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



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Manitex continues its...

commitment to new product development, driven by customer input.

Nine new models since 2003.

What's Your Market?

If it's Power Distribution, the 124SX, 35124C and 38124S provide the widest selection of options. All three platforms have man basket heights to 166'.

Heavy Lifts pay the bills? The 38124SHL provides more capacity at radius than any boom truck in the market.

If Duty Cycle is the key, all Manitex S- and SX-Series boom trucks are configured with feather soft controls for multi-function operation, continuous rotation, retracted outrigger charts and oil coolers as standard.

Payload necessary? The 26101C weighs up to 5,000 lbs. less than competitive models and the 30102C provides up to 10,000lbs. payload on a 54,000 GVWR chassis.

Wireline Work? The 102WL provides 30 ton crane capacity and the 124WL offers 134' tip height without a jib.

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New Market Solutions?.....Ask Manitex!





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Full tilt

In our Interview on page 29, new SC&RA president Doug Williams talks about how the crane and transport industry is running full tilt. He admits that he worries that "things are on the borderline of being too good," and encourages companies to take time to shore up their operations so that when a downturn comes they will be prepared.

"Equipment utilization is probably at an all time high," he says. "Demand appears to far exceed supply. This is all good, but we also need to use this time to get stronger and more stable... if some of us don't show some discipline, if we all buy as much as we did in the last upcycle, when it does turn down, I think it could turn down hard... I think it's important for all of us to grow our companies with some restraint and to keep in mind how bad it can be when the upswing swings the other way."

Williams offers insight into a range of subjects related to the industry, SC&RA and his own company's business, but he seems especially interested growing and improving SC&RA's participation in the global arena. He is looking forward to more participation in international expositions as well as more global networking opportunities among members. Interestingly, he hopes to see cranes and related construction equipment evolving with more of an international scope.

"We are all operating in a global economy and our people and our equipment need to be able to move around the world... Our equipment needs to be more universal and be utilized as a part of the world resale market. When equipment finishes in one part to the world, it needs to go work in another part of the world, and it seems to me that one way to help achieve this is more interaction and communication between people."

He envisions an eventual crane that can work in Pittsburgh, PA and Paris, France. "If there's a downturn in one part of the world, it would be to everyone's benefit to have equipment that has the ability to move to the part of the world that is currently in an upswing... It doesn't do a small sector of the world any good to have the demand and no equipment, and in another part of the world owners who are going broke because they are unable to move their equipment elsewhere."

Last month, we sent out our first mailing for our first annual "official" ACT50 listing of crane operating companies. If you weren't in on that initial mailing, let us know and we'll get you on the list, which grows by the hour. Everyone, no matter how small their operation, needs to fill out a survey form just to see how they rank. You won't know if you rank unless you submit the survey form. Plus, we're hoping our ranking will include way more than 50 firms, we're shooting for 100 or more. To get an ACT50 survey form e-mail me at d.annshiffler@khl.com or give me a call at 512-869-8838.

Since the first of the year, we have seen very few "slow news" days in the crane and transport industry. And that's a good thing. As ever, give me a call or drop me a line about a new deal, a new job, an interesting project in which your company is involved.

D. ANN SLAYTON SHIFFLER

Editor

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Buckner Heavy Lift recently used its Liebherr LR-1400/2 for two large lifts at Kennedy Space Center in Cape Canaveral, FL. The machine installed a new lightning protection device on the Space Shuttle launch pad as well as weather protection doors.

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news

New Link-Belt TCC-450 to debut in October, dealers see new Tadano boom truck, Eagle High Reach acquired by H&E, Tracey Road takes on Rogers Trailers line

international news

The latest from around the world, including: Boom Logistics buying again, Mammoet chooses big Demags, Raimondi and SIME Group merge

business news

Stock market growth slowed in late March and early April, as the price of oil edged ever higher. This slowdown was felt among heavy equipment manufacturers, but the sector continued to outperform mainstream indicators. Chris Sleight reports

safety

Fleet owners must take special care to develop policies that can lessen their exposure. Terry Young reports

certification

Utah has joined the growing list of states requiring crane operators to be certified. Effective July 1, 2007, any crane operator operating a crane on a commercial construction project must be certified by the National Commission for the Certification of Crane Operators (NCCCO)

product news

The latest lifting and transport products

safety and training

Investment in safety and training pays dividends in the long and short term



operational aids

Operator aids are no longer "optional equipment" on cranes. Not only do these systems provide operators the ability to work more productively and with ease, they also enhance the safe operation of cranes, large and small



industry focus: insurance

How can equipment owners reduce their insurance costs? Like many business liability issues, the answer is complex. ACT reports

interview

Before many people have finished their first cup of coffee in the morning, Doug Williams has run circles around them.. D. Ann Shiffler reports

site report

Oddly out of place sitting on the enormous launch pad normally reserved for the Space Shuttle, a brand new Liebherr LR 1400/2 performs tedious maintenance work. D. Ann Shiffler reports

site report: transport

Sam 27000, better known as Air Force One for seven US presidents, is finally in place at the Ronald W Reagan Presidential Library. Disassembling and reassembling the jet, transporting and storing it and finally lifting it into place at the museum was a long and arduous task



comment
By Joel Dandrea

news

SC&RA recognizes companies that role model safety in every aspect of their operations

risk management

If conducted by a qualified professional, accident reconstruction can be a vital part of the claims process for mishaps involving specialized carriers and heavy haulers. Kevin Cunningham reports

people & events

The latest appointments in the lifting and transport world, as well as national and international events diaries

free subscription

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marketplace

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

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transport & heavy haul



ACT exclusive:

Carlile begins direct service between the Midwest and Alaska

Carlile Transportation Systems has expanded freight services and customer shipping to and from Alaska. The new route, MAXpress, offers five-day LTL and TL service between Minneapolis, MN Alaska via the Alcan Highway

"Carlile's transportation network in the contiguous 48 states is growing and now includes terminals in Minneapolis, Houston, and Tacoma," said Linda Leary, vice president. "This new service connects customers with thousands of Alaska businesses and enhances customer service levels system wide."

Carlile is using the recently purchased freight volumes of Alaska Direct Transport and Wrightway Enterprise to establish the new route. In April, the company moved to new Forest Lake terminal facilities near Minneapolis.

Founded in 1980 by brothers John and Harry McDonald, Carlile has grown from two tractors to one of Alaska's largest trucking companies, employing more than 550 Alaskans and with terminals in Anchorage, Fairbanks, Kenai, Kodiak, Prudhoe Bay/Deadhorse, and Seward, AL and also in Houston, TX, Minneapolis, MN, Tacoma, WA and Edmonton, Alberta.

New Link-Belt TCC-450 to debut in October

Link-Belt will introduce the TCC-450 telescopic crawler crane to North America in October. Link-Belt and sister company Hitachi Sumitomo Construction Crane Co. collaborated on the 45 ton capacity (40.8 tonne) crane that merges the capability of a rough terrain crane with the mobility and stability of a crawler crane.

The North American compliant model is a derivative of HSC's model introduced in 2005. Link-Belt has responded to customer requests and

implemented numerous modifications for the North American market as a result of input from customers and distributors. The design of the TCC-450 will feature what Link-Belt insiders describe as "the same bulletproof hydraulic components as Link-Belt's renowned HYLAB series."

Link-Belt will sneak preview the unit at the SC&RA Annual Conference in Hilton, Head, NC in late April and is on track to showcase units at its Cranefest customer event in Lexington, KY in October.



Hirschmann names SkyAzul a premier dealer

Covering Maryland, Virginia and West Virginia, SkyAzul is the new premier dealer for Hirschmann Automation and Control (PAT), based in Chambersburg, PA.

SkyAzul carries Hirschmann's line of PAT and Krueger crane operator aids, including the recently introduced PRS 80 EZ wireless multi-sensor indicator and the Hirschmann Maestro load moment indicator (LMI) upgrade.

SkyAzul will distribute Hirschmann operator aids

H&E Equipment opens Sulphur, LA facility

H&E Equipment Services celebrated the opening of its new facility in Sulphur, LA last month with tours, equipment demonstrations and a crawfish boil. On hand to take part in the event were some 500 customers, manufacturers, employees and neighboring businesses.

On a four acre site at 2200 Louis Alleman Parkway, the 21,000 square foot facility includes a general maintenance and repair shop equipped to handle large repair jobs. The shop has two 10-ton overhead cranes and a new track press, one of two in Southwest Louisiana, according to H&E.



Big move for Bigge

Using a 16-dolly trailer, Bigge Crane and Rigging transported a 500,000 pound transformer from Pleasanton to Newark, CA. Bigge received the 250 ton transformer at the rail spur, offloaded the unit and built the trailer around the load. Once built and permits secured, the crew and the 280 foot long trailer made the 45 mile trip in two nights. The route included secluded back roads, residential streets and main arteries in several Bay Area cities.





➤ **Link-Belt Construction Equipment Co.** has selected TDCI's BuyDesign sales and configuration software solution as its Internet-based distributor support system. Link-Belt will use BuyDesign to provide distributors with the ability to configure, quote, and order the Link-Belt's line of telescopic and lattice boom cranes, as well as service parts and upgrade components.

➤ **North Cascade Industrial** has released a new training program for its Compu-Crane line of software. The two-day course, designed for new and old users of Compu-Crane, is in two parts, with the first day dedicated to basic use of the software, and the second day will consist of lift planning and advanced use of the software. For more information visit the company's web site at www.northcascadinustrial.com

➤ **United Rentals** purchased the equipment rental and sales assets of Handy Rent-All Center, headquartered in Wappingers Falls, NY. Handy Rent-All Center has eight branches in New York and Connecticut. Handy Rent-All Center has annual revenues of approximately \$16 million.

Dealers see new Tadano boom truck

Tadano America is rolling out a new boom truck, the TM20110, ACT was first to report last month. With 110 feet of boom, the 20 ton capacity crane will be the largest boom truck in the Tadano line. The company planned to show off the new boom truck at its second annual dealer meeting April 20-21 in Houston.

According to a company spokesperson the TM20110 has a new pentagonal boom design and uses the TM1882 platform. It has a fully proportional five-section boom reaching tip heights of 120 feet. The outrigger system is out and down with multi-span settings, allow the operator to set the main frame outriggers in the straight down position and still have the ability to handle a load. The advantage to this is for road and bridge work, where only the traffic lane in which the truck sits needs to be blocked, leaving other lanes open to traffic.

This will be the longest boom crane in the 20 ton boom truck class, the company said. The



A prototype of the TM20110 boom truck arrived in Houston in April

boom will have 110 feet of horizontal reach without the need to swing and pin a jib. The crane weighs approximately 15,300 pounds and has the option for radio remote control.



Gunnebo Johnson gets huge sheaves contract

Tulsa, OK-based Gunnebo Johnson Corp. has been awarded a multi-year contract from National Oilwell/Varco to supply 95 inch diameter sheaves to a value of \$3,400,000. The

sheaves will be used in motion compensation equipment produced by National Oilwell/Varco for use on five offshore semi-submersible drilling rigs. The rigs will be capable of drilling for oil and gas in water depths up to 12,000 feet.

"This is a large and strategically very important order for us", said Bill Shenlogian, president. "While Gunnebo Johnson's market leadership in the on-shore construction related segments is well documented, the award of

a contract of this magnitude and value, coming from the offshore market, is especially gratifying."

Gunnebo Industrier AB is in 13 countries and has 50 distributors and agents worldwide. The group develops, manufactures and markets chain and lifting components, fastening systems for the building industry, blocks and systems for heavy lifting, non-skid products and telescopic ladders.



Tracey Road takes on Rogers Trailers line

Tracey Road Equipment is a new authorized distributor for Rogers Trailers in New York. Tracey Road will offer the full line of Rogers Trailers. Tracey Road Equipment represents more than 35 manufacturers of construction equipment and trucks, along with fire and rescue emergency apparatus. Tracey Road has locations in Rochester, Albany, East Syracuse, Binghamton and Watertown, NY.



Eagle High Reach acquired by H&E

H&E Equipment Services has closed on the deal to acquire Eagle High Reach in Southern California. While terms of the deal were not disclosed, the company has said that most managers and employees at

Eagle will continue in their same roles.

Perry Dau, formerly branch manager at H&E in Las Vegas, has been appointed vice president of H&E's west coast division, and will assume

responsibility for all California locations, including branches at La Mirada, Santa Fe Springs, San Diego and Bakersfield. While this acquisition has established the first H&E Equipment Services operations in California, the company has sold and rented equipment in California for decades as a supply partner with Eagle.

In anticipation of the acquisition, H&E Equipment Services ordered more than \$25 million in new rental inventory for the California locations. Eagle High Reach primarily focused on aerial lift rentals, but going forward H&E management announced intentions to expand the products and services.

All Erection working four new crawlers and MG's 500th GMK5120B

Cleveland, OH-based All Erection and Crane Rental Corp has added four 440 ton capacity Manitowoc 16000 crawler cranes to its fleet. The cranes are working

on wind turbine installation in Kansas and elsewhere. The Model 16000 has an optional pin-on upper boom point with a capacity of 99 tons designed for setting wind towers. The 16000's basic boom offers 98 feet of reach, which can be enhanced with a luffing jib on boom lengths between 78 and 275 feet.



The 500th Grove GMK5120B at work

SRS acquired by NBIS, becomes TurnKey Specialty Insurance Services

Leading insurance provider to the lifting and specialized transport industry, Special Risk Services Group, LLC (SRS), has been acquired by Nations Builders Insurance Service (NBIS). SRS is preferred provider of customized liability, equipment and cargo insurance to members of the Specialized Carriers & Rigging

Association. The name has been changed to TurnKey Specialty Insurance Services.

With a network of more than 200 agents and brokers across the US, SRS, now Turnkey, provides industry-specific coverage through a group of association divisions. NBIS, the underwriting manager for ProBuilders

Specialty Insurance Company, RRG, provides insurance for the contracting sector.

Kevin Cunningham will stay on as president and chief executive officer and also takes the title of senior vice president, NBIS. "Aligning with NBIS gives SRS the ability to deliver a broader array of services to our clients,

➤ The Association of Equipment Manufacturers (AEM) supports the recent introduction of the National Infrastructure Improvement Act of 2006 (S. 2388), which would establish a national commission to conduct a study on US infrastructure. The study would address aging conditions of public infrastructure and the need for repair, focus on improvements that support long-term economic development, and would examine innovative financing and investment options.

