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The magazine for the crane, lifting and transport industry

May 2007

Volume 3 • Issue 5

AMERICAN Cranes & Transport

A KHL Group Publication

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



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News worthy

Just hours after putting this May issue to bed, we were out the door and on our way to Munich to Bauma, an event that our parent company KHL Group and sister publications have been reporting on extensively for the last few months. At last it's time to board the plane and go see for ourselves what goes on at this much heralded event. While I have been to ConExpo several times, this is my first Bauma show. We'll report back the details in our June issue.

While there were many noteworthy topics of discussion at last month's SC&RA Annual Conference in San Antonio, for me the most impressive aspect was the Job of the Year presentations. For several hours on Friday and Saturday we listened to and viewed information about 21 spectacular projects, all winners even though not all of them could win trophies. It's truly amazing to see the magnanimous feats companies, people and the machines in this industry are accomplishing. While you can find out the winners in our SC&RA news section on page 45, don't miss the June issue where we will splash the nitty gritty details of all the winners, and even provide an overview of the runners up.

At the conference, lots of details about lots of developments emerged. It was interesting to learn that plans are in the works for the 2008 Crane & Rigging workshop to be co-hosted by the Crane Rental Association of Canada. Over the next few issues we'll be reporting in depth on pending developments in the industry related to safety, regulatory issues and the like. Don't miss one big development in our Certification news column on page 18 – the state of Washington has passed legislation to require crane operator certification. The speedy passage is attributed to the tower crane accident in Bellevue, WA last November.

A project that we at *ACT* are excited to be involved with is a history book commemorating the 60th anniversary of the Specialized Carriers & Rigging Association. The coffee table style book will celebrate the progress of the organization and its members, and will offer up an interesting look at the history of the industry over the last 60 years. We look forward to sharing more with our readers about this project. First things first, I am honored to introduce our Editorial Advisory board on the project: Dan Bumby, Al Koenig, Bragg McLeod and Don Russell. Please pass along your ideas, stories or memories to these gentlemen or give me a call and I'll pass them along.

In addition, I am pleased to introduce in this issue our new assistant editor, John Wyatt, from Detroit, MI. John joined our staff a few months back, working half his time on *ACT* and the other half on our recently launched magazine *American Lift & Handlers*. John is an astute editor who has several years' experience writing for and editing trade magazines, although not directly associated with the crane and rigging or telehandler and access markets. But he is a quick study who has already made huge inroads learning the industry and making contacts. We hope you will continue to share your ideas and news with us both.

And finally, this issue is quite loaded with news and features, including a great interview with Alan Barnhart, the leader of Barnhart Crane & Rigging. Another of our industry leaders who grew up in a family business, Alan is a stand-up guy who is there for his family, his employees, his community and the industry, all of which he takes pride in serving.

D. ANN SLAYTON SHIFFLER

Editor

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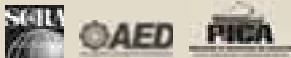


The Port of Longview in Oregon uses several lifting technologies to offload Siemens wind tower components for use on wind farms throughout the US. Photo taken by Marie Wise, Port of Longview.

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

news

Bigge sells LR 1800; H&E opens new branch; Manitowoc shows off new GTK 1100; Essex Crane recapitalization

international news

Link-Belt showing HTT-8960 at UK's SED; Cranes lift cranes in Turkey; Perth adds another Tadano

business news

After share prices plummeted globally in late February, early spring showed improvements but the markets lacked direction ahead of first quarter results. *Chris Sleight* reports

safety

In the trucking, crane and rigging industries, properly trained traffic flagging personnel ensures a safe and smooth operation. *Terry Young* reports

certification news

Washington is the 15th state to pass legislation that requires operator, crane certification

product news

EZ-RIG crane making impact; DICA's rugged pads for outriggers; gas detectors built for rough work sites

interview

Like many of his peers, Alan Barnhart grew up in the industry. Today he leads Barnhart Crane & Rigging, a company with a reputation for taking on the most complex jobs and doing them well. *ACT* reports



safety & training

Creating a safety culture goes beyond posters in the breakroom and monthly meetings. *ACT* reports

training

Even in its infancy, E-training and internet testing are surfacing as a practical means of education. *ACT* reports

industry focus: insurance

Three industry-specific insurance specialists discuss how to deal with liability issues and what can be done to lower premiums. *ACT* reports



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remote controls

No longer behind the times, North American companies are producing innovative and cost effective solutions in wireless systems. *John Wyatt* reports

operational aids

Latest trends in crane operating devices. *John Wyatt* reports

site report: specialized lifting

A wind farm in Washington state will have some of the largest land turbines in the US. The Port of Longview has offloaded those in a systematic fashion. *ACT* reports

site report: Hauling

The new people mover project at the Atlanta Hartsfield-Jackson Airport required a customized trailer that offers precision and versatility. *D. Ann Shiffler* reports

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SC&RA comment

The privatization or leasing of roads into private entities has been the trend some states and provinces fall back on for fast money. *By Joel Dandrea*

SC&RA news

A wrap-up of this year's Annual Conference held in San Antonio, TX in April

SC&RA risk management

Construction site safety is one of those things that is often talked about but seldom truly understood. *Tim Hillegonds* reports

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

products, parts & accessories

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highlights

➤ At the SC&RA Annual Conference in April, the Crane & Rigging Safety Committee discussed its ongoing effort to create a rigging checklist. The group continues to seek input on this project.

➤ The IFPE 2008 Technical Conference has issued a call for papers, inviting engineers, scientists and inventors to participate in this power transmission industry event. Deadline to submit abstracts is July 2, 2007. The conference will be held March 12-14, 2008 in Las Vegas and is being held in conjunction with IFPE, the International Exposition for Power Transmission, the largest event in North America for the motion control industry. Abstract format and requirements are available online at www.ifpe.com

➤ United Rentals announced that its board authorized the start of a process to explore strategic alternatives to maximize shareholder value, including a possible sale of the company. The company has retained UBS Investment Bank and Credit Suisse to act as financial advisors in this process.

➤ Bankhead Contracting recently completed liquidation of its truck and trailer inventory through IronPlanet. The liquidation earned the Atlanta-based contractor \$1.2 million in equipment sales.

➤ Raydan Manufacturing recently completed a modification contract for tandem axle spring conversions for Inland Kenworth of Surrey, BC. Over the last year, Raydan has completed a substantial number of tandem steer spring and air conversions for the Lehigh Cement Company. Several tandem/tandem units equipped with Raydan's factory rear Air Link have also been received for front

GTK1100 makes debut before Bauma



Grove's new telescopic GTK1100 crane was shown in iron for the first time in late March 2007 at a customer day event at the Wilhelmshaven factory on the north coast of Germany.

Painted in the colors of the first buyer, Wiesbauer, the new machine was fully erected for the first time prior to being dismantled and prepared for its journey to the Bauma exhibition in Munich April 23-29. The GTK 1100 is being billed as the star attraction at the Manitowoc Crane Group display.

At a customer day event in late March, Grove showed off its new GTK1100



Link-Belt selects Cat engines

To meet future worldwide engine emission regulations, Link-Belt has chosen Caterpillar power for four of its telescopic truck crane models. The HTC-8640SL, 40 ton (36.3 metric ton), HTC-8660 Series II, 60 ton (45.4 metric ton), HTC/HTT-8690, 90 ton (81.7 metric ton) cranes will feature Caterpillar C-13 12.5L engines. The new Cat engines in the 8640SL and 8660 II are rated at 365 horsepower (272.2 kW) and maximum torque is 1,350 foot-pounds (1,830 Nm) of torque. The 8690's Cat is rated at 445 horsepower (331.8 kW) and maximum torque is 1,550 foot-pounds (2,101.5 Nm).

Rick Curnutte, telescopic crane product manager, said the company completed a thorough investigation of engine choices and decided the Cat brand would meet the company's long- and short-term needs for these models.

Curnutte also said that two rough terrain crane models, the 65 ton (60 metric ton) RTC-8065 Series II and the 75 ton (68 metric ton) RTC-8075, will join the 90 ton (90.7 metric ton) RTC-8090 Series II in using the Caterpillar C6.6, 6.6L, 225 horsepower (167.8 kW) engine with 727 foot-pounds (986 Nm) of torque.

Hirschmann acquired by Belden

Belden has completed its acquisition of Hirschmann Automation and Control (HAC). Signal transmission specialist Belden paid approximately \$260 million for HAC, which offers electronic control and safety systems for load indication and load moment limitation on cranes under the Hirschmann and PAT brand. HAC's revenue in 2006 was about \$250 million.

John Stroup, Belden president and CEO, said, "By combining HAC's capabilities with Belden's expertise in signal transmission, we can deliver networking solutions for the most demanding industrial environments and large-scale infrastructure projects worldwide. This acquisition positions Belden uniquely to serve customers who desire to integrate their industrial networks with their enterprise networks."

Headquartered in Neckartenzlingen, Germany, HAC has two factories there and three manufacturing joint ventures in China.

Essex announces recapitalization

Kirtland Capital Partners III LP has completed a \$50 million dividend recapitalization of its portfolio company, Essex Crane Rental Corp. in the US. The transaction was structured to facilitate a return of capital to KCP investors.

"The dividend recapitalization distribution provided an opportunity to return significant

capital to the KCP limited partners and for KCP to continue to maintain ownership in a growing business. The recapitalization also enabled KCP to reward management for its hard work and dedication in transforming Essex into a market leader," said Michael DeGrandis, Kirtland managing partner and CFO.

Bigge sells big Liebherr

The Liebherr LR 1800 purchased at a Ritchie Bros. auction last year by Bigge Crane & Rigging has a new owner, ACT has learned.

Sarens Group, with headquarters in Belgium and 41 branches around the world, purchased the machine in late March 2007. In April, a Sarens field engineer traveled to San Leandro, CA to oversee the dismantling and

shipping of the crane, according to a Bigge source.

One of the world's largest specialized transport and heavy lift companies, Sarens was listed as number six on the 2006 IC50 list of the largest crane owning companies in the world by ACT's sister publication, *International Cranes and Specialized Transport*. Last year in that listing, Sarens

reported its fleet included 636 mobile cranes and 175 crawler cranes, with its largest unit being a Demag PC 9600.

The sales price for the 2000 model 880 metric ton capacity Liebherr crawler was not revealed. Last year at the Ritchie Bros. auction the unit sold for approximately \$3.7 million, it was reported.

The Liebherr LR 1800 purchased at a Ritchie Bros. auction last year by Bigge Crane & Rigging was recently sold to Sarens Group, based in Belgium



Exports continue to increase; Central America leading buyer

The market for exports of US-manufactured construction machinery closed out 2006 with a gain of more than 34% compared to the previous year, for a total of \$13.7 billion-worth of equipment sold worldwide, according to the Association of Equipment Manufacturers (AEM). The AEM international trade group consolidates U.S. Commerce Department data with other sources into a quarterly export trends report.

Exports to Central America led the way in 2006 with a 40.5% gain in 2006 purchases. The region took delivery of \$1.3 billion-worth of construction equipment manufactured in the US. Construction machinery exports to South America increased almost 17% in 2006, with purchases worth \$1.9 billion.

Exports of US construction equipment to Canada improved 22% in 2006 and totaled \$5 billion. Construction machinery exports to Africa gained 34% in 2006, with purchases worth \$640 million. Australia and Oceania took delivery of \$1.4 billion of construction equipment from the US in 2006, an increase of 26%. The two world regions showing overall declines in exports were Asia and Europe. Exports to Asia dropped 11% in 2006 and totaled \$1.5 billion, while exports of construction equipment to Europe were 12% lower than the previous year, for a total of \$1.85 billion.

The 10 countries buying the most US-made construction machinery in 2006 were: Canada, \$5 billion, up 22%; Australia, \$1.3 billion, up 27%; Mexico, \$925 million, up 33%; Chile,

ESPN sports new towers



To increase the broadcast coverage for the ESPN sports network, Imperial Crane Services recently used its 360 ton capacity hydraulic truck crane rigged with a heavy lift attachment to break down three outdated broadcast towers and erect three new ones. Imperial Crane celebrates 37 years of offering crane rental services in the Chicago area.

\$532 million, up 3%; Brazil, \$436 million, down 21%; Belgium, \$364 million, down 45%; South Africa, \$362 million, up 53%; Singapore, \$272 million, down 46%; China, \$266 million, up 12%; Colombia, \$262 million, up 74%.



highlights

air conversions.

➔ Long backups at the US border are discouraging Mexican truckers from participating in the Department of Transportation's crossborder trucking project, a pilot program designed to allow a select number of truckers to haul freight throughout the US. While many US truckers are reluctant to cross the border because of poor road conditions and crime, Mexican truckers worry about idling their best, most expensive equipment for hours at the border, according to an article in the April issue of *Traffic World*. Frequent six- to seven-hour waits at US-Mexico border crossings have caused Mexican trucking companies to hire small companies known as "transfers" to make the short-haul journey across the international line to US warehouses to save costs and avoid having their own trucks bogged down at the borders, according to the magazine.

➔ ConExpo-CON/AGG 2008 has topped its own exhibit space sales record, and possibly that of any US or Canadian exposition to be held in 2008, exceeding the 2 million mark for net square feet for the first time ever. The triennial exposition will be held March 11-15, 2008 at the Las Vegas Convention Center. ConExpo-CON/AGG was named the largest show of any industry in the US and Canada when it was last held, in 2005. That show covered more than 1.88 million net square feet.

➔ IronPlanet auction bidders purchased more than \$42.6 million in equipment in the first quarter 2007, a growth of more than 30% over the same period last year. IronPlanet averaged more than 6,700 viewers per auction and more than 41 bidders per item.

H&E opens new Utah facility

St. George, UT is the location of a new H&E Equipment Services full-service facility. On hand to take part in the opening event were more than 600 customers, manufacturers, employees and neighboring businesses. After the ribbon-cutting ceremony, attendees toured the new branch, observing equipment demonstrations and exhibits.

"Our new facility is much

larger and was designed to be more efficient than our store of the past," said Scott Smith, H&E St. George branch manager. "It significantly improves our ability to deliver superior construction equipment and service and demonstrates our commitment to the future of this area."

The new branch encompasses 15,000 square feet of space and features 10 service bays and a



Utah strengthens penalties for improper crane operation

On March 8, Utah Governor Jon Huntsman signed into law Senate Bill 255, relating to the improper operation of cranes. Crane operators on commercial construction projects in the state are required to be certified as a crane operator by the National Commission for the Certification of Crane Operators or any other organization determined by the division to offer an equivalent testing and certification program that meets the requirements of the American Society of Mechanical Engineers ASME B 30.5 and the accreditation requirements of the National Commission for Certifying Agencies.

As a result of this legislation, an individual who violates this requirement is guilty of a Class A misdemeanor. The law goes into effect on July 1, 2007.

Historic construction equipment expo set

"Old iron" enthusiasts can experience hundreds of pieces of earth moving equipment, trucks, crawlers, graders, backhoes, rollers, shovels, scrapers, trenchers, dozers, tractors and more from the past at the 22nd Annual International Convention and Old Equipment Exposition at the Zagray Farm Museum in Colchester, CT, July 20-22, 2007.

Sponsored by the Historic Construction Equipment Association, (HCEA), the featured machine at the show is

a Northwest Model 80-D cable-operated shovel from the 1950s. The 40 ton machine will be in operation and attendees can sit in the operator's seat and get lessons on its functions.

The HCEA is a non-profit organization dedicated to the preservation of the history of the construction, dredging, farming, and surface mining equipment industries. Located in Bowling Green, OH, the organization has approximately 4,500 members worldwide. For more information visit: www.hcea.net.



AASHTO sets transportation goals

A new report from the American Association of State Highway and Transportation Officials (AASHTO) sets out eight major surface transportation goals:

- ➔ To increase federal highway funding from \$43 billion a year to \$73 billion a year, and to increase funding for transit from \$10.3 billion a year to \$17.3 billion a year, by 2015
- ➔ To supplement state and local revenues through alternative financing options
- ➔ To double transit ridership over the next 20 years
- ➔ To preserve the 47,000-mile Interstate Highway System so it lasts for another 50 years
- ➔ To add nearly as much capacity to the Interstate Highway System as it already has, over the next 50 years
- ➔ To reduce annual fatalities on US Highways by 10,000 per decade
- ➔ To reduce congestion and energy consumption, and improve air quality
- ➔ To establish a National Rail Transportation Policy to address the needs of passenger-travel and freight users.

The report also outlines the wide variety of financing approaches various levels of government can deploy, and urges creation of a Presidential Commission on Highway Safety and a new panel, the Transportation Revenue Advisory Commission, that would make impartial and objective assessments of the needs of the surface transportation system and adjust tax levels, subject to override by Congress.

Ritchie Bros. opens new auction facilities with auctions

Grand opening auctions were held by Ritchie Bros. at two new locations in Columbus, OH and Saskatoon, Saskatchewan.

The two-day auction in Ohio broke a number of company records for that region, including the highest gross auction sales, the most registered bidders (both in-person and on the internet), the highest online gross auction sales, and the most auction lots sold. More than 1,800 registered bidders participated in unreserved auction, which generated gross auction sales of more than \$29 million. The new facility in Columbus is strategically located to serve Ritchie Bros. customers in the Midwest, the company said. Sunbelt Rentals was a major consignor at the two-day Columbus auction.

Ritchie also opened its new permanent auction facility in Saskatoon, Saskatchewan with a record-breaking unreserved agricultural auction. The company's new 20 acre facility is one of 35 Ritchie Bros. auction sites around the world.

The 22nd annual historic construction expo will be held in Colchester, CT in July, 2007



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Link-Belt showing HTT-8960 at UK's SED

ENGLAND: Visitors to SED May 22-24 can take a look at Link-Belt's new HTT-8690 telescopic terrain crane.

The North American 8690 features all-wheel steer capability for crane maneuverability in tight areas. Its turning radius is less than 9 meters (29 feet) at the edge of the tire. The machine features a five-section, 42.7 meter (140 feet) formed boom, and a patented locking and latching system, which means there is no deduction in the capacity chart when telescoping a load. Each boom section extends independently using one double-acting, single-stage hydraulic cylinder with integrated holding valves. The maximum tip height is 72.2 meters (237 feet) with two

4.9 meter (16 feet) lattice inserts between the boom head and the optional 10.7 to 17.7 meter (35 to 58 feet), bi-folding lattice. All attachment combinations have offset positions of 2, 15, 30, and 45 degrees.

SED will be held at Rockingham Performance Park, Corby, Northants. More than 20,000 are expected to attend the show which will feature 380 exhibitors with 95 of those first-timers, including Link-Belt. For a complete listing of exhibitors, visit www.sed.co.uk.



Link-Belt's HTT-8690 will be shown at SED



world highlights

→ Fiscal year 2006 ended on a strong note for the Haulotte Group with income from ordinary activities at €519.3 million (\$675 million), a 34% increase from last year. The year closed with current EBIT, reporting a 45% rise and net income (group share) up by 32%. Haulotte said its management over working capital requirement and sales financing operations allowed reinforcement of its financial structure and to develop its markets. The construction manufacturer reported that it continues a strong upward growth in revenue and profitability.

Given the strong financial results and growth that charts steady the past three years, the company is strongly focusing on its global plans. Haulotte will be investing \$20 million building its US presence with new service centers in Los Angeles, Houston and Chicago joining the already operational offices in Baltimore and Atlanta, as well as its Mexican office which opened in January.

→ With the intention to reduce jobsite accidents, the China Association of Construction Education (CACE) and AEM are developing a national construction equipment operator training program for certification of operators. The joint AEM-CACE program grew out of recognition that the Chinese marketplace would benefit from an industry-specific program where safety and training "best practices" could be developed and reviewed. While the primary goal of the operator training initiative is to improve safety, the program also

seeks to promote advanced construction equipment products and practices in China, as well as disseminate the latest trends in productivity and efficiency innovations.

→ Signal transmission solutions developer Belden has completed the acquisition of Hirschmann Automation and Control GmbH (together with certain affiliates "HAC") for a cash price of approximately \$260 million. "By combining HAC's capabilities with Belden's expertise in signal transmission, we can deliver networking solutions for the most demanding industrial environments and large-scale infrastructure projects worldwide," said John Stroup, president and CEO of Belden. He added that the focus is to increase HAC's profile in North America and Asia, with longer term goals of an integration process that "will address greater product and commercial integration."

→ AEM supports the conclusion of the U.S.-Korea Free Trade Agreement negotiations. The process that lasted 10 months ended early April but still has yet to be passed by Congress. If given the green light, the agreement will help American manufacturers by eliminating tariffs on many products, including goods manufactured by the off-road equipment industry.

In addition, nearly 95% of bilateral trade in consumer and industrial products will become duty free within three years of entry into force of the agreement, with most remaining tariffs eliminated within 10 years.

Liebherr LTC 1055 lifts, places boats

GERMANY: Hamburg-based Knaack sent its Liebherr LTC 1055-3.1 to the Hanseboot boat show to position sail and power boats on their exhibition spaces, and then loaded them back onto transporters after the show.

"I set up over 50 yachts and dinghies, and took them down again after Hanseboot," said crane operator Lothar Seidenschur. "I criss-crossed all over the exhibition halls in my LTC."

Thanks to its tiny dimensions, the compact crane could squeeze through many a tight space between boats, machines and the hordes of assemblers. The crane could maneuver along visitors' pathways and needed just 2.55 meters of horizontal and 3.2 meters of vertical clearance in order to get around.



Aussie rental yard adds another Tadano

AUSTRALIA: Family-run rental house Perna Engineering in Perth has added another Tadano truck crane to its fleet. The new 55 ton capacity GT-550E from Tadano dealer James Equipment will work alongside an 18-year-old Tadano.

"Our older Tadano is still going strong after 18 years and its reliability really helped us form a decision on our new purchase," said Daniel Perna of Perna Engineering. "We had originally planned to replace the old 30 ton Tadano with a newer equivalent. However, with our new 55 ton Tadano onboard, we have a greater lifting capacity covering a range of lifting applications."

The GT-550E has a 42 meter (138 feet) boom and two-stage, 14.6 meter (48 feet) jib. It is available in left hand drive and the operator cab has joystick controls and air conditioning. Top speed is 83 km/h (51 mph) from the 257 kW Nissan diesel and eight speed gearbox.

Cranes lift cranes

TURKEY: In Istanbul, the Asian and European continents are being connected by means of a double-tube train tunnel. Known as the Bosphorus, the tunnel will traverse the straits 56 meters (183 feet) below sea level. Ankara, Turkey-based CKV Heavy Lifting & Assembly has provided the necessary lifting force for the Yenikapi-Yedikule segment using three Terex Demag cranes.

The task of the cranes, including telescopic wheeled mobiles type AC 700, AC 650 and AC 350, was to assemble a tunnel boring machine that is 106 meters (347 feet) long and weighs 1,000 tons. To complete the work, the AC 350 and AC 650 were lowered into the construction pit 15 meters (50 feet) below for the installation work, since the dimensions and weight of the tunnel boring machine necessitated its assembly directly at the entry point of the tunnel. First, the AC 650 lowered the AC 350 and next the AC 700 lowered

the AC 650 into the pit.

Lifting the AC 650, which weighs 120 tons, was a challenge. The AC 700 crane stood parallel to the excavation trench and the AC 650 was driven behind it in reverse. The star-type outriggers in front and back were turned and fixed in a working position. The AC 700 swung the AC 650 over the trench wall and, with a reach of 14 meters, lowered it precisely into its new application area at the bottom of the construction trench.

With 700 tons lifting capacity, the Terex Demag AC 700 can travel with a complete main boom. The 60 meter main boom can be carried without exceeding the 12 ton axle load. The increase in the lifting capacity, especially at steep boom positions, is achieved by the Sideways Superlift (SSL)



A Terex Demag AC 700 places a Terex Demag AC 650 in a pit where it will be used to assemble a boring machine being used for the construction of the Bosphorus train tunnel in Istanbul, Turkey

boom suspension system patented by Terex Demag. The crane is powered by a DaimlerChrysler engine (480 kW, EuroMot3) and a fully-automatic ZF TC-Tronic transmission with integrated torque converter.

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After the steep drop in share prices around the world at the end of February, March and April saw some of the losses clawed back. But although there was growth and less volatility, the markets lacked direction ahead of the first quarter results season. **Chris Sleight** reports

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*.



After February's slump, there was a lot more price volatility on the markets than usual – one of the inevitable consequences of a steep downward correction. Having been over-valued, the sharp drop means shares are suddenly at a bargain price, so people buy back into the market. This tends to create excessive demand for shares, so prices shoot back up, and people sell again, and so on. It can take several cycles of these swings before prices settle down to a more normal trading pattern.

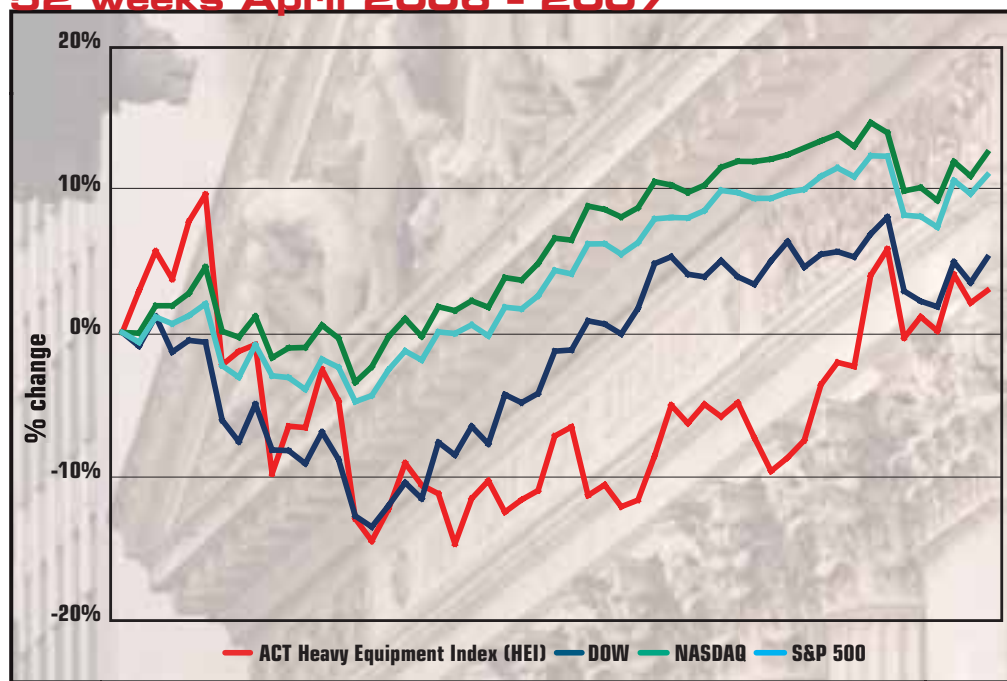
This was happening to the *ACT* Heavy Equipment Index (HEI) on a daily basis throughout March. But by early- to mid-April day-to-day price swings were smaller, and the volume of shares traded had also decreased, heralding a period of more stability.

In fact, the heavy equipment sector seemed to have lost a lot of its direction by mid-April, with many investors holding out for first quarter results. These will be important not only for the numbers on the first three months of the year, but updated corporate outlooks on end markets and, of course, profitability forecasts will make interesting reading.

Having said that, Terex's shares were setting new record highs in early April. In addition,

Spring recovery

52 weeks April 2006 - 2007



several other stocks in the heavy equipment sector, including Astec Industries, Caterpillar, CNH and Ingersoll Rand were climbing quietly, despite the ups and downs of the wider markets.

Notwithstanding these gains, the *ACT* HEI was pretty static around

the 150 points mark during early April. This is a reasonable level – the index's all time high was just short of 160 points, which was achieved last May. However, the relative lack of movement indicates investor uncertainty ahead of the results season, which is being compounded by the slightly uncertain outlook for the economy in general.

Low growth

As our graph shows, the last 12 months have seen gains for the mainstream indexes overtake the *ACT* HEI, which is only just in the black with 2.9% growth since this time last year. This indicates

that the current cycle is flattening-off in stock market terms, which means investors think the heavy equipment sector is not going to get any more profitable.

Whether the markets remain flat, before inevitably turning down, or whether they can achieve more growth remains to be seen. Current sentiment points to a period of reduced growth, but it of course depends on what happens to the economy over the rest of the year.

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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ATF110G- 5	(130 tons)	170.6' Boom Length / 98.8' Jib Length
ATF160G- 5	(200 tons)	196.9' Boom Length / 122' Jib Length
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TR600XXL- 4	(60 tons)	137.8' Boom Length/ 58.1' Jib Length
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Traffic control on construction job sites requires properly trained personnel and strategic planning. **Terry Young** reports

Flagging traffic

In the trucking, crane and rigging industry there are many projects that require professional traffic control.

In most cases state or local agencies will support you in developing a plan that satisfies all parties involved and affected by traffic control requirements.

Many states follow the Manual on Uniform Traffic Devices in addition to their respective state supplements and laws. The key to successful traffic control, whether planned or in an emergency situation, is having employees trained in traffic control procedures. Be sure to follow all state guidelines for lane closures or emergency situations.

Many states require training for the traffic control supervisor and the flagging person. For traffic control to be effective the job has to be set up properly. Necessary precaution signs must be put out in advance to warn motorists they are entering a construction area, and to let them know a flag person will be giving directions.

Motorists will be looking for the promised flag person, and should be able to identify the person wearing an ANSI-approved florescent vest. There should only be one person giving flagging directions. Do not let a group of employees near the flagging person. Motorists can easily become confused by conflicting directions. Avoid such problems by following a few basic safety rules:

- A flag person should be properly trained and know what to anticipate when flagging traffic.

- A flag person should wear the ANSI approved florescent vest as well as proper clothing and foot wear.
- Depending on state requirements, a flag or paddle will be used. Flags must be at least 24 inches square. Check state requirement for the proper paddle size.
- Teach each flag person to never turn his or her back to traffic, to make eye contact with each vehicle driver and to avoid waving the flag. Flag persons should use their hands to direct traffic.
- Waving the flag may create confusion on which direction the driver should go.
- While there is only one right way to flag traffic, there are many wrong ways. Be sure employees are using one standardized set of signals.
- Remind the flag person that he or she is a company representative and should be courteous to the general public. A good professional impression will be remembered by the motorist.
- Be sure the flag person can physically and safely perform the job task required.
- In some cases, the flag person has to be especially firm with motorists to protect them from hurting themselves or others.

Flagging traffic is a dangerous job. Signs normally do a good job providing messages and directions, but constantly changing conditions often means that traffic instructions must change. In these situations, well-trained flagging persons with

knowledge of traffic control devices will protect the public, fellow employees, the company, and of course, themselves.

Driving in work zones requires obeying laws and following work zone safety tips:

- Stay alert, be patient, expect the unexpected
- Obey the posted speed limit
- Avoid using mobile phones while driving in work zones
- Expect delays

Reviewing traffic control procedures with management and employees will provide for a safe working environment for company employees, the customer and the general driving public.



Washington joins the fray

Sicklesteel drew on the lifting power of some of its larger hydraulic cranes to set the girders for Seattle's Fremont Bridge retrofit project



While the revised federal requirement for crane operators continues its administrative journey through the corridors of federal OSHA, attempts in the "other" Washington to implement a similar law came to fruition in early April.

Washington state Governor Chris Gregoire signed into law HB 2171 on April 10, 2007, and in doing so, made her state the 15th in the nation to require crane operators to be certified. Effective January 1, 2010, no employer or contractor may permit a crane operator engaged in construction work to operate a crane unless the crane operator is qualified. The new law also requires cranes to be certified at least annually by a certified crane inspector.

Washington's Department of Labor and Industries (L&I) has been given the responsibility of establishing the requirements for a qualified crane operator, but they must include, at a minimum, a provision for crane operators to have a valid certificate for the type of crane they operate. The certificate must be issued by a crane operator testing organization that is accredited by a nationally recognized accrediting agency. The National Commission for the Certification of Crane Operators (NCCCO) has been accredited by the National Commission for Certifying Agencies (NCCA) since 1998.

The new law also requires the accredited certifying organization to administer written and practical examinations and have procedures for the recertification of crane operators at least every five years. In addition to being certified, the new law also requires crane operators to have up to 2,000 hours of documented crane experience that meets experience levels to be established by L&I. There are provisions for an apprentice or trainee operator to operate cranes under the "direct and continuous supervision" of a qualified crane operator. They must also pass a substance abuse test conducted by a recognized laboratory service.

The new law covers mobile, tower and overhead (gantry) cranes when used in construction work. Knuckleboom cranes, piledrivers and locomotive cranes are also included. Specifically excluded are electrical line trucks, mechanics' trucks, hydraulic jacking systems and aerial lifts.

The enactment of the law, whose passage is one of the swiftest of its kind ever, comes less