael Sharp
- Whitewood Transport Inc., Billings, MT: David J. Stanley

While your commercial automobile policy is not generated in quite the same manner as a family auto policy, there is a fairly methodical approach used by most carriers. **Brent Moody** reports

BRENT MOODY is an underwriter for NBIS Construction and Transport Underwriters, Inc. He is a member of the casualty team with a focus on the transportation and specialized hauling industry



The factors

Where do all those dollars come from?

I don't know about you, but several questions have always run through my head when I get my annual auto insurance invoice in the mail. Questions like "Why did my premium go up this year?" or "When will my premium go down for once?" or maybe even "Should I start walking to work?"

We all have a general idea of what factors generate that number we see staring back at us. Age, our current address, speeding tickets, wrecks, and even gender all play into the equation. That's why insurance companies like the 55-year old male with three kids who drives a blue Ford Taurus through the city of Bismarck, ND more than they like the 16-year old driving the red Ford Mustang in downtown Detroit. Kinda makes sense right? Your commercial auto policy is not generated in quite the same manner as your family's automobile policy but there is a fairly methodical approach used by most insurance carriers that I would like to outline for you. There are some factors beyond your control but there are also a number of areas that you can monitor and adjust in order to maximize your savings.

Territory

This is quite simply where your operation is located. For the heavy/specialized hauling industry, this is often a double-edged sword. Generally, the more metropolitan or population-dense your city of domicile is, the more expensive the insurance (more things to potentially run into when you drive through Manhattan versus driving around western Montana). The other side to this aspect is that the inherent nature of the specialized hauling industry oftentimes requires the company to be located in a heavily populated area. You have to go where the work is right? This being the case, we can pretty much rule out relocating to a smaller town in order to save on your

insurance costs when the demand for your services in that town is a fraction of what it is currently. This makes it all the more important to focus on items that do make sense to adjust/monitor.

Safer/Safestat/FMCSA data

Quite often, the underwriter pricing your auto policy is sitting in an office 500 miles or more away from your facility. He/she is trying to put together a picture of your operation by obtaining and reviewing information from your insurance agent. The amount of information available is somewhat limited considering the scope of what they are trying to piece together. The Safer and FMCSA websites are a valuable tool used by insurance companies to obtain that "snapshot" they are looking for. Unit counts, commodities being hauled, authority types, insurance history, and DOT inspection records are all a click away. Out-of-service percentages are a pretty clear indicator to determine the type of operation a potential insured is running, at least from an underwriter's standpoint.

If a carrier's vehicle out-of-service percentage is high, the underwriter infers that the vehicles are not maintained properly or that the proper securement procedures are not being followed. If the driver percentage is high, it is assumed that driver logs are not being maintained or that hiring practices are not up to par.

Of course the flipside is true as well. OOS percentages above the national average equate to a fundamentally sound

operation. Again, these scores do not define the type of operation you are running, but they serve as a key indicator insurance companies use to get a better idea of what type of operation they will potentially be insuring. I can tell you with 100 percent certainty that excellent Safer scores will translate directly into a reduction in auto premiums. And without a doubt, poor Safer scores will have an adverse effect. Any work done by you and your safety director to improve in these areas will make an impact.

Loss history

This one is pretty much a no-brainer. If you have had excellent claim history (by that I mean you haven't had many claims or maybe even none at all) you can of course expect to see lower premiums than if you have had some serious fender-benders over the past few years. The majority of auto insurers will experience rate your company when going through the pricing process. What this means is that they will input your total incurred losses for each policy term (typically over the past four to five years) and their rating models will spit out either a credit or debit that will then be applied to your overall rated premium. The upside to having excellent claims history is equaled only by the negative impact a poor history can have on your final price.

One thing to mention is the lasting impact a large loss can have on your rate. Accidents happen, that's what we buy insurance for. Even so, keep in mind that

“The majority of insurers will want to review the motor vehicle records of some if not all of your drivers. There are two reasons for this. The first is to identify any accident-prone individuals. The second purpose, and really the more important, is to get an overall idea of the type of hiring practices your organization implements.”

a large loss that occurred in 2009 will most likely be taken into consideration all the way through 2014 when an insurance company is pricing your auto policy! Moral of the story: Be as pro-active as possible in reducing the frequency and severity of your auto claims and you will see a serious improvement come renewal time.

MVR's

The majority of insurers will want to review the motor vehicle records of some if not all of your drivers. There are two reasons for doing this. The first is to identify any accident-prone individuals. If a driver has received three speeding tickets in the past two years, it is fair to say that he is more likely to be involved in an accident than a driver who received one speeding ticket four years ago. Underwriters are also looking for more serious violations such as reckless driving charges or DUIs. In most cases, drivers that have been charged with these types of violations will be put on a probationary status or maybe even excluded entirely by an insurance company. The second purpose, and really the more important, is to get an overall idea of the type of hiring practices your organization implements.

We will assume the insurance company

is only looking at violations that occurred within the past three years. Let's say you've got 50 full-time drivers and after an analysis is performed, your driver profile looks something like this: 20 drivers with one or less moving, 15 drivers with two moving violations, 10 drivers with three moving, and five drivers with four or more moving/serious violations. Over half of your drivers have had at least two moving violations over the past 36 months! Ten percent have four or more with several having serious violations. This would not be a good scenario from an insurance company's standpoint.

The inference would be either that your organization doesn't place much emphasis on pre-screening new hires or that little is done to promote safe driving practices. Again, this may or may not be the case, but we have to keep in mind that the guy sitting at the desk 500 miles away does not know what type of operation you are running, all he or she can do is try to form a picture based on the limited information available.

Once again the thing to take away here is that you can control the type of driver you decide to hire, and that decision will ultimately be reflected in the final rate you see.

act



editor's note

This is more of an overview of general underwriting procedures used to price commercial auto insurance. In the July issue, we will look at some other areas that are examined as well as dive a little deeper into some that we have already mentioned. The important thing to keep in mind is that much of the insurance costs you incur are out of your hands, but there are several key areas that you can take advantage of to more pro-actively affect your premiums. Take charge and maybe that next bill your agent shows you won't look so daunting.



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events diary

2009

Crane Rental Association of Canada

June 3-7

St. John's, Newfoundland

www.crac-canada.com



SC&RA Crane & Rigging Workshop

September 17-19

Milwaukee, WI

www.scranet.org

AEM Customer Support Seminar

September 27-30

Orlando, FL

www.aem.org

ICUEE

October 6-9

Louisville, KY

www.icuee.com

Crane Rental Corp. announces new team members

Orlando, FL-based Crane Rental Corporation (CRC) has added three new members to its team. Don Smyrk is the new CFO and will oversee all financial functions for the company. Smyrk brings years of experience as a CPA and auditor. He is the former finance manager for Waste



Don Smyrk



Bill Hershner



J.R. Nutting

Management and most recently, for 11 years, was CFO for GE Transportation in Melbourne, FL. Smyrk had early experience with CRC when he helped pour the first foundation slab almost 30 years ago.

William "Bill" Hershner is the new national accounts/sales manager. Hershner brings more than 45 years of experience to the CRC sales team. Most recently he was the sales manager for Kelly Tractor Co., a Link-Belt dealer based in Miami FL. Hershner previously worked for Link-Belt and also for Galion Manufacturing as a district manager.

J.R. Nutting is a new team member in the heavy haul/rigging sales division based in the Davenport branch. Nutting's extensive background includes positions at several well-respected Florida companies. Nutting will spearhead this division for CRC. **act**



highlights

➔ Joe Dimel has been named national business developer for Southern Industrial Constructors and Southern Crane, full-service industrial contractors in the US. Dimel will manage existing customer relationships and identify new national business opportunities, particularly those within the energy, automotive, paper and pharmaceutical industries. Before joining Southern Industrial, Dimel worked in a similar capacity for Atlas Industrial Contractors in Ohio.

➔ Josh Dressler has been appointed as AmQuip Crane Rental LLC's southeast crane rental specialist. Dressler joins AmQuip with more than 10 years of construction sales experience, most recently serving as sales representative for Pumpco, a concrete pumping company. "The addition of Josh to the AmQuip team adds experience and expertise in the heavy equipment rental industry," said Frank Bardono, president and COO of AmQuip.

➔ Steve Piriggi has been named regional sales manager for WHECO Corp. Piriggi has more than 40 years of sales and marketing experience in the crane industry, serving most recently as an independent contractor supplying Manitowoc Crane-oriented services for H&E Equipment Services. Piriggi began his career as a crane salesman with Bell Eastern Corp. in Yonkers, NY. He joined Manitowoc-Forsythe, a Manitowoc-owned dealer, as a sales consultant and was later promoted to vice president. He became a regional business manager for Manitowoc Cranes, eventually retiring in 2003 after more than 36 years of total service to Manitowoc. Piriggi will have regional sales responsibilities where most of the work will flow into WHECO's Aiken, SC facility.



international diary

2009

World Crane and Transport Summit

October 22-23

Amsterdam, The Netherlands

www.khl.com/wcts

ConExpo Asia

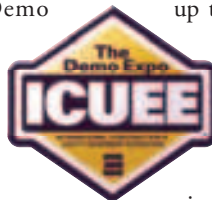
November 3-6

Beijing, China

www.conexpoasia.com

ICUEE 2009 registration now open

Early registration for the International Construction and Utility Equipment Exposition (ICUEE) – The Demo Expo, is now available. Interested patrons can register online at www.icuee.com.



"Without a doubt these are difficult times for companies, but they know they need to keep up to speed to be ready for recovery," said Melissa Magestro, ICUEE's show director. "And, AEM trade shows such as ICUEE are a proven way for industry professionals to connect with each other and learn from each other. At ICUEE, they'll not only find the newest innovations, they can 'test drive' them right on the show site."

According to ICUEE officials, exhibit spaces sales are ahead of the last show with more than 1 million square feet accounted for already. Touting its new H20-XPO portion, which will focus on water and wastewater, Magestro said other new features include the IUUV Technical Conference and exhibit pavilion for design and engineering as well as the iP Safety Conference and Safety Zone exhibit pavilion for safety and training. **act**

obituaries

Industry veteran passes
After battling acute myeloid leukemia for seven months, **GEORGE BRAGG** died on Saturday, March

28. Contributing endlessly to the industry, many close to the Bragg family said his family ties and commitments were strong and unwavering. He will be sadly missed.

The Bragg family is asking for donations to be made to the Lutheran High School of Orange County in Memory of George Bragg, 2222 N. Santiago Blvd., Orange, CA 92867. Donations can also be made to the City of Hope

Donor Center/Blood Mobile in memory of George Bragg, 1500 Duarte Rd., Duarte CA 91010. Cards can be sent to the Bragg family at: Scott Bragg, Bragg Crane Service, P.O. Box 727, Long Beach, CA 90801.

Inspirational rigger, friend passes
GEORGE ARSENAULT passed away Sunday, March 22. Known as an inspirational rigger and good friend, his family and friends said they will miss his confidence, enthusiasm and smile. Those interested in sending a card to the family can do so at: Jacky Arsenault, P.O. Box 615, New Portland, ME 04954.



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Lifting & Moving the World

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

KHL Group USA, in conjunction with the Specialized Carriers & Rigging Association, announce the publication of *Lifting & Moving the World*, a coffee table style book that commemorates the 60th anniversary of the SC&RA. The book recounts the history of the association while chronicling the major milestones in the modern history of the crane, rigging and specialized transportation industries.

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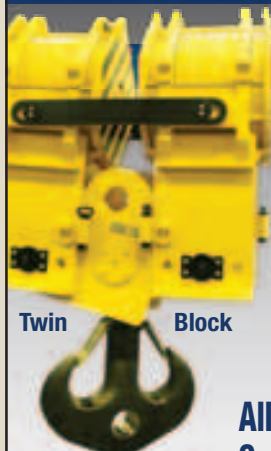


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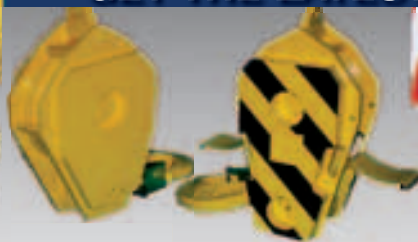
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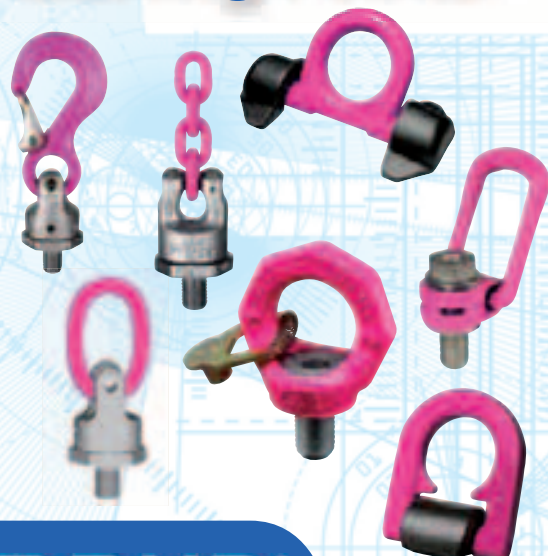
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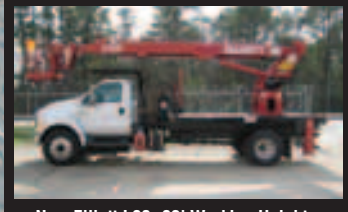


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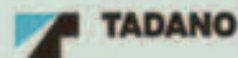
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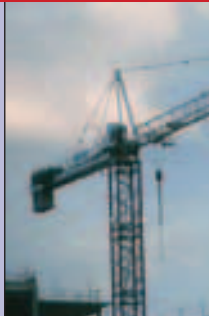
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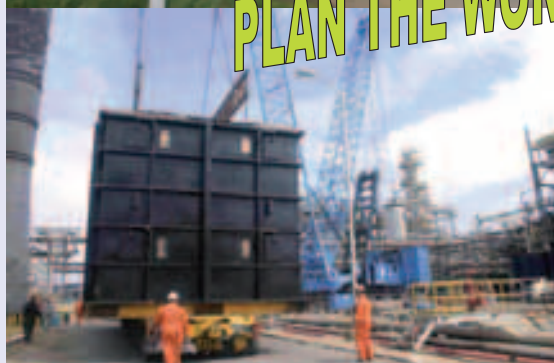


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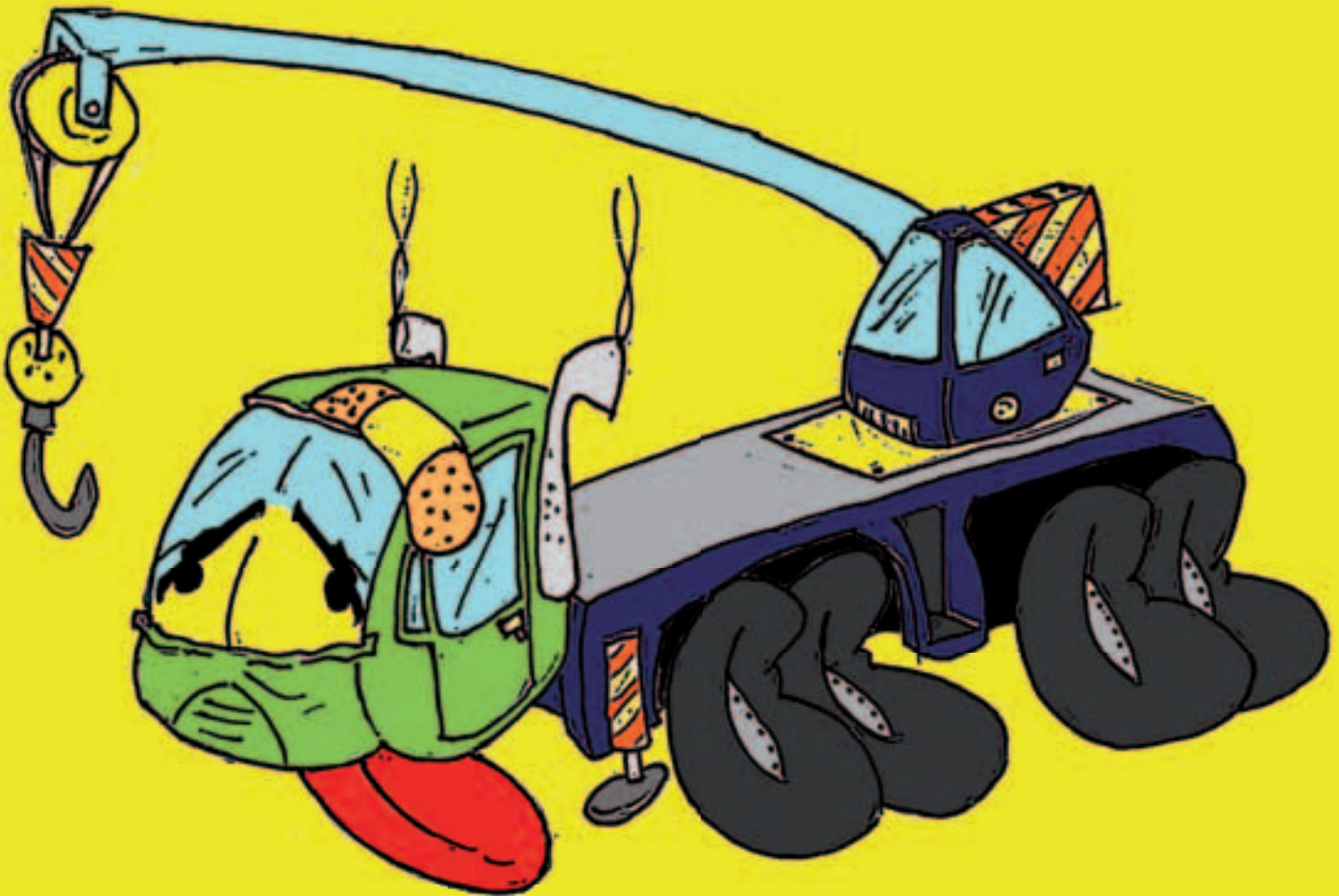
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