➤ The Manitowoc Company has announced that it expects first-quarter 2006 earnings per share to be at least \$0.20 above Wall Street average estimates. "The crane business has continued to outperform even our own high expectations," said Terry Growcock, CEO. "The very strong cyclical upswing in our crane market appears to have offset much of the seasonal softness we would typically see in the first quarter of the year." The full first quarter results were to be released on April 25, 2006.

to meet their ever-changing insurance and risk mitigation needs," Cunningham said. "Our goals are to strengthen our leadership position in the crane & rigging and specialized transport insurance marketplace, and to assist NBIS in the continued achievement of its dynamic growth objectives."

"Kevin Cunningham and his staff will continue to operate in Chicago, with the effect of the merger (exclusive of a name change) being transparent to our [SC&RA] members," explained Joel Dandrea, SC&RA executive vice president.

Dandrea continued to explain that that the merger will offer benefits to the SC&RA program, including: giving more time for market development and investment into the risk management and educational components of the program; NBIS has significant resources and provides a greater umbrella over the SC&RA program; and NBIS is willing to take financial risks and is committed to long-term investment in the SC&RA program and is requesting that SC&RA extend the sponsorship agreement to 2010.

New GMK6250-L works for La Grange Crane

La Grange Crane Service, in Hodgkins, IL, has taken delivery of the largest all terrain crane in its fleet -- a new Grove GMK6250-L. The company owns some 40 mobile cranes, many of which are Groves supplied by Walter Payton Power Equipment.

At the time of writing in late April, La Grange had used the crane on two jobs, the first lifting two 10 ton air-conditioning units on to the roof of a Holiday Inn in Elmhurst, IL. The crane worked with full counterweight of 77 tons and 236 feet of main boom to lift out to a radius of 130 feet. The second job was in downtown Chicago, where the crane lifted a 14.5 ton water tower, measuring 24 feet high and 13 feet in diameter, on top of an 80 foot high stand. For this lift the GMK6250-L used 180 feet of main boom to handle the load out to a radius of 85 feet.

Judi Mooncoch, president of La Grange, said performance and service were the factors in her decision to invest in the GMK6250-L.



TM1052

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- Highly maneuverable



MAXIMUM LIFTING CAPACITY: 20,000lbs
EXTENDED LENGTH: 52.23'

No CDL required to operate this truck-mounted crane

TM1882

TM1882 Benefits:

- Compact crane package makes more trailer space available for hauling material
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- Out-and-down outriggers
- Light weight crane maximizes payload capacity
- Fastest drum speed for crane in this class
- Radio remote control and continuous rotation available as options

The only boom truck featuring a six-section boom



MAXIMUM LIFTING CAPACITY: 36,000 lbs
EXTENDED LENGTH: 82.3'



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Boom Logistics buying again

AUSTRALIA: The largest crane rental house in the country, Boom Logistics, completed the acquisition of Camilleri Industries Australia in mid-March. The Camilleri fleet cost \$20 million (AUS\$27.5 million) and is Boom's 14th acquisition in six years. Last year Boom bought the fleets of Sherrin Hire, Cameron Cranes, Brambles Port Hedland Cranes and Carrington

Steel (ACT September 2005 News, p12).

Based in Mackay, Queensland, Camilleri operates 50 cranes, including 38 to 220 ton capacity all terrains, a range of 17 to 22 ton capacity Terex-Franina industrial cranes, 55 ton capacity RTs and 55 to 110 ton capacity crawlers.

Camilleri primarily services coal mines in the Mackay and



FRANCE: For its new site in Paris, France, rental house Dufour invested in 20 new mobile cranes ranging in capacity from 22 to 881 tons, and a series of specialized transport equipment. The new cranes include an 881 ton capacity lattice boom Terex-Demag TC2800, pictured, and AC 700, 350, 250 and 200 telescopic boom models from the same manufacturer. Among other new cranes there were also 220 and 154 ton capacity Groves. On the transport side Dufour bought new heavy haulage trucks and 11 Nooteboom trailers on three and four axles for ballast and specialized transport.

Raimondi and SIME Group merge

ITALY: Tower crane manufacturer Raimondi has merged with crane and building equipment supplier SIME Group to form Raimondi SIME Group.

SIME Group, which previously operated Raimondi tower cranes in its rental fleet, will now concentrate on promoting and renting Raimondi cranes outside Italy while the manufacturer says that it will "guarantee a fleet of the highest quality cranes for rental."

Enrico Natella has been appointed general director of the new group. He was already a director at SIME before the merger and his task in his new position will be to coordinate all aspects of the merger and the new company's business activities. "With this strategic operation we mean

to strengthen and to expand the Raimondi brand at home and abroad," Natella said.

To coincide with the merger, Raimondi SIME Group has revealed plans for two tower cranes under development. The MRT 243 is a 240 tonne-metre unit that will have a 246 foot jib and lift 2.4 tons at jib-end. Maximum lifting capacity will be 17 tons. Raimondi said this crane will be "the only one of its type mass produced by a completely Italian corporation."

For the US market, a 350 tonne-metre crane with 262 foot jib will be introduced this year. The crane will lift 3.3 tons at the jib point and have a maximum capacity of 22 tons.

Tadano donates truck loader cranes to Pakistan relief work

Devastation caused by the earthquake in Pakistan, Kashmir and northern India last fall struck a chord with many people around the world who wanted to help. After discussions with the Pakistani embassy in Tokyo, Tadano donated two TM-ZR303 truck loader cranes mounted on Mitsubishi chassis to help with the emergency relief work and the reconstruction. The cranes arrived in Karachi in mid February.

Bowen Basin regions, although it recently invested in a small number of tower cranes to work in the growing residential building sector.

Also included in the purchase is Camilleri's fleet of 90 forklifts. Camilleri is expected to generate revenue of \$18.9 million in the 2006 financial year.

Boom already operates 54 cranes in the Bowen Basin, and managing director Rod Harmon said the purchase made good sense. "The acquisition of Camilleri represents a strong strategic fit with Boom and consolidates Boom's position as the premier lifting solutions company in the high growth Bowen Basin coal region," he said. "Importantly, it provides ready made access to assets and labor to capture an increased market share."

Further acquisitions may be on the horizon with the news that Boom is to undertake an equity raising of US\$51 million (AUS\$70 million) through a placement of newly available shares.

➤ **IRELAND:** For the third year in a row crane rental house William O'Brien Crane Hire has achieved the OHSAS 18001 health and safety standard. OHSAS 18001 is an international occupational health and safety management system specification designed to give companies a way of increasing safety at work, and of increasing awareness of health and safety issues. "Since the introduction of the OHSAS 18001 system, we have seen our incidents fall substantially below the industry average," said William O'Brien Jr., managing director. "This program, along with health screening that we're providing for our staff, and our efforts to translate our safety manual into relevant languages, are part of our efforts to make sure that our staff are as safe as we can make them while they're on site."

➤ **FINLAND:** Cargotec, the owner of loader crane manufacturer Hial, has reported a 25% rise in sales during 2005 to \$2,820 million (€2,358 million) compared to \$2,273 million (€1,900 million) in 2004. Orders received were \$2,853 million (€2,385 million) against \$2,796 million (€2,337 million) in 2004 and operating income rose from \$147 million to \$214 million (€123.9 million to €179.4 million)

Mammoet chooses big Demags

NETHERLANDS: International heavy lift and transport specialist Mammoet has ordered a pair of heavy lift crawler cranes to add to its already extensive fleet.

Largest of the two new cranes will be a 1,700 ton capacity Terex-Demag CC 8800-1 with heavy lift equipment. It is an upgrade, using stronger boom sections, of the 1,370 ton capacity CC 8800. The crane will be operated with a joint venture partner in the Middle East and is due for delivery in 2007.

The other new crane is a 1,370 ton capacity Terex-Demag CC 6800. The crawler, rated at 13,800 tonne-metres, has an 11 foot wide boom and is an upgrade of the 1,100 ton capacity CC 5800 first seen in iron last November.



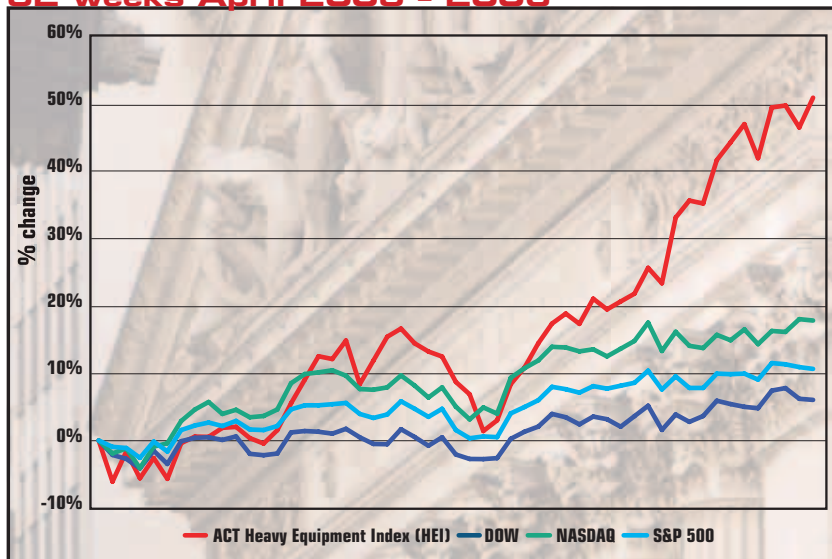
CHRIS SLEIGHT is one of the world's most internationally renowned construction business writers, with specialist expertise in financial markets and stock market analysis. He is editor of KHL's market-leading *International Construction and Construction Europe* magazines, and is a regular contributor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



Stock market growth slowed in late March and early April, as the price of oil edged ever higher. This slowdown was felt among heavy equipment manufacturers, but the sector continued to outperform mainstream indicators. **Chris Sleight** reports

Pause for breath

52 weeks April 2005 - 2006



After a steady and reasonably consistent rally over the last five months, share price rises slowed in late March and much of April. The key issue remains the price of oil, which continues to rise on the back of political tension over Iran's Uranium enrichment program.

Over the last two years or so there has been a clear relationship between the price of oil and the US stock markets, with any increase in the cost of 'black gold' pushing stocks lower. This was certainly evident in late March to mid-April, with oil creeping back up towards the US\$ 70 per barrel mark.

It is a worrying development. The last time oil went this high was during last summer's hurricane season. Of course everyone hopes another Katrina doesn't devastate the Gulf of Mexico again this summer, but it would be foolish not to expect hurricanes, and for them not to disrupt supply.

But despite the persistent oil problem, share prices are offering pretty good returns. The last 12 months has seen the Dow, the most subdued of the mainstream indexes, gain 6.01%. This may not sound like much, but this is a better return than 10 year Treasury Bills, (T-Bills) for example, which are struggling to

return a 5% yield at the moment. More impressive still have been the gains of the S&P 500 (10.57%) and the NASDAQ (17.72%) over the same 12 month period.

Equipment

But the heavy equipment sector has been head and shoulders above these mainstream indexes. *ACT's* HEI is up 50.66% for the same period, and while it is more volatile than the mainstream

Indexes, the current period of growth has seen better returns on average than the more widely quoted benchmarks.

The key factors for crane and construction equipment manufacturers have been strong results and an up-beat outlook. Results for 2005 showed sales and profit growth across the board, and as yet there are no signs of the downturn in demand that some predicted for this year.

If anything, the market for construction equipment is growing against expectations. A guidance note from Manitowoc issued in late March said the company expected first quarter and full-year earnings to be at the top of analysts' expectations. The company expects earnings

per share to be between US\$ 3.75 to US\$ 4.00 for the full year, up from the previous guidance of US\$ 3.30 to US\$ 3.60, based on stronger than expected demand for cranes.

There will, of course, come a point where the market turns, but with snippets of good news like this, share prices should at least hold their ground, if not improve further in the short term. The crunch may still come later this year, if there are early signs of a downturn in order backlog numbers and, of course, there is still the potential for rising oil prices to erode any 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, Gehl, Ingersoll-Rand, JLG, Joy Global, Manitowoc and Terex. In every issue we will report the performance of the HEI against America's headline stock market indicators, with commentary about the sector's ups and downs.

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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 919-625-4040 or terry@safety-experts.com



Fleet owners must take special care to develop policies that can lessen their exposure. **Terry Young** reports

Fleet safety first

All companies with vehicle fleet exposures should develop a fleet safety policy outlining each driver's accountability for following the program. Include driver criteria, accident reporting requirements and procedures, cell phone safety policies, defensive driving, and other vehicle safety training requirements. It should be documented that each driver has read and understands the fleet safety policy.

Before employees are qualified to drive a company vehicle it is best to review a current motor vehicle report, research and document the driver's references and perform a pre-employment drug test. It is also wise to develop a company drivers list that identifies who can and, more importantly, who cannot operate a company

by the numbers

- ➔ The average motorist will be involved in a vehicle crash every **10** years
 - ➔ For one out of **20** drivers this accident will be serious
 - ➔ For one out of **60** the accident will be fatal
- (Statistics provided by St. Paul Travelers Insurance)

vehicle. Some companies issue an employee operator card identifying what vehicles and equipment each employee may operate.

For driver eligibility, establish written company guidelines that include accident and moving violations, driving under the influence, and excessive speeding. Check with your insurance

company to be sure your company policy meets their requirements. Most insurance companies have exclusions in their policies that

limit who is eligible to drive your company vehicles.

Develop a company personnel usage policy. Are employee family members allowed to drive your fleet vehicles? What restrictions are enforced? Consider having the driver participate in the insurance deductible if involved in an at-fault accident. Make sure company drivers know that all accidents will be reviewed for preventability. Set up an accident review committee and include the driver's fleet responsibilities in your annual performance review program.

act



benefits of a fleet safety program

- ➔ Positive image: your company image is at risk with good versus poor drivers at the wheel. Negative publicity resulting from fleet accidents affects your company and ultimately your profits.
- ➔ Avoidance of state punitive damages assessed in some states.
- ➔ Your overhead is reduced through insurance premium reduction when rated by frequency and severity of accidents.
- ➔ You become directly responsible for saving lives and eliminating injuries to people and property.



vehicle safety features

Seat belts: use is mandatory in most states, but some drivers and passengers are still skeptical of their value. Statistics indicate that more than 40% of all vehicle accident deaths are caused by striking the windshield or dashboard. Statistics also indicate that being thrown from a car is 25 times more lethal than staying inside the vehicle. The bottom line is that seat belts save lives. Drivers and passengers required to wear seat belts are protecting each other.



Car door locks: four out of five deaths of people thrown from vehicles could have been prevented if only they stayed inside the vehicle. Simply locking the doors further ensures that you and your passengers will stay inside the vehicle as much as is possible.

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Utah requiring operator certification

Utah has joined the growing list of states requiring crane operators to be certified. Effective July 1, 2007, any crane operator operating a crane on a commercial construction project must be certified by the National Commission for the Certification of Crane Operators (NCCCO).

Certification from other organizations may be permitted so long as they are considered to be equivalent to CCO certification, meet the requirements of the ASME B 30.5 mobile crane

standard, and are accredited by the National Commission for Certifying Agencies (NCCA).

Governor Huntsman signed the bill March 13, 2006. Anyone found violating this requirement will be guilty of a class A misdemeanor.

For the purposes of this law, a crane is defined as a power-operated hoisting machine used in construction, demolition, or excavation work that has a power-operated winch, load-line, and a boom that moves laterally by

the rotation of the machine on a carrier.

It does not include forklifts, digger derrick trucks, aircraft bucket trucks, or knuckle booms (articulating boom cranes). Also exempt from the requirement are any cranes engaged in operations related to petroleum refining.

John Kennedy, NCCCO president and sales director at Manitowoc Crane Group said that there were now 15 states that either required crane

States requiring crane operator licensing/certification

California
Connecticut
Hawaii
Massachusetts
Minnesota (effective 2007)
Montana
Nevada (effective 2007)
New Jersey
New Mexico (in process)
New York
Oregon
Pennsylvania (in process)
Rhode Island
Utah (effective 2007)
West Virginia
(Boldface type indicates CCO certification required/accepted)

CCO certification card targets employers

In an effort to stem a growing incidence of forged or "doctored" certification credentials, the National Commission for the Certification of Crane Operators (NCCCO) has begun a campaign aimed at familiarizing employers with the principal details of the CCO certification card. Central to this effort is the development of a pictorial "CCO Certification Card Fact Sheet" identifying the key features of the CCO certification card.

"It's a trickle, not a flood, at this point," said NCCCO executive director Graham Brent. "But we don't want this to get out of hand, and we believe that education of those reviewing the CCO credential is an effective means of ensuring it does not."

The fact sheet includes enlarged views of the front and back of the CCO certification card, and an explanation of the types of certification now available from NCCCO, along with their three-letter identification codes.

Brent warned employers not to accept photocopies of cards, nor any card that appears to have been tampered with. "The CCO certification card is, in fact, rather difficult to forge," Brent said, "since the individual's photograph along with the certification categories and expiration date are all heat-sealed into the plastic card when it is first issued."

Brent emphasized, however, that employers should be particularly vigilant about certification category codes that appear to have been added after the card was printed, or any lettering that appears in a different typeface from that on the rest of the card.

"Score report letters should not be accepted in lieu of certification cards," says Brent, "since they attest only to an individual's performance on either the written or practical test, and not as to whether he or she has



completed the certification process." And, unlike certification cards, there is no picture ID on a score report letter to verify identity.

Score letters were also easier to forge or tamper with, Brent added, noting that several cases had come to light where scores had been "adjusted" by the candidate to appear he had performed better than, in fact, he had.

The CCO Certification Card Fact Sheet is posted on NCCCO's web site at www.nccco.org.

Further information is available from Tara Whittington at 703 560-2391 extension 204; twhittington@nccco.org

operators to be certified, or were in the process of establishing such rules.

"Fully two-thirds of the states that mandate crane operator certification will either require or recognize CCO certification," Kennedy said. "Despite efforts by Federal OSHA to establish a national requirement, there is no sign at state-level of any cooling of enthusiasm for valid and reliable crane operator certification."

However, Kennedy cautioned that certification had to meet national consensus standards and be accredited by an appropriate accrediting body. "Only in this way can the professional quality of such programs be ensured," he said.

Hornauer is new manager of test integrity

The National Commission for the Certification of Crane Operators (NCCCO) has appointed Robert (Bob) Hornauer to the new position of manager of test integrity. Hornauer, who will operate from NCCCO's Groveland, CA, office, will also have special responsibility for CCO certification activities in California.

Hornauer will oversee issues relating to the security of written and practical exam administrations, quality of test delivery, and candidate

misrepresentation. Incidents of alleged credential forgery and test impropriety will also fall under his purview.

"The creation of this new full-time staff position reflects NCCCO's vigorous policy of ensuring the quality and integrity of the certification process," said NCCCO executive director, Graham Brent. "Test security has become a high priority

for certification programs in many other disciplines, and this proactive approach to dedicate staff to this vitally important area will provide confidence to certificants and applicants alike that their credential will be protected for the long term."

Throughout his 35 year career in construction safety, Hornauer has held leadership roles for

many industry groups including the National Construction Safety Executives, AGC of California's Safety and Health Council, and the construction specialty division of the American Society of Safety Engineers.

Hornauer became involved with the CCO certification program in 1997 when, as corporate safety director for a major California construction company, he led a voluntary effort to certify crane operators leading to the administration of the first open written exams on the West Coast.



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Tadano Faun unveils its biggest AT mobile

New from Tadano Faun in Germany is a 242 ton (220 tonne) capacity all-terrain crane, the largest ever built by the company. The five axle ATF 220G-5 has a 223 foot, seven-section telescopic boom that can be extended under partial load.

Its 242 ton maximum capacity is at 8 foot radius over the rear, while at 10 feet it is 201 tons through 360 degrees. Preliminary information shows it will pick 34 tons at a 65 foot radius and 4.3 tons at 197 feet and maximum counterweight is 78 tons. Boom

extensions to 121 feet are available with an integral 18 foot offsettable heavy duty jib.

The two engine crane has Euro IIIA Mercedes-Benz diesels – 150 kW in the upper and 390 kW in the carrier. Drive/steer is 10 x 8 x 8, maximum travel speed is 85 km/h and maximum gradeability is 61% on 16.00 R25 tires. The transmission is a 16-speed ZF AS-Tronic with interarder and two stage transfer box. The carrier is 42 feet long and the overall length is 49 feet. It is 9 feet wide on 16.00 R25 tires.



Cranesmart products include, from left to right, the Boom Angle Transducer, panel, anti-two-block and load cell

Retrofit key for Cranesmart

Cranesmart Systems is celebrating a milestone: more than 25,000 of its wireless load moment indicators, load monitors, anti-2-block, wind speed, and boom angle indicators for cranes and winch line applications are installed on cranes worldwide, the company said.

The manufacturer's load cells are approved by API and DNV for load testing of cranes and competitor crane scales. The units are designed with a self-calibrating feature, to eliminate the need

for test weights or re-calibration procedures. Cranesmart System can be ordered as a simple anti-2two-block system, angle indicator, load monitor or a full blown load moment indicator.

Control Chief introduces Advantage Series LJ45

Wireless remote control designer and manufacturer Control Chief has launched the Advantage Series LJ45 wireless remote control transmitter. The new transmitter was designed to fit in the company's product range between its standard and its custom-engineered technology products.

The company says the LJ45 offers a lightweight alternative to its existing TK6 transmitter. The new unit's molded case design will be compatible with Control Chief's MDR8400 and PLC-based receivers.

Attributes include a completely sealed design, an operating range of 1,000 feet, up to four motions, joystick controls and enhanced battery life of 10 to 12 hours per charge.



Shuttlelift launches "market driven" models



Shuttlelift's new Model 3339 is a 9 ton capacity carry deck crane

New Carrydeck cranes from Shuttlelift are the 9 ton capacity Model 3339 and the 22 ton capacity Model 7755.

The company said the design of both units is based on input from dealers and customers, and they consider the new units a part of their "market driven" approach to design. Both models are the result of continuous product improvement involving dealers and customers, according to a company spokesman.

Shuttlelift says its Model 3339 offers features that will make it the most versatile crane in its weight class. The crane will lift 9 tons through 360 degrees on outriggers and has a 31 foot horizontal reach with a fully hydraulic,

three-section boom. It has up to 48 feet of horizontal reach with its offsettable, swing away jib. The new pivoting boom head offers the lowest profile head at any boom angle, the manufacturer claimed, and the unit has a 52 inch tail swing, a 120 feet per minute main hoist line speed, quick reeve style rigging, and larger outrigger pads, for less ground pressure when on outriggers. The 7 foot 3 inch overall height is to allow shipping in hard top containers.

Capacity of the Model 7755 has been upgraded to 22 tons and it is available with a 43 foot, three-section boom, or in a 67 foot, five-section version. It replaces the 20 ton capacity Model 7750.

Three new telescopic crawlers

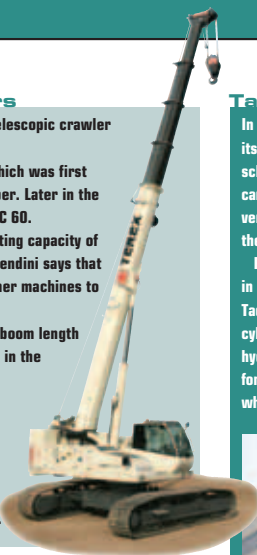
Terex Bendini has announced plans for three new telescopic crawler cranes to be launched this year.

Going into full production in May is the TCC 45, which was first unveiled at the SAIÉ exhibition in Bologna last October. Later in the year, that will be followed by the TCC 40 and the TCC 60.

The TCC 45 weighs 41 tons and has a maximum lifting capacity of 48 tons. Maximum boom length is 127 feet. Terex Bendini says that maximum capacity is achieved without using any other machines to assemble the crane.

The TCC 40 lifts 44 tons and has a maximum main boom length of 90 feet. Like the TCC 45, it is aimed at customers in the petrochemical industry in booming regions like the Middle East.

The TCC 60 will replace the Bendini A 600C in the company's product line. It has a newly designed superstructure with the cab mounted on the left to provide the operator with a better view of the load. The crane is powered by a 164 kW Cummins engine.



Tadano starts truck crane chassis production

In Japan, Tadano Ltd has started production of its new truck crane carrier at its Shido factory. The first units were shipped in March and around 100 are scheduled for this year. They are for the 60 ton capacity GT-550E and the new carrier will also be supplied to the BQ-Tadano (Beijing) Crane Co. Ltd. joint venture in China. Later this year Tadano will also begin production of a carrier for the TL-300E, estimated at 30 units a year.

Former carrier supplier, Nissan, stopped production after it was taken over in 2004 but Nissan Diesel Motor Company supplies the powertrain for the new Tadano carrier. The left-hand drive 8x4 carrier has a 257 kW turbocharged six-cylinder Nissan PF6TB diesel engine. Driven through a single plate dry clutch with hydraulic release mechanism and air assisted booster, the transmission has seven forward and one reverse speeds, with synchromesh on second to seventh gears while first and reverse are constant mesh.



Potain adds to GME range

New in Potain's GME range of top slewing tower cranes is the luffing jib MR 295. Three versions are available of this model and lifting capacity is up to 28 tons and maximum radius is 197 feet where 3 tons can be lifted.

Designed to be particularly suitable for work on sites where space is at a premium, in addition to its luffing capability, the MR 295 on a 20 foot base uses a 6 x 6 foot mast. This size of mast gives several advantages in that it helps make the crane lighter, cheaper and easier to erect, dismantle and transport. The heaviest component is 12 tons, a Manitowoc Crane Group spokesperson explained.

The lifting charts show that on a 180 foot jib the MR 295 H16 has a maximum lifting capacity of 18 tons on four falls of rope out to a radius of 74 feet while on a 197 foot jib and two falls of rope it takes 9 tons out to 121 feet. At the maximum 197 feet the capacity is shown on the chart as 3 tons.

Next up is the MR 295 H20, which, on a 164 foot jib lifts 22 tons on four falls out to 18.9 m and 10 tonnes out to 62 feet on two falls and a 197 foot jib. At the maximum 197 feet the capacity is shown on the chart as 3 tons.

Finally, the chart for the MR 295 H25 shows it lifting its maximum

of 27 tons on a 148 foot jib and four falls of rope out to a 49 foot radius. On a 197 foot jib and two falls of rope it lifts 13 tons out to 88 feet and 2.7 tons at 160 feet.

New launches from Terex-Atlas

Terex-Atlas in Germany has added six new hydraulic loader cranes to its product range. The B3-duty-rated AK26.2 and AK36.2 models with 8 and 11 foot reach, respectively, preceded the April launch of the AK42.2 and AK210.2 with 13 and 68 foot reach, respectively. These two are also rated B3.

Also launched last month was the 68 foot reach AK102.2, which is built to B4 duty rating.

The sixth new model is the 118.2 VGL, aimed at grab applications. The new 26 foot reach model has a new arm system designed to be well suited for fast loading of bulky raw materials.

Single or double stand-up controls with access ladders are available and the crane slews through 425 degrees. Hoses and pipes are routed internally and the main lift ram has dampening protection to protect against operator damage.

Palfinger's new knuckle boom

New from Austrian manufacturer Palfinger is the PK 25001 EL hydraulic knuckle boom crane developed with housing and roofing contractors in mind. Other applications include foundation construction work and the erection of prefabricated houses, Palfinger said.

The PK 25001 EL is designed to combine long outreach with high maximum working speed. With a four-section extension system the maximum hydraulic outreach is 84 feet. The PowerLink Plus system means the knuckle boom can be angled upwards by up to 8 degrees, a common requirement on construction sites.

Radio remote control is

standard, as are HPLS (High Power Lifting System), oil cooler, return oil utilization and a winch. The 2.7 ton lifting capacity winch

is designed for high working speed and easy operation. To increase slewing torque two slewing gear motors can be fitted.



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Daniel Grace,
Grace Crane
Jacksonville, FL

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Safety and training can no longer be considered as ancillary, optional, or elective. With insurance premiums continuing to rise and increasingly stringent requirements by federal, state and local governments, safety and training have become a "make or break issue" for many companies, according to Jenny Sale, owner and president of Safety Resources Unlimited (SRU) based in Oklahoma City, OK.

"Our business has picked up 50% over the past two years," says Sale, whose company develops customized mobile crane training programs and is an accredited training and testing location for NCCCO written and practical exams. "We attribute it to the marketing effort by the CCO and the lobbying being done in different states to require certified operators."

Prior to two years ago, getting some companies to voluntarily train their mobile crane operators "was like pulling teeth," Sale says, but today, those same companies are seeking out training programs, having realized that the investment pays off on every level. About half of the training Sale's company performs is for CCO certification and the other half is non-mandatory customized training for individual companies. A CCO certified crane operator and examiner, Sale says she and her instructors teach unskilled operators the basics of running a mobile crane, and they teach experienced operators what they will need to know to pass the CCO certification exams.

"The ground level training meets federal regulation and state requirements, assuring that the operator knows how to set up the crane and pull the levers," she says. "The next level up is certification training, for experienced operators whose employers' want them to have the certification status."

Crane operating companies are interested in assuring that their operators can operate any piece of equipment to comply with OSHA



Increasingly, federal, state and local governments are cracking down on crane safety standards. Safety programs and regular training are no longer optional

make sure our operators are the best trained," he says. "Our safety program not only involves our employees, but also their entire family. We want to make sure our men are taken care of and that they get home to their wives and families every night. In turn, these families appreciate the fact we are concerned about them. We want our employees to have a positive experience in working for us."

Southway's investment in safety has reaped benefits in the relationship the company has with its brokerage group McKell, Wrath and Paris, Fussell says. "We have presented our program to our underwriters and by living up to our commitments we have received significant insurance savings," he says.

Southway ties its safety goals to its employees' vacation and bonus programs, which means that the safer employees work, the more return on their individual bottom lines. "This is how we keep our employees involved in safety from day one," he says.

There is also a close relationship between safety and the upkeep of cranes, vehicles and other equipment. Southway's safety program involves close inspection of cranes – daily, weekly and monthly. Operators and truck drivers write a maintenance report on the equipment they operate, and the reports must be turned in for a paycheck to be issued. "Based on that type of activity, we have direct

federal regulations and the ASME B30.5 standard and, she says, employers are "taking comfort" in the fact that they are lessening liability if OSHA calls on their doorstep.

Safety culture

For employees of Southway Crane & Rigging, safety training and safety accountability is as much a part of their job as running the equipment, according to Greg Fussell, who, with Jerry Reynolds, owns and operates the Georgia-based company.

"We have built our crane business on customer service and customer safety," Fussell says. "The first thing our customers expect is well trained operators. All of them have been CCO trained and they have taken the additional MSHA and OSHA training. Plus we also do quarterly training updates at which time we will give them a pre-test and then a post-test so we can measure the information they digested and learned."

The safety culture at Southway has been a mainstay for eight years, Fussell says, and yet it is still an evolving program. "You hate to use the word 'leading edge,' but we want to

communication between our master mechanics and our truck drivers and operators to keep the equipment in good repair," he says. "In the crane business, if we do not take care of our equipment and our men and function in a safe operating practice, we don't really have anything. If the equipment deteriorates, the customers recognize it. The companies that take care of their people and equipment, those are the ones that succeed."

Total buy-in

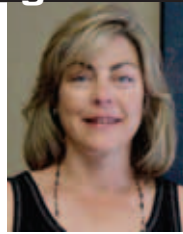
For Bennett Motor Express in McDonough, GA, safety has become a tenet of the philosophy of the company, according to David Lowry, president. "Two years ago we implemented a safety culture, which is different than being safety conscious or implementing training here and there. Our program has the buy in from the top level executives and filters down internally through our operations, sales

department, dispatchers, all the way to log clerks and to drivers to owner/operators."

Lowry says safety is now an everyday element of the company. "Before this program, we thought we were safety conscious," he says. "We'd have a couple of safety meetings a year when we felt like we could grab the most people and jam a bunch of information in front of them and hope for the best. This year we are slotted to have 160 safety meetings throughout the country."

Like Southway, Bennett has added employee incentive programs to encourage safety. "The incentive program has some teeth," he says. "This year it's worth a couple of grand if you comply with the program."

Bennett's safety culture has allowed the company to lower its insurance costs, as well as prevent accidents. "We saw it was working,



Jenny Sale, owner and president of Safety Resources Unlimited (SRU), says crane operating companies have changed their viewpoint on training and now consider it a top priority

and we were able to take on more liability for deductibles and be more confident about it. We believe this program was something we really needed to do in our course of business. We believe it has saved us a tremendous amount of money in claims."

Training mission

From the manufacturers' perspective, Terex training manager Soenke Eichhorn says training users on the safe operation of Terex cranes is a company mission. "Today, training on cranes is a very important aspect of



expert viewpoint: on daily pre-operational crane inspections

Don Jordan, Crane Inspection and Certification Bureau

A daily pre-operational inspection of a mobile crane is as important as

knowing the weight of the load, the correct radius of the lift, and the net lift capacity of crane. Thorough pre-operational inspections are a vital part of a comprehensive crane management and safety program.

Mobile crane pre-operational inspections confirm that the machine is safe to operate and is in serviceable condition for the day's work. Crane inspections involve certain items that are required by federal regulations and other items that are recommended by industry safety standards, known as "best practices." The frequent inspection has the recommendation required by federal regulations and it is a best practice that daily inspection records be retained in the crane's history file.

Two OSHA regulations address mobile crane inspections: 29 CFR 1926.550 (OSHA) and 29 CFR 1910.180 (OSHA). The first regulation, 29 CFR 1926.550 states, in part, "The employer shall designate a competent person who shall inspect all machinery and equipment prior to each use, and during use, to make sure it is in safe operating condition. Any deficiencies shall be repaired, or defective parts replaced before continued use." In addition, 29 CFR 1910.180 specifies two types of inspections – frequent and periodic. Frequent inspections are



The crane operator holds the obligation to determine if the crane is safe to operate and the authority to determine if it is not.



to be conducted on a daily to monthly basis. Periodic inspections are those that are to be performed on a monthly to annual basis.

When a designated, competent person is conducting the pre-operational inspection, the first thing to be determined should be, "Is this crane safe to use today?" Even though the machine may have had a thorough annual inspection performed the previous day, the possibility exists that something may have been broken, or that the crane was operated in an unsafe manner since the last inspection. Daily inspections should be conducted using a checklist, although written documentation is not required. However, all branches of the armed forces, government agencies, and a majority of crane operation companies require inspections to be documented.

CICB recommends that the current month and previous month records be retained in the mobile crane's history file. Accident investigators typically ask to see the current day's pre-operational checklist. Documented inspections protect all parties, including management, supervisors, and operators. The checklist should be

signed by the person conducting the inspection as well as the appropriate supervisor. The inspection checklist should adhere to crane manufacturer requirements. Often, manufacturers provide pre-operational checklists for their cranes in their operator manuals.

Determining what to check on a daily inspection can also be achieved by reviewing the American Society of Mechanical Engineers Safety Standard B30.5, Mobile and Locomotive Cranes. This standard states that:

- control mechanisms should be checked for excessive wear and contamination by lubricants or other foreign matter
- operational aids should be checked for malfunction
- hydraulic hoses should be checked for wear
- hydraulic oil levels should be checked
- hooks and latches should be checked for deformities
- wire rope reeving and malfunctioning electrical apparatus should be checked
- tires should be checked to assure proper inflation.

After developing a comprehensive checklist, it should be assured that the operator has a full understanding of all items on the checklist, and that he or she is instructed on the proper method for conducting the inspection. An item that is often overlooked on rough terrain cranes is the Axle Lockout Oscillation System (ALOS). Most RT operator manuals state that the ALOS should be checked daily or prior to any "on rubber" operation. If the safety device is not functioning properly, the crane has the potential to lose backwards stability while operating on rubber.

The operator's cab is an important checkpoint. All windows or viewpoints should be examined to ensure there is no broken glass. All controls should be clearly labeled for function and resultant movement. All safety devices should be properly set, and a legible and visible load chart for the crane should be securely attached so the operator can see it while seated at the control station. Operator cab housekeeping is often overlooked – soda cans, reading material, CD players, rags and trash do not belong in the cab.

If the inspection reveals a problem, there should be a procedure to correct the issue. The procedure must provide guidance to the designated individuals who will make determinations pertaining to potentially hazardous situations.

ownership," says Eichhorn. "Cranes now can do things and lift loads they could not achieve years ago because of technology, better steel and components and better engineering. These are high tech machines and the owner needs to know the proper way to operate, set up and safely use them. If something goes wrong, they need to know how to fix or trouble shoot a problem."

Eichhorn also contends that cranes are safer today than ever before, especially with computer controlled operator aids that shut down the crane when unsafe operations are sensed. "Ten years ago these aids were optional on a crane," he says, "but now they are standard items. They contribute to safety, no question."

Terex operates large-scale training facilities in Iowa and North Carolina, where it offers advanced training, including training in simulators. With the delivery of each crane, Terex sends out a technician to teach the owner how to set up and run it.

"We are a very diversified company with our cranes made all over the world – France, US, Germany, Italy, Japan and Australia," he says. "I specialize in training on the Demag line from Germany and the RT line made in the US. We have other instructors who do training on machines from other countries."

Terex training manager Soenke Eichhorn says training on cranes is an important aspect of ownership because they are high tech machines that require operators who understand the machine and its capabilities

Purchasing safety

Another aspect of safety and training involves the purchase of other equipment and accessories needed for crane, rigging and transport companies to do business. For instance, many rigging tools now on the market are directly related to job safety, which means the purchase of these products can no longer be left to chance, according to Dennis St. Germain, president of INI Slingmax.

"In the old days, when price was the only consideration, jobsite safety was more of a hope than an actuality," he says, "But today safety takes precedence over any other issue."

For instance, St. Germain points to the ASME B30.9–2003 American National Standard titled "slings," which outlines specific safety requirements and states that sling users should be trained in the selection, inspection, cautions to personnel, effects of environment, and rigging practices. For this reason, a company needs to select suppliers who will help them insure all these standards are being met, St. Germain says.



"Ideally, a qualified rigging gear supplier can provide its customers with the information needed to be in compliance with B30.9–2003 standards, keep them abreast of advances in rigging gear and to educate employees on the safe use of this equipment," says St. Germain. "Service after the sale also adds value to the end user, especially when it comes to assuring that a job will not be held up waiting for rigging gear."

St. Germain says a quality supplier should also offer inspection and training services. "In-plant and on-site inspection by a trained and trusted supplier shares the burden with the user, and also helps maintain a foundation of safety," he explains. **act**

expert viewpoint: on training and choosing a training company

Annette Peterson, The Crane School

Twenty percent of all construction fatalities are crane-related,

and many of the higher profile construction-related lawsuits involve crane accidents. All too often these accidents are the fault of an untrained operator.

Moreover, some 90% of operators involved in accidents do not meet minimum competency requirements outlined in federal, state and industry crane safety standards. In crane accident litigation, employers are often found negligent for not providing operators with sufficient training. To lessen liability and assure safer crane operation, more crane operating companies and governmental entities are requiring their operators to be trained and/or certified by a NCCA accredited agency.

What should a contractor or operator look for when selecting a crane operator training company? References, references, references. Be sure to get at least three solid references from training companies that submit bids. Keep in mind that a credible company will be happy



While crane operation certification is still not required nationwide, prudent companies have realized the benefits of an ongoing and formal training program.

to provide a list of clients whose operators have passed written and practical exams.

An instructor's credentials also should be verified when selecting a training company. NCCCO does not require a classroom instructor to be accredited by the organization, so it is important to ask the crane training company whether or not the instructors have actually taken the NCCCO exam. Those instructors who have taken the exam and are CCO certified will know exactly what to teach their students, and can provide better insight on what to expect from the exam.

Selecting a training company requires some initial homework. The right company is comfortable to work with and employs trainers and examiners who are reliable and teach

the appropriate information. The right company provides excellent customer service and achieves the desired results at a reasonable price. So what is a reasonable price? A reasonable price for crane operator training is between \$1,700 and \$2,400 per person, which can be exclusive of the written and practical exam testing fees. Depending on the number of specialties an operator takes, the written exam fee is from \$165 to \$195, and the practical exam fee is from \$60 to \$80.

Although keeping costs down is always a factor, be sure to look at the "big picture." Some training companies provide a price for the training class, but the price of the practical examiner is often not included. Other companies include the price of the exams but not the

practical examiner, or vice versa, so take care to assure that you are matching dollar for dollar when comparing prices. Also remember to include labor costs (raw dollars), lost revenue (for the number of days the operator is off the job for training), and travel expenses.



When interviewing prospective training companies, ask questions. How many students will be in the prep class? No more than 20 students per class is advisable. Does the crane training company help with the application process for the exams? Full service training companies will help operators fill out applications, tell them what documentation they need, send in the completed applications, and set up operators to take the prep class, written exam, and practical exam. Does the company offer weekend programs? Some schools will offer programs on weekends and will perform the practical exam after the class in most cases. The operator will only need to return to the classroom the following week to complete the written exam.





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Liebherr's Litronic system could appear to be complicated but operators are impressed with the capabilities

Operator aids are no longer "optional equipment"

on cranes. Not only do these systems provide operators the ability to work more productively and with ease, they also enhance the safe operation of cranes, large and small



Sensory skilled

Long-time crane operators probably thought they would never see the day when they would be "booting up" a crane every morning, much less have the ability to program swing and radius limits or even download load charts via a cell phone. However, that day has come, with little if any resistance, according to Scott Moreland, vice president of sales at Liebherr Cranes.

"These systems are not too complicated for operators at all," says Moreland. "We just delivered a new LR 1100 and heard from the customer that there was an argument among operators in determining who would get to run the crane and try out the new system."

Liebherr is among the manufacturers that design and produce their own electronic control systems while others purchase systems from specialty manufacturers who tailor them to the crane maker's specifications. Either way, today's cranes have devices designed to give the operator as much information as possible to get the job done, get it done right, and get it done safely.

"Ours is basically a fly by wire electronic system over hydraulic, an

electronic interface between the operator and the crane's hydraulics," Moreland explains. "Operating the crane is very easy with our touch screen. In a normal operation there are only five screens the operator will work with. The start-up screen begins with the configuration of the boom, how many parts of line and boom length, and then when all that is checked it goes on to the operations screen."

Valuable data

There is no question that these systems help the operators do the job, giving them information they need to make a lift or perform duty cycle applications. In addition, these systems offer information that can keep the crane in optimal running order. Liebherr's Litronic system can monitor fluid levels, engine temperatures and the like.

"All of this information can be valuable in operating the crane," Moreland says. "If there's a problem, the system will beep, and if an anti-two block sensor is hit, it will beep and there will be a blinking light, and by touching a picture of the lift on the screen, the operator can get the information about the fault."

Newer model Liebherr cranes are able to store each

crane's "fault history," Moreland says. Also, newer systems have the option of a cell phone modem that allow for remote diagnostics.

However, Liebherr views these systems as aids to the operator, even though there are safety elements built in, such as the load moment limiting system that can warn the operator when limits have been surpassed and safe operation may be compromised.

While Liebherr touts the systems as easy to use, it still recommends training for every operator who runs cranes with these systems.

Ben Graham, crane division manager at Kirby-Smith Machinery in Oklahoma City, OK, says that operational aids are more sophisticated, and they are more operator friendly than they were 10 years ago, especially the OEM products. "The industry acceptance for these systems is much greater than it was 10 years ago," he says. "They are the norm now. In our own rental fleet that is the case."

With a large rental fleet of cranes, Kirby-Smith has retrofitted all its older cranes with new LMI systems, often buying a range of devices made by different manufacturers, based on the use of the crane. "A lot of our customers have discovered that their clients required that older cranes be upgraded with these systems," he says. "We believe that by updating our older units with these systems, we have also cut back on overload and crane accidents. It was an investment we saw as worthwhile."

In terms of purchasing new cranes, Graham



Rayco Wylie's i3000 has been successful because it can be customized to the customer's individual needs

All the different technologies available bring more selection and healthy competition to the market

says his company goes with whatever the manufacturer has chosen to install, rather than specify something different.

Early systems required more training than newer systems, however, all operators should be trained on the system in which he will be operating, he says.

"With every rental, we go out and train the operator on the machine," he says. "It's just a part of our customer service."

For the last few years, there has been a rush to replace older LMI systems, which has obviously stimulated the retrofit market for these devices. And while they are not necessarily designed, sold or marketed as a safety

device, Graham says they definitely make for a safer jobsite and safer operators. "But, in some cases, they can get you in trouble," he says. "If you don't program them correctly, there can be issues."

Active in the retrofit after-market and the OEM market, Hirschmann Automation and Control says it distinguishes itself by staying close to the market to assess the direction its products should take. One of the early players in this technology, Hirschmann has found a niche in updating its own older systems.

"We're finding a strong market in both areas," says John Rudy, product manager. "Our products are being used across the board, on lattice and hydraulic boom cranes and boom trucks. Some of our competitors design their products for one or the other."

Easy retrofit

Rudy says Hirschmann has keyed on extending its product line to include systems that allow for modernizing older systems installed on boom trucks or hydraulic cranes. The Hirschmann Maestro LMI upgrade has proven to be a cost-effective modernization.

"The retrofit is pretty simple," Rudy says. "The central unit is replaced with a more compact unit designed for easy installation in the operator cab. The original data and load chart information is loaded into the central unit and after a brief sensor alignment through the console, the crane can be ready for operation in just half a day, without needing to be re-calibrated. It's quick and cost effective."

Some crane owners are concerned about maintenance and durability. "Ease of use and service back up and support is vital to our customers," says Mark Van Dyke, sales manager at Southern California-based Greer Company, which sells to US crane manufacturers.



Link-Belt, Terex and Broderson install Greer's MicroGuard RCI systems on several models of their US built telescopic cranes. In these cases, the manufacturers work with the company to devise a system tailored to the product.

"There are many differences with our products from our competitors, mainly they are known for being quick calibrating and durable," says Van Dyke. Greer's RCI 510 and RCI 586 are mainstays in the industry with many long-time crane operators having some experience with these systems, Van Dyke says.

Greer has found a niche selling its systems as retrofits on cranes owned by the US Marines. The MicroGuard 587 and MicroGuard 510 retrofit rated capacity indicators are designed for all mobile hydraulic crane applications.

Without doubt, Van Dyke views these systems as safety devices. "They can save lives and property, and they can help lower insurance rates," he says. "With so many jobs now, you can't operate a crane in some refineries and on some government jobs unless you have these systems. They are no longer optional."

With sales growing at a rate close to 30% a year, Load Systems International serves a range of markets with its products that key on durability. They have a waterproof stainless steel sensor housing and use wireless technology, for example, Palm Pilots to upgrade and update the systems. The LSI product line includes rated capacity indicators, load indicators, boom angle indicators, anti-two-block indicators and wind speed monitoring systems.

"We are heavy in the rental market and also heavy in the marine and offshore market as well as the dock container crane markets," says Dave Smith, president. "Generally we replace existing hardwire systems with our wireless systems. Right now, about 65% of our market is for after-market replacement systems."

Smith says LSI systems are designed to dovetail into a crane's factory computer system, replacing hardwired systems. LSI is working to introduce a new product that Smith says will be the most advanced wireless system on the

market, with two-way communications and a half-mile range.

Good selection

While the market for these systems is competitive, Smith says it is healthy competition. "We are all bringing different technologies to our customers," he says. "I wouldn't say there are not too many companies in the market. There's a nice range of selection for the customer."

With 25,000 of its LMI, load monitor and anti-two-block systems installed on cranes around the world, Cranesmart Systems is also competitive in the retrofit market. Cranesmart products allow the owner to make choices in the systems he needs, according to Jamie Dalton, marketing coordinator.

"The Cranesmart System may be ordered as a simple anti-two-block system, angle indicator, load monitor or a full blown LMI," she says. "You can upgrade the system within a single cab-mounted display panel. You can add a load cell to an anti-two-block system with a telephone call."

Founded in 1933, Wylie Systems says it pioneered the world's first crane overload warning systems. Bought by Rayco Electronics 10 years ago, Rayco-Wylie Systems are used on lattice, hydraulic, boom truck or special application cranes, according to Frank Beardsley, technical director of the company.

Rayco-Wylie has been working in the radio products area for the last three years, but plans to evolve into spread spectrum technology for its wireless systems. Beardsley says that spread spectrum technology will allow for better and more reliable two-way communication for its operator aid systems. "This new system we are working on will be easy to install and will have less jobsite interference," he says.

About 70% of Rayco Wylie's business is in the retrofit market, although the company does some OEM business.

"Our units are well accepted as replacement or upgrade systems," Beardsley says. "The i3000 has been very successful and is a new approach to crane safety instrumentation. At a glance, the operator can find graphically all the parameters of a machine connected to the system. It's very flexible and can be customized to meet each customer's requirements." **act**



All Terrain Crane

ATF160G-5

196.9' Boom Length / 122' Jib Length



ATF45- 3	(50 tons)	111.5' Boom Length / 49.9' Jib Length
ATF65G-4	(75 tons)	144.3' Boom Length / 52.5' Jib Length
ATF80- 4	(100 tons)	159.1' Boom Length / 52.5' Jib Length
ATF110G- 5	(130 tons)	170.6' Boom Length / 98.8' Jib Length
ATF160G- 5	(200 tons)	196.9' Boom Length / 122' Jib Length
ATF220G-5	(275 tons)	223.1' Boom Length / 122' Jib Length

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TR500XL- 4	(50 tons)	108.3' Boom Length / 50' Jib Length
TR600XXL- 4	(60 tons)	137.8' Boom Length/ 58.1' Jib Length
TR800XXL- 4	(80 tons)	144.4' Boom Length / 58.1' Jib Length

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Insurance answers



Accident sites are very dynamic and special measures need to be taken as soon as possible after such an event

What can equipment owners do to reduce their insurance costs?

Reducing liability costs is an ongoing priority for equipment owners who have watched their premiums rise, and rise, and rise. So how can a company contain its insurance costs? Are there ways to lower your premiums? *ACT* staged a virtual roundtable with executives of three industry-specific insurance firms to share their expertise and answer these questions.

Roundtable participants include Megan Rose, vice president of crane programs for JC Stevens Inc; Randy Proos, CIC, director of construction services for USI Inc and Jeff McGeary, president of Allied Insurance Brokers Crane Division.

What measures can crane and transport companies take to reduce their insurance costs?

Proos: Without question, proper classification of the firm's operations plays a huge role in the calculation of the premium. For instance, a crane rental operation may engage in a variety of activities such as crane rental with operator, bare crane rental, heavy hauling, and millwright work. All those activities carry a different rate structure and in some cases a very drastic difference in rate structure.

As an example, a crane company may not realize that the transportation of crane components such as boom sections and counterweights should be classified as hauling even though it is certainly an integral component of the crane operation. Point being, the crane classification carries a much higher rate than the hauling classification and proper segregation of those activities can certainly reduce a crane company's insurance cost.

In addition, periodic review of the scheduled values of the cranes and equipment is important. Cranes and other equipment depreciate over time and the insurance carrier will not pay an over-inflated scheduled value even if the equipment is a total loss. Crane and equipment values should be adjusted to reflect approximate market value.

For transport companies, proper classification

of vehicle use, garage location, use radius, and gross vehicle weight all factor into the premium calculation and all vehicle assets should be reviewed individually with your agent or broker to find potential premium savings. Other considerations include liability and physical damage deductibles, and dropping uninsured motorist coverage for all commercial vehicles on the schedule.

McGeary: We can give companies some recommendations – one is verifiable crane inspections and well trained crane operators. Not only does this prove you have a quality operation, it proves to prospective insurance companies that you are focused on safety and quality. While crane accidents are infrequent, unfortunately, when they do happen, they tend to be severe because these are big, dangerous machines.

The second thing is to have a properly worded rental contract. Some companies feel this unnecessary, but it's an incredibly important document to use to help defend your company in the event of a lawsuit. I recommend the SC&RA rental contract.

A common claim that we get involved with is rigging responsibility. One of the common things many people are not familiar with is that you are not responsible for rigging if you don't do it. This should be in the rental contract. A hold harmless clause is extraordinarily important as well.

Rose: When we come up with our rates, there are a number of factors we look at. The best thing crane companies can do is to establish a minimum age requirement and a minimum year's experience requirement for their operators. We give credits for that.

We also want to see that the company has a signed work or job order ticket at every job site. This definitely can lower insurance costs. The work order should have a couple of components, including a hold harmless clause from the general contractor. The general contractor prepares the jobsite for the subcontractor to assure he is properly set up. Make sure the maximum weight that is being lifted is listed on the work ticket and that it is within the capacity of the machine being used. Make sure that straps and slings comply with OSHA standards.

In terms of your employees, make sure they have clean driving records. Employee drug testing can help with reducing costs.

Can establishing and maintaining a formal safety and training program help a company get better insurance rates?

Rose: Absolutely. Having a formal safety program lets the insurance carrier know that the company is trying to lessen risk – that every safety procedure possible is being done within their company.

Having a safety manual that outlines the

First and foremost your insurance program should be placed with an insurance carrier that specializes in or has insurance programs for your industry. Many of the coverages need to be specifically tailored for your industry exposures. For instance, crane companies will require boom collapse and overweight coverage for their cranes and riggers' insurance for their 'on-hook' exposures.



Randy Proos, CIC, director of construction services, USI Inc.



safety policies and discusses OSHA rules and regulations is important.

Increasingly, we are seeing more companies committed to safety, mainly because of the cost of insurance. It was hitting them more in the pocketbook.

Some of the things companies can do seem like "no brainers" but, unfortunately, this is the area in which we are seeing the losses. Like slings and straps. We have had several losses where the insured did not inspect this equipment that had visible wear.

We had one claim where the operator forgot to pull in the outriggers and was driving down the street hitting parked cars. These types of claims are hard to believe. You look at this type of loss report and at first it seems funny. Luckily we don't get too many of these. While it sounds comical, it's a very serious loss with serious consequences.

Driving experience of operators is important. When you think cranes, you think of the operator. But the operator's driving record needs to be checked too. We are seeing more and more over the road claims because cranes are more mobile. These are very heavy pieces of equipment and drivers don't realize they are speeding down the road in these machines and do not realize how long it can take to slow down.

Pros: Absolutely! Today, many insurance carriers have scheduled rate credits for formalized safety programs. Additionally, insurance carriers will quote their best rates to companies who have certified operators,

Essentially, you want to make sure that you are comparing apples to apples, coverage to coverage. It is so wrong to have a crane in an accident and discover that its operations are not properly classified, and thus not covered. It can put a company out of business.

We have seen this.

Megan Rose,
vice president
crane programs,
JC Stevens Inc.



Companies need to establish regular safety meetings for their employees. Even the owner or operator needs an established handbook with safety procedures outlined. This shows the carrier that the company spent the time and effort to consider and utilize safety.

Jeff McGarry, president, Allied Insurance Brokers Crane Division

regular certification of their cranes and equipment, and certified drug free workplace programs. Conversely, a company that has no safety program may be subject to premium surcharges.

Crane and transport companies alike should have accurate and well documented maintenance logs for all owned equipment. Insurance company loss control representatives will want access to this information and will report their findings to your insurance company underwriter.

McGarry: Absolutely, positively. Companies need to establish regular safety meetings for their employees. Even the owner and operator need an established handbook with safety procedures outlined. This shows the carrier that the company spent the time and effort to consider and utilize safety.

SC&RA can assist with this and in helping establish safety guidelines.

Many companies think "I'm safe," and leave it at that. But by putting it in writing, they are showing everyone what their safety criteria. Having a standardized safety program makes a company a safer company.

What should you look for when pursuing the right coverage or insurance company?

McGarry: I would say, number one, look at the financial stability of the company. If they are not correctly capitalized, they may offer the best rate but it isn't good if they aren't solvent. Look at the company's financial track record.

Also, make sure they understand the coverage you need. Make sure you have the correct definition of mobile equipment on the general liability form.

It is very important that the company understands the industry, that they provide industry specific coverage. You may get a great rate with a company not specific to the industry but you may not actually be getting the coverage you need. Having coverage from an industry specific player from agency and insurance company can benefit you tremendously, especially in the event you have to file a claim.

Look for a company that will analyze your current policies, conduct an in-depth claims review and identify claim problem areas and suggest solutions. The company should be able to review and identify potential coverage gaps, and help you get optimum pricing levels by helping you manage risks more efficiently. A good firm will offer premium reduction alternatives through deductibles and other risk transference mechanisms. Claims can be a threat to your company's long-term survival.

Rose: To me the most important thing is making sure you are getting the coverage for the operations your company is performing. When we lose business and find out who we lost to, and then we realize the company purchased coverage that doesn't apply to their operations.

Also, make sure that if you aren't getting an auto policy, that the crane is covered while driving over the road. Some policies don't cover this.

Many states require an automobile policy in the state statutes. There are certain things you want to make sure of, proper class codes.

Pros: First and foremost your insurance program should be placed with an insurance carrier that specializes in or has insurance programs for your industry. Many of the coverages need to be specifically tailored for your industry exposures. For instance, crane companies will require boom collapse and overweight coverage for their cranes and riggers' insurance for their "on-hook" exposures.

Moreover, your insurance program should include bona fide "Pre-loss" risk and contract management and "Post loss" claims and litigation management components.

From a pre-loss standpoint, your insurance carrier should be actively involved in managing the contracts that your company signs and the company contracts or work tickets that your clients sign for you. These contracts typically contain hold-harmless or indemnification language that can make or break the outcome of a claim. Your insurance carrier should understand the statutory laws of the states in which you conduct business and your contracts should be in compliance with any construction indemnification statutes.

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Marathon man

Before many people have finished their first cup of coffee in the morning, **Doug Williams** has run circles around them. He runs a successful construction company and leads an active industry association. When he is not sprinting between these obligations, he is dashing off on fun trips with his family. And if that's not enough, he also runs marathons. **D. Ann Shiffler** reports

Doug Williams is a hard guy to catch up with, literally. As president of North Carolina-based Buckner Companies and the recently installed president of the Specialized Carriers & Rigging Association, Williams is always on the go. Even when he takes time out to relax on the beach with his wife and daughters, his mind is still racing, thinking about the next big contract, strategizing ways to make SC&RA more responsive to members' needs, and even figuring out the optimum crane, and rigging solution for a particularly challenging lift.

For a couple of months now we've been trying to chase down Williams for an interview, to talk about his new role as SC&RA president and to get his take on the crane and transport industry. When at last he was able to work us into his schedule, he made our interview a priority, turning off the phone and giving us his undivided attention.

We found Williams to be a reflective and thoughtful businessman who places a high value on building lasting relationships. Like his father, who is also his mentor, he grew up in the construction industry. He's proud to manage the company in which his father and grandfather dedicated their careers.

"I like this business because it is one where you can see progress; there's a physical product that when you leave the jobsite the project you are working on is taller than it was when you came in to work that morning," he says. "When I drive around and see structures that we helped build, that feels good to me. There are so many jobs in other industries where when you finish a day's work, or a year's work, you can't really look back and tell what you accomplished."

Even though he now spends most of his time on the "business side" of things, he still enjoys the problem solving associated with configuring a crane or rigging a lift. He likes the construction industry because it's never boring, always changing, and always offering new challenges.

"I like figuring out how to do things in a different way, be it a technical nature like rigging a lift, or just figuring out how to approach something involving people, logistics and available equipment," he says. "Almost every day is a series of assessing the challenges, prioritizing them, and then calmly working out



President of the Buckner Companies and the recently installed president of the SC&RA, Doug Williams enjoys the pace and challenges of the construction industry

the solution. I get satisfaction from this... and a few gray hairs, too."

Last month you officially took on the role as president of the Specialized Carriers & Rigging Association. How do you perceive your role as president?

I am fortunate that I step into what is a very well run and stable association. Both the staff and the present and past officers have put SC&RA in a very strong position. There are really no major challenges or crisis situations. I guess you could call it an "if it's not broke don't fix it" type of situation.

One of the things that came out of the strategic plan that I see as a priority (and I think the staff and other leadership see as a priority), is not allowing us to get complacent and rest on our laurels. One of our goals, one of my goals, is to continue to pursue activities and efforts that bring more value to all of our members.

One of the ways [to do this] is to constantly remind members that *we* are the SC&RA. There is no they. One of the things I want to do is to encourage people to get involved, to speak up and to participate and play a role in continuing to evolve the SC&RA into what we want it to be. I don't really buy it that they are doing this, or why did they do that? This is a very easy organization to get involved in, to participate in, and to serve as an officer. It just doesn't make sense for any of us not to take SC&RA anywhere we want to it to go.

I don't plan during this year to drastically change anything or to "fix" anything. I just want to make sure that there's an open door for the involvement of those willing to be more involved, and who have fresh ideas on how to tweak things to make the association be of more value to the membership. And because my business is more attuned to the crane and rigging side, I definitely plan to spend a big part of the year being equally involved with the transport [issues].

What are the major items on the organization's agenda for the next year?

One is to continue to improve the products and services to the membership. Another somewhat new development is the insurance program, and that's an important part of the products and services that the association offers to members. With Special Risk Services merging with NBIS, and now being Turnkey Specialty Insurance, there is a big agenda item for this next year to continue to grow the markets, services and insurance options available to the membership.

Another important thing that the association will continue to do is maintain our position on regulatory issues, such as regulatory uniformity. Also, SC&RA has maintained a strong financial position and that,

of course, will always be on the agenda as an important item.

I think one thing I will personally get satisfaction out of is growing and improving our international participation, making sure we are of value to international members. One of the ways we will do this is more participation in international expositions and more face to face involvement with our international members, rather than them just always coming to us.

Through my business, I've done quite a bit of international travel and the exposure to other ways of doing things and to other cultures and people and the relationships that have been built have been invaluable. So it will be satisfying to take on that part of the agenda.

We are all operating in a global economy and our people and our equipment need to be able to move around the world. Our equipment needs to be more universal and be utilized as a part of the world resale market. When equipment finishes in one part of the world, it needs to go work in another part of the world, and it seems to me that one way to help achieve this is more interaction and communication between people.

What is the status of the work of the Crane & Derrick Negotiated Rulemaking Advisory Committee on which you served?

The proposed standard is complete and is still going through the regulatory hurdles that it has to go through. I am disappointed in the pace that it is taking. It is moving much slower than the Department of Labor indicated that they would anticipate when we were finishing up the standard. A large group of people dedicated a big portion of a year to this standard under some pretty demanding deadlines. But it doesn't seem to be moving as promptly as it should, and SC&RA has done their part to communicate this.

I have no doubt that if it goes through and becomes law, it will definitely make our industry safer. The proposed standard has a tremendous amount of good material, understandable information.

With the old standard, you can read it but it references stacks and stacks of reference material. To understand it and know what you need to do to comply, you would need a risk and safety professional on staff [to interpret the information.] But with the proposed standard, it was written in such a way that the average company could read it and know exactly what to do to comply. From the beginning, we made the decision to make the new standard one-stop shopping. If you read it and abide by it you can significantly affect the safety culture and practices within your company.

What about the SC&RA's Gantry Taskforce?

This taskforce was formed within the scope of the Crane & Derrick Advisory Committee.



Williams spends his downtime with his wife and daughters, and when he is not with them he trains for marathons and triathlons

When the committee was deciding what fell within the scope of the crane and derrick standard, there was a desire on the part of the SC&RA and the other industry members not to have gantries fall under that standard because it is such a different animal.

The agreement was made with the Department of Labor that they would continue to inspect and cite gantries under the general duty clause if SC&RA had an industry authority, a consensus group of experts to develop a clear guideline for the safe use of gantries. That was the purpose for the Gantry Taskforce, so they could refer to this industry product and determine whether gantries were being used safely or not. The taskforce did this and did so under a very tight timetable.

But I also think this taskforce accomplished much more and served two purposes: to put down clearly on paper how to safely use gantries and to keep the gantry from getting wrapped up in an area of an OSHA standard that it didn't need to be a part of. Through this taskforce, I think SC&RA has helped overcome a great obstacle by creating a document that clearly spells out how to safely use a gantry.

Now, amid a worldwide economic upcycle, prosperity appears to be widespread in the crane rigging and transport sectors. Should the industry be preparing for an eventual down cycle?

I definitely agree we are totally in an upcycle. Equipment utilization is probably at an all time high. Demand appears to far exceed supply. This is all good, but we also need to use this time to get stronger and more stable, to upgrade equipment and those things. Actually, I think things are on the borderline of being too good.

Certainly, it will turn down at some point. My guess is we will have several years of an upcycle. But if I look back, we had a long, strong upcycle just before our last downturn.



In that [last] upcycle, there were a lot of cranes and transportation equipment purchased, so we came into this upcycle with a lot of available equipment. So now, if some of us don't show some discipline, if we all buy as much as we did in the last upcycle, (and I know the manufacturers want us to do that), when it does turn down, I think it could turn down hard. There will be a tremendous amount of capacity, probably more equipment capacity than ever. So I think it's important for all of us to grow our companies with some restraint and to keep in mind how bad it can be when the upswing swings the other way.

This points to another reason for extending our international ties, and goes back to the idea of more universal equipment. If there's a downturn in one part of the world, it would be to everyone's benefit to have equipment that has the ability to move to the part of the world that is currently in an upswing. It doesn't do a small sector of the world any good to have the [demand] and no equipment, and in another part of the world owners who are going broke because they are unable to move their equipment elsewhere.

One side note to the current upcycle that I am hearing about is that there is a true shortage of equipment and manpower, and we probably have some duty to better inform the industry of this. The more proactive companies are planning and scheduling their equipment. But there are some projects that may not happen on time because of a lack of planning ahead and tying down the equipment and manpower needed. I think this is a critical concern right now. I am hearing it to some extent worldwide.

What's the big news at Buckner Heavy Lift?

Our business is wide open, busier than it's ever been, and it looks like it's going to get even busier. We have as strong a backlog, tremendously stronger than it has ever been. The demand in the wind power industry has our larger cranes booked up. We just purchased

the largest crane we've ever owned, a Liebherr LR 1750. That is big news for us.

It seems like a lot of our opportunities are coming to fruition. I was just thinking recently that all this growth comes at a time when we have all these great people in place, from the management level to the supervisory level to the skilled craftsmen level. We have evolved into a relationship-based business that has settled into a good position to do well in this upswing.

We are involved in some interesting projects. Last month we had our newest Liebherr LR 1400 working on the Space Shuttle launch pad at Cape Canaveral. (See *Site Report* page 32) Right now we are assembling another of our LR 1400s at Boston Airport where it's going to pick up two Demag CC 2800s that have been working on top of a building and set them on the ground.

We are starting work on a very large convention center in Raleigh, NC. We were just awarded the new Raleigh Durham Airport project, which will involve a new terminal on the scale architecturally to the Denver airport. We are working on projects from Vermont to Florida and through the western US and in Canada. We are even working on the island of St. Martin in the Dutch Antilles.

What are the prospects for US "growth industries," the industries that are or will likely fuel demand for cranes and transport services?

Well, obviously, there's the wind power market. There's a tremendous amount of crane service work, not only on the construction of the windmills but then follow up and ongoing maintenance. The scope for the transport sector is probably even larger than the crane scope, and it's involving very specialized equipment.

But it's not just wind power. There are many opportunities in the power industry for our members. Power is definitely back in a big way, both emission control type systems that need to be retrofitted on existing power plants, and also there's new construction of conventional power plants. And it appears that not too far down the road may be the re-emergence of nuclear power plant construction. All of this has a big impact on the need for cranes and other lifting equipment, rigging, transportation services and specialized hauling.

Also there's general industry, petrochemical and biotechnology industries which are strong, as well as bridge building and road building and health care building and hospitals. In our area we see a tremendous amount of money being put in the university systems. What I like right now, is Buckner's approach, which is to try not to get totally sunk into one market. There seems to be enough of everything to be able to stay diverse. It's like a great big mutual fund. If you are not producing dividends in one area, you are able to in another.

What led to your involvement in SC&RA?

Our company, largely due to my father's approach, has been very attuned to and active in industry organizations. It would take me a while to name how many organizations we are members of, and we have a lot of our people spending a portion of their time participating in these different organizations, associations and societies.

Because of my interest in cranes and rigging, sometime back in the mid 1980s we joined SC&RA. I found it welcoming from the first time my wife and I attended. People went out of their way to befriend us and to involve us. I think back specifically to the Earl Johnson family of Carolina Crane and Southern Industrial, who were old standards in the association. And the John Williams family of Williams Crane and Rigging, they went out of their way to involve us, and they played a role in getting me involved in early committees and so forth.

Later on, there were people like Delynn Burkhalter, one of the younger people to take on the role of president. He certainly piqued my interest and helped open some doors for me. For me, SC&RA has been a great experience. It's been an easy association to become involved in and certainly those people I mentioned, and others, were a help to me along the way.

What do you see as your biggest challenge over the next year?

For me personally, and maybe for all our membership, it's the ability to balance time, availability and workload. This appears to be a record breaking year for SC&RA membership. There's great potential for the association, but the question is, will any of us have time to realize it happened? It's like raising children. You realize it's great but it goes so fast you have to stop and ask yourself, "Will I remember all this?" We all have the challenge to keep it all in balance.

What do you do in your downtime? Do you have downtime?

Yes I have downtime. I make time for it. I have my family, my wife Karen, my oldest daughter Meredith and younger daughter Kathleen, one a freshman in college and one a sophomore in high school.

When I'm not with them, I run marathons, and more recently, triathlons. I spend a lot of my off time, when I'm not with my family, training. I start at 5.30 in the morning. On Mondays, Wednesdays and Fridays I swim, on Tuesdays and Thursdays I run, and I fit in biking when I can. I do the longer training regimens on the weekend. Once a year I run a marathon and then over the summers I do about six triathlons, which has sort of become my hobby. I have a group of friends and we all train together. It's a great diversion. **act**

The Cape caper

Oddly out of place sitting on the enormous launch pad normally reserved for the Space Shuttle, a brand new Liebherr LR 1400/2 performs tedious maintenance work. **D. Ann Shiffler** reports



The tallest point on the launch pad, the "candlestick" is designed to attract lightning from as far away as five miles, protecting the Space Shuttle and its sensitive electronics from lightning strikes



Standing at the top of the launch pad tower at the level astronauts use to get in to the cockpit of the Space Shuttle, Buckner Heavy Lift crane project manager Jerry Masten found Kennedy Space Center to be a fascinating place, even though it was nerve wracking operating a crane near all of the sophisticated and highly engineered equipment at the launch pad

In preparation for the launch of the Space Shuttle this summer, NASA has begun spiffing up the two launch pads at Kennedy Space Center in Cape Canaveral, FL. Central to this delicate maintenance effort is Buckner Heavy Lift's new Liebherr LR 1400/2. Rigged in the SW configuration with its 184 foot "S" main boom and the 230 foot "W" luffing jib, the crane was situated in the footprint of where the shuttles are suspended before launch. It was rigged with a 342,000 pound rear counterweight in addition to the 95,000 pound carbody counterweight.

According to Buckner's crane project manager Jerry Masten, the machine performed flawlessly, making two precision lifts, including the installation of a new "candlestick," the nickname for the launch pad's lightning protection center. The candlestick is the tallest point on the launch pad, and it is designed to attract lightning from as far away as five miles. A high tech lightning rod, the candlestick protects the shuttle and its sensitive electronics.

"The highest lift was the candlestick lift," Masten says. "The candlestick looks like a big pipe. It is 104 feet long and about six feet in diameter, and it is fixed above the launch pad structure. Our job was to provide the crane and operator for the installation of a new one."

Weighing 47,000 pounds, the candlestick was lifted to a height of 365 feet at a 140 foot radius. General contractor Ivey's Construction handled the final lift planning and rigging of the device, using spreader bars.

"Using our CompuCrane software and the Liccon software provided with the crane from the manufacturer, we did the preliminary lift planning to simulate the lift and show them the process we would recommend," explains Masten. "We sent them the drawings from our software, which helped verify that we were capable of doing the jobs required and that we had chosen the right crane for the job."

While the candlestick lift wasn't that complicated, Masten says it is pretty nerve racking knowing that every movement has to be precise so as not to damage the multi-million



Resembling a big pipe, the 47,000 pound candlestick is fixed above the launch pad structure. Buckner's new Liebherr LR 1400/2 lifted the device to a height of 365 feet at a 140 foot radius

dollar launch pad and all of its sophisticated and highly engineered devices.

The other large-scale lift involved the installation of the new weather protection doors that protect the shuttle during the time it is mounted at the launch pad prior to launch. Masten says the doors are used to cover critical parts of the shuttle in the event of bad weather when it is on the pad.

Installed on a sliding trolley, the doors that cover the storage area weigh around 52,000 pounds each and were lifted at a 120 foot radius. These lifts also went off seamlessly, Masten says. "This crane has a lot more capacity in the derrick attachment configuration, but we didn't need all that for this job," he says. "It's a versatile machine. We will use it for all sorts of projects."

This was actually the crane's second job and it was slated to be dispatched to Fort Lauderdale when the call came in for this project. "With demand so strong right now, we probably wouldn't have been able to do this project as this crane was supposed to be working on a nearby power plant project, but the project was delayed and we had the crane available," Masten says. "We were able to send this one to Kennedy and the next one that came available went on to the delayed project in Fort Lauderdale. It was luck



New weather protection doors, which protect the shuttle during the time it is mounted at the launch pad prior to the launch, were installed on a sliding trolley. The 52,000 pound doors were lifted at a 120 foot radius

of the draw really, with demand for this type of machine so high, we were happy to have this gap so we could do the project."

Kennedy Space Center was a fascinating place to work, Masten says, and he was impressed with Ivey's Construction, the contractor. "They are an interesting company that started in the late 1950s," he says. "They have been on site at Kennedy for many, many years. They did most of the construction at the site and they know all the people there, even some of the astronauts. They are family owned and do most of the work themselves."

Masten says he hopes Buckner will do more work at Kennedy Space Center. He enjoyed being on site and seeing up close all the details related to an actual launch. "It was interesting that we assembled the crane from the same spot the shuttle was walked out onto the launch pad," he says. "The Space Shuttle is maneuvered on its transport from the Vehicle Assembly Building (VAB) to either of the launch pads on a gravel roadway. This was an ideal staging area for the assembly and movement of the crane, because the area leading up to the launch pad is wide and flat."

Florida is a growing market for Buckner Heavy Lift and its sister company Buckner Steel Erection. Among other projects, the company built the Jacksonville Arena and is working on projects in Panama City and Fort Lauderdale.

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One for the Gipper

Sam 27000, better known as Air Force One for seven US presidents, is finally in place at the Ronald W Reagan Presidential Library

Last month, Larry Beard, CEO of Coast Machinery Movers, gave a compelling presentation about the effort to install one of the most spectacular exhibits at the Ronald W Reagan Presidential Library. His speech centered on the task by Coast, Boeing Aircraft Co. and other organizations to install the retired Air Force One jetliner as a display in the pavilion of the library in Simi Valley, CA.

Beard, who founded Coast Machinery Movers in 1970, outlined for his audience every detail of the two-year time span required to complete the project. Dubbed Operation Homeward Bound, Beard took a personal interest in the project for a number of reasons, chief among them his respect for President Reagan and the historical significance of the jetliner. It had been Reagan's wish to retire the plane, which

transported him on 211 missions, to his library.

"During its tenure with the United States Air Force, the plane served seven US presidents and many other dignitaries," he says. "Perhaps its greatest legacy is that it was the plane that carried President Reagan to Berlin in 1987 where he urged Soviet General Secretary Mikhail Gorbachev to tear down the Berlin wall."

Retired from duty

Beard explains that the jet was retired from active duty in 2001 and after several years of

various groups trying to decide what to do with the plane a proposal was made to make it part of the permanent display and a centerpiece of the planned pavilion at the Reagan library.

By January 2003 the plan was in place with Boeing overseeing the disassembly of the plane for its 100-mile transport by Coast to the library. Boeing had worked previously with Coast on a project to reposition a DC-8 aircraft at a museum in Los Angeles.

For more than six months, Coast assisted Boeing with the removal of the plane's wings and

and the outboard engine weighed 7,000 pounds per side.

Naysayers said it could not be done, to transport the huge fuselage over the road on a route that would involve surface streets and four California freeways. But Beard wasn't discouraged.

On the road

Working with the California Highway Patrol, Coast determined the route and the requirements for moving the airplane. The route was test driven several times using height sticks to test for overhead height and side clearance. Finally on a warm summer night, the Coast Machinery Movers team set out on the journey with some 15 highway patrol escorts in tow. Trucks hauling the wings and smaller components left first, with the fuselage the last of the convoy.

The fuselage was transported on two heavy duty, 50,000 pound capacity, low profile dollies, similar to those used to move houses. Coast engineered a special bracing system that was mounted on the airplane where the landing gear would normally be and onto the dollies. The rear dolly was also fitted with a counterweight. Using a Kenworth tractor, the fuselage was driven out of the airport and followed a route that included surface streets, onto the I-10 freeway, to the I-15 freeway, to the 210 freeway, to the 118 freeway and back onto surface streets to the entrance to the library.

The journey was uneventful,



In its final resting place in the museum, with its nose gear secured to a column, the retired Air Force One appears to be in flight out over the beautiful valley



tail section, providing specialized lifting equipment in the disassembly, which was a bolt by bolt effort, Beard says.

When disassembled, Beard and his team devised a plan for moving the 145.5 foot long and 14.21 foot tall fuselage, which weighed about 50,000 pounds without the landing gear. The company also designed a plan for moving the wings, engines and related components. Each half wing weighed 18,400 pounds and is some 69 feet long by some 35 feet wide. The inboard engine weighed 7,100 pounds per side



with the exception of a flat tire on one of the dollies. But ever thinking, Beard says they had even brought along a commercial roadside repair service.

At one point in the transport, the fuselage was lowered to within 18 inches of the ground to clear one overpass. "Our competition had quoted five days for the transport

Dismantling the aircraft for transport required a bolt by bolt effort, as did the reassembly

but we were at the bottom of the hill at the library in five hours," says Beard. "We averaged 40 to 45 miles an hour."

On reaching the bottom of the hill, Beard says the real challenge started, with the driver working to drive up the hill. "It wasn't so much a big problem, it just took a lot of time to keep backing up and shifting the load so we could get around the corners to jockey it up the hill."

At the top of the hill the fuselage and its components were placed in storage for several more months while the pavilion area was constructed. During this time Coast again worked with Boeing, devising a plan to reassemble the plane and lift and secure it atop several columns in the pavilion area.

Throughout 2004 and 2005, Coast's staff worked with Boeing

to move the jet and its components into the building and reassemble the aircraft. Coast did all of the heavy lifting required with the reassembly. At last it was time to hoist the plane up to its placement on the pedestals.

Coast again sought the expertise of Boeing to determine stress points on the plane and where they could jack and where they could pick. Coast's plan involved the construction of a special hydraulic ramp to roll in the nose gear. Using the hydraulic platform, a Riggers Manufacturing gantry system, and two 50-ton Tri Lifters, the plane was lifted and secured. That effort took more than a month to accomplish.

Beard remembers one special moment when he was on site, one day last summer, when the project was almost complete. He looked up to the mezzanine area and saw former First Lady Nancy Reagan watching the goings on below. She smiled and waved and gave the thumbs up, while he yelled up, "This one's for the Gipper!"

act



Coast Machinery Movers transported the 50,000 pound, 145.5 foot long and 14.21 feet tall Air Force One fuselage some 100 miles.

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If the oil industry fails to take action to scale back prices, deregulation may very well give way to reregulation

Big oil, bigger questions?

On March 14 the top execs of the big oil companies were once again called before Congress to defend their industry's recent mergers and record profits. When appearing before Congress just four months earlier, they had been spared the fate of tobacco execs, who were forced to testify under oath in 1994. Footage of their swearing in continues to be shown as part of critical reports on the tobacco industry. This time, after both Democrats and Republicans complained about being misled, the oil execs were sworn in.

Coming under the most criticism was Exxon Mobil, the largest privately-held oil company. In 2005, it posted profits of more than \$36 billion, the largest annual reported net income in US history.

The increase in energy prices helped propel Exxon Mobil past General Electric as the world's most valuable company. Before Exxon Mobil CEO Lee Raymond retired last fall, his annual compensation package jumped to more than \$38 million.

It's worth noting that before being renamed in 1972, Exxon Corp. was known as Standard Oil Co. From 1870 to 1911, that company held a near monopoly over the US oil industry. Through elimination of competitors, mergers and use of favorable railroad rebates, it ultimately controlled about 95% of all oil produced in the United States.

In 1911, the US government broke up the Standard Oil empire after a lengthy antitrust suit. Among the corporations that once belonged to the trust was Mobil. In 1999 Exxon and Mobil were reunited — one of 2,600 mergers in the oil and gas industry since 1991.

During the recent hearings, Senator Dianne Feinstein (D-Calif) said the weakening competition and the strengthening market power held by oil companies following the mergers raised "really serious questions."

"Although each of these mergers reduced the companies' costs, they were nevertheless followed by increases in the costs to consumers," she pointed out. "I think we have a real problem."

Rex Tillerson, who replaced Raymond as Exxon Mobil CEO, disagreed. "With respect to the committee's specific question — whether mergers and acquisitions in our industry

have contributed to higher prices at the pump — my answer is no," he said.

The execs attributed the rising fuel prices in large part to refinery shutdowns. However, suspicious observers noted that refineries now are running at about 87% and that inventories of both crude oil and petroleum products have risen since the beginning of the year.

During the first week of April, the average national retail price of diesel fuel has jumped 5.2 cents from the previous week to \$2.617 a gallon. The diesel price was the highest since a \$2.602 national average price on November 14, 2005.

During their March testimony, the oil execs protested that they should not be singled out because prices for other commodities also were escalating. Left unsaid was the fact that other prices were being driven up largely by the high costs of fuel for transporting items.

Our Transportation Group members can attest that they must compensate for rising fuel expenses by either hiking their own prices or sacrificing profits. They also know that good old-fashioned price wars aren't going to break out on opposite sides of a highway following an oil-company merger if one of the competing stations is shut down or transformed into a sister station to its former competitor.

Make no mistake, SC&RA wants the oil companies to remain financially healthy. After all, many of the association's members serve that industry by hauling, lifting and erecting equipment for oil fields and platforms. But there need to be limits. The oil execs should have taken notice when several members of Congress called their profits "obscene." And they also should listen to recent rumblings about a windfall profits tax.

If the oil industry fails to take action to scale back prices, deregulation may very well give way to reregulation. Isn't it about time those top execs step up and make the moves necessary to justify their massive compensation packages?



Joel Dandrea, executive vice president



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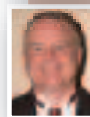
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Treasurer: Bill Keen,
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2006-2007 officers will be listed in the June issue

Industry role models

SC&RA announced the winners of the Safety Awards during its Annual Conference, April 25-29 at the Westin Hilton Head, Hilton Head Island, SC. These safety competitions affirm the industry's unending commitment to safety. **act**



crane & rigging winners

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

- **Bigge Crane and Rigging Co.**
San Leandro, CA
- **Gatwood Crane Service, Inc.**
Arlington Heights, IL
- **Hampton Cranes, Inc.**
Bettendorf, IA
- **Hawaiian Crane & Rigging, Ltd.**
Honolulu, HI
- **PSC Crane & Rigging**
Dayton, OH
- **Southern Industrial Constructors, Inc.**
Raleigh, NC

Four SC&RA member companies received the **Crane & Rigging Zero Accidents Award** for having no recordable accidents or injuries in the last year:

- **Gatwood Crane Service, Inc.**
Arlington Heights, IL
- **Hampton Cranes, Inc.**
Bettendorf, IA
- **Hawaiian Crane & Rigging, Ltd.**
Honolulu, HI
- **PSC Crane & Rigging**
Dayton, OH

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

- **Hawaiian Crane & Rigging, Ltd.**
Honolulu, HI
- **Southern Industrial Constructors, Inc.**
Raleigh, NC

SC&RA recognizes companies that incorporate safety in every aspect of their operations



transportation winners

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

- **Over 50 Million Miles:**
Bennett International Transport
McDonough, GA
- **5 Million to 20 Million Miles:**
Riechmann Transport, Inc.
Granite City, IL
- **1.5 Million to 5 Million Miles:**
Whitewood Transport, Inc.
Billings, MT
- **100,000 to 1.5 Million Miles:**
Dan Barclay, Inc.
Wharton, NJ

Six SC&RA member companies received a **Zero Accident Award** for having no recordable injuries during 2005:

- **Dan Barclay Inc.**
Wharton, NJ
- **Barnhart Crane & Rigging Co.**
Memphis, TN
- **Emmert International**
Clackamas, OR
- **Precision Heavy Haul, Inc.**
Tolleson, AZ
- **Tidewater Crane & Rigging**
Virginia Beach, VA
- **Whitewood Transport, Inc.**
Billings, MT

Nine 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:

- **Barnhart Crane & Rigging Co.**
Memphis, TN
- **Bennett International Transport**
McDonough, GA
- **Landstar Systems, Inc.**
Jacksonville, FL
- **Midwest Specialized Transportation, Inc.**
Rochester, MN
- **Riechmann Transport, Inc.**
Granite City, IL
- **Robinson Cartage**
Grand Rapids, MI
- **Turner Industries Group, LLC**
Jefferson, LA
- **White Brothers Trucking Co.**
Wasco, IL
- **Whitewood Transport, Inc.**
Billings, MT

In a new study by the Federal Motor Carrier Administration (FMCA), it was found that in two-vehicle collisions involving truck-trailers and passenger vehicles, passenger vehicles were assigned the critical reason of the crash 56% of the time, while trucks were assessed the fault 44% of the time. Based on these statistics, it is simple to conclude that in the majority of car-truck accidents, the car is the vehicle that is more likely to cause the collision.

However, this is not the impression one would gather from the strong anti-truck/heavy transport bias prevalent today. The general consensus at an accident scene is that the bigger vehicle caused the crash. To add insult to injury, it is well known that big trucks equal big bucks. Commercial vehicle accidents are a windfall for plaintiff's attorneys. Attorneys are well aware that Federal law requires at least \$1 million in insurance coverage for vehicles involved in interstate commerce. In the event of an accident, a prompt and proactive investigation can help to minimize the effect of the anti-transport bias, in addition to positioning your company more favorably in the event that litigation ensues.

With modern technology increasingly becoming more available to commercial carriers, governmental agencies and third parties, investigations have become more thorough and complete. However, this is not to say that all accident investigations are done properly, especially when it comes to accident reconstruction.

Vitally important process

Provided it is done by a qualified professional, accident reconstruction is vital to assure that a claim is handled properly. Accident reconstruction can

If conducted by a qualified professional, **accident reconstruction** can be a vital part of the claims process for mishaps involving specialized carriers and heavy haulers. **Kevin Cunningham** reports

Winning the blame game

provide the whos, whats, wheres, whys and hows of an accident or collision. "Reconstructionists" assemble the puzzle using a range of techniques — measurements and formulas, photographs, interviews, forensic mapping, and the like. There are many keys to a successful accident reconstruction. First and foremost, prompt response to an accident is essential to a successful accident reconstruction.

This is true for any sort of heavy transport accident, including accidents involving cargo damage. Of course, this means that the burden is placed on you to contact your insurance carrier right away in the event of an accident. Once the insurance carrier is alerted, they can deploy a qualified investigator or reconstructionist to the scene. This is the optimal scenario for accident reconstruction, as accident scene conditions can change drastically within hours. There really is no substitute for the work a reconstructionist can do while investigating the scene directly after the accident. For example, he can observe the roadway conditions, assess the condition of the pavement at the time of the accident, confirm and

measure skid marks, determine which vehicles made which skid marks and take all necessary photographs and measurements.

In some cases it is not possible to deploy a qualified reconstructionist to the scene for various reasons. For example, an accident may occur in a remote location or a governmental agency may need to clear the roadway quickly after the accident has occurred. If this is the case, you may have to undertake some of the initial investigation, which can later be provided to an accident reconstructionist. Of course, the information provided to the accident reconstructionist is subject to the "garbage in, garbage out" rule, meaning that the reconstructionist's assessment will only be as good as the data provided to him. It is suggested, therefore, that even if a reconstructionist cannot make it to the scene, you should contact your insurance carrier, who will be able to assist you (either directly or under the direction of an accident reconstructionist) in gathering critical data from the accident scene. The photo-documentation of the scene offers critical information that should be provided to the reconstructionist. Photos should include:

- ➔ Distance shots of the accident site
- ➔ Close ups of the accident
- ➔ Photos of any skid marks
- ➔ DOT ID and ICC numbers
- ➔ Tail light function verification
- ➔ Close ups of vehicle(s) involved in the accident

(front, back, both, sides)

- ➔ Photos of restraining devices, tie downs, clamps
- ➔ Exterior markings of length, weight, etc.
- ➔ Pavement photos (to show condition at the time of the accident).

In addition to photos, basic information can be gathered, but it is not your job to determine the cause of the accident at this point. The basic information that should be gathered and obtained for the reconstructionist includes:

- ➔ Information about the load-weight, how it was secured, etc.
- ➔ Driver information
- ➔ Type of trailer and tractor involved
- ➔ What inspections by various agencies were made at the scene

Preparation and training is important so that when an accident occurs, your team is ready for action. This involves a training policy that alerts drivers to what their responsibilities are in the event of an accident. When everyone is aware of the procedure and responsibilities, the accident investigation is much more efficient and successful.

Assessing inaccuracies

Many companies make the mistake of not hiring a reconstructionist based on the belief that they can rely on the investigation of local or state authorities who were at the accident scene. However, police and other agencies are



The general consensus at an accident scene is that the bigger vehicle caused the crash. To add insult to injury, it is well known that big trucks equal big bucks.





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often ill-equipped to handle complex investigations involving specialized carriers or heavy haulers. Some police academies limit their instruction on accident investigation to a two-hour "class" on how to fill out a crash report, and only approximately 20% of police trainees take a five-day crash investigation course. The bottom line is most officers do not have the practical, hands-on experience in accident reconstruction, nor the training in the engineering and mathematics required to be a qualified accident reconstructionist. Often reports by these authorities are incomplete, and very rarely do they contain photos or measurements.

It is not just authorities or agencies that masquerade as accident reconstructionists, but often the experts themselves are not really "experts" in accident reconstruction. This becomes evident through their investigations. Many common mistakes can be made by these so-called experts. Evidence can easily be misinterpreted in scene photos; what may be the shadow of an overhead power line may appear to be a tire mark to the unqualified reconstructionist. Incorrect science may also be used to determine acceleration rates or drag factors. Shortcuts may be taken. In addition, many of these inexperienced reconstructionists will use computer programs to aid in the reconstruction of accidents. The results are easily manipulated by the data put into the program, and often time data is input wrong. Human error in measurement is also an issue for inexperienced accident reconstructionists, who will often be dealing in feet per second,

but will use miles per hour in a formula.

Awareness of these inaccuracies in accident reconstruction is crucial so that your company is not relying on erroneous accident information. If there is ever any doubt with regard to the qualifications of an accident reconstructionist, ask him to provide support for his methodology.

Black box technology

Although an accident reconstructionist most likely will be able to provide a qualified assessment of the cause of an accident, even if he was not at the scene immediately, black box technology can certainly aid an accident reconstructionist. Black box technology can aid an accident reconstructionist by providing critical pre-accident data, including speed of travel, braking time, and the like. This information is far more reliable than estimates given by witnesses or drivers. In addition, the factual data that black boxes gather can help to overcome any conflicting information provided by various parties, including your driver, witnesses and police, as well as any biases against your company that may be reflected in any investigative reports.

However, black box technology and its use in the trucking and heavy haul industry can be controversial. Most companies fear that the use of this black box technology will be a tool for the government to act as "Big Brother" with regard to law enforcement, and are reluctant to use it. If this information is not used for enforcement or audit purposes, and is used solely for accident investigation, it can be an effective tool.

A successful accident reconstruction is premised on prompt notice of the accident to get the freshest information possible. It is up to you to confirm that your drivers are aware that as soon as an accident occurs, your carrier should be notified. If an accident reconstructionist is unable to make it to the scene, you should take instructions from your carrier on what accident-specific information should be obtained.

act



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Bratthauer named purchasing VP



Ted Bratthauer is the new vice president purchasing for Manitowoc Crane Group in the Americas. Reporting to John Wheeler, executive vice president for the Americas, Bratthauer is in charge of all strategic and tactical procurement for the company's manufacturing plants in the region.

With a 25-year tenure at MCG, Bratthauer has been general manager of National Crane, where he managed the integration of the product line at MCG in Shady Grove, PA, while simultaneously directing sales and engineering functions.

Bratthauer holds a bachelor's degree from the University of Notre Dame and a MBA from Northwestern University. **act**



Davis joins Stafford

Mike Davis has been hired as vice president and general manager



events diary

2006

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Mega Utility Show

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Shakopee, MN
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international diary

2006

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Hardin heads MCG's remanufacturing

DAVID HARDIN is the new general manager of Manitowoc Crane Care's remanufacturing operation in Bauxite, AK. He manages such operations as lattice and mobile hydraulic crane rebuilds, component repair, reconditioning programs, used parts and component rebuilds, and exchange activities.

Hardin, who reports to Scott Alexander, general manager of Manitowoc Crane Care Americas, will provide the company with leadership and strategic direction for the development and growth of the remanufacturing business.

Hardin was hired to replace Ron Schumacher, who is retiring after 20 years in the industry. Schumacher will remain with Manitowoc remanufacturing as a consultant.

Hardin brings experience in directing remanufacturing operations for a number of companies including Komatsu America and Cummins Engine. Hardin has taught at the University of Kentucky, Gatton School of Business and Midway College in Midway, KY. He holds BA and MBA degrees from Ohio State University.



at crane and equipment dealer Stafford. Davis will oversee sales, parts and service for five Stafford branches, including those in Charlotte, Leland, Raleigh, NC and those in Columbia, SC and Ashland, VA.

Davis brings the experience

of more than 30 years in the construction equipment industry to his position. Prior to joining Stafford, he was assistant vice president and branch manager at Ring Power Crane. Before that he was with Carter Machinery in Virginia. **act**

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- 7 ☐ Other industry
- 8 ☐ Distributor
- 9 ☐ Other (please state)

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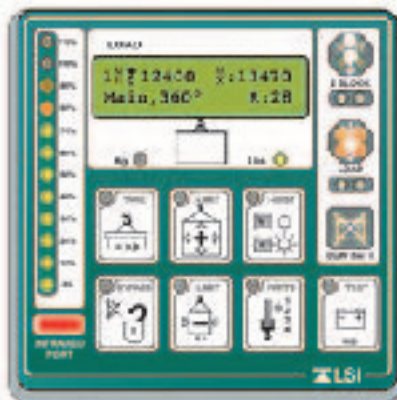
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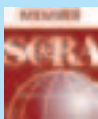
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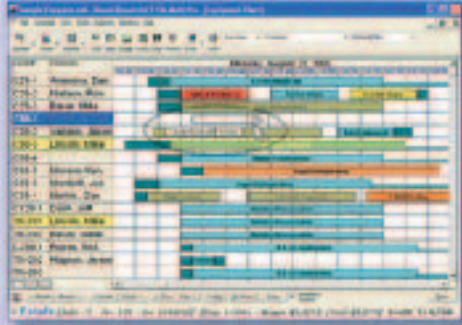
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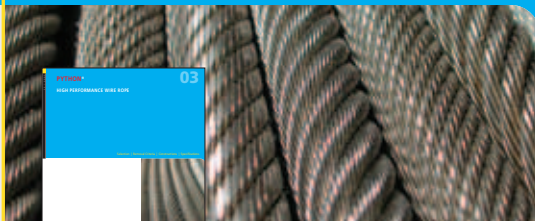
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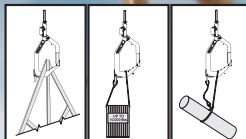
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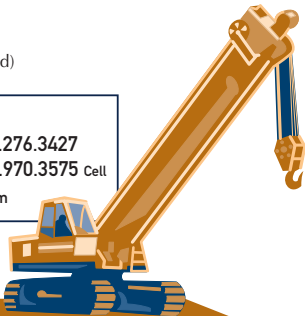
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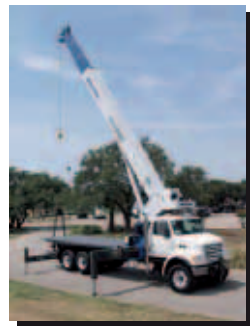
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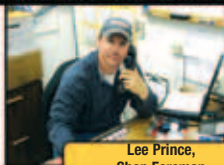


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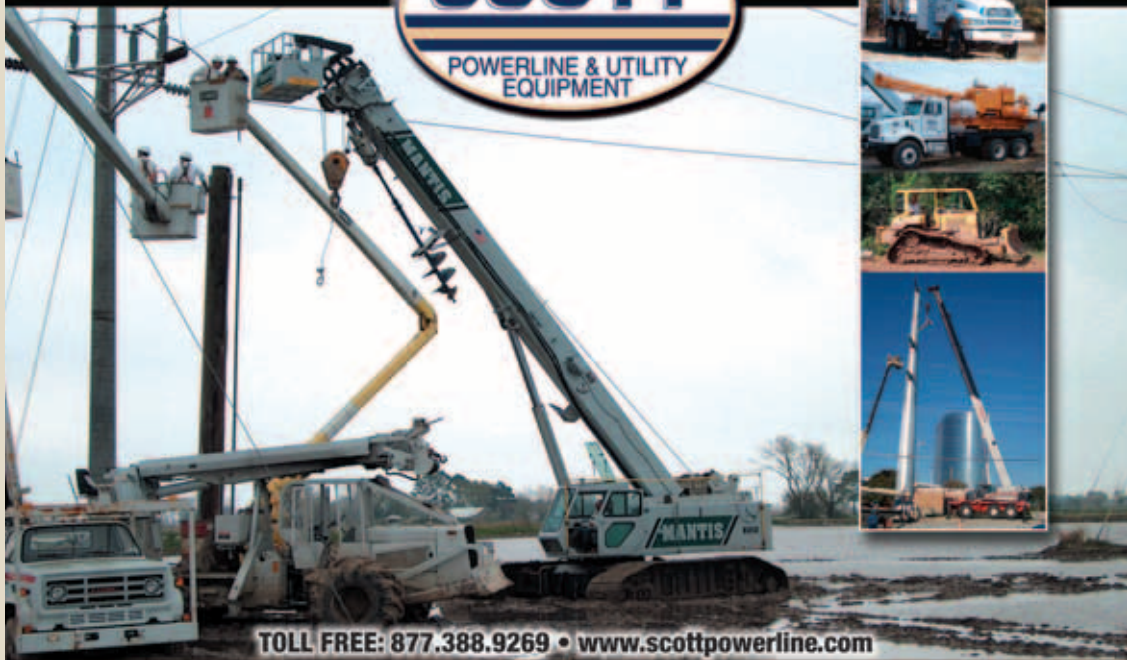
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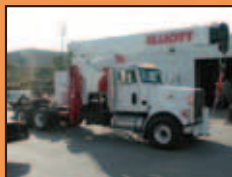
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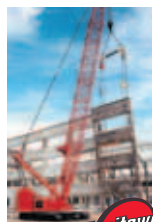
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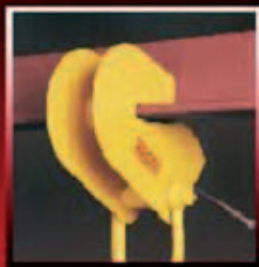
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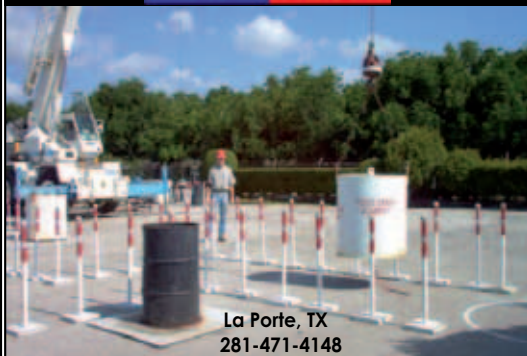
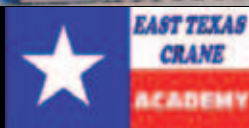
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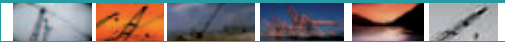
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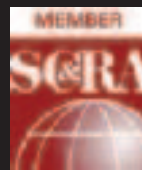


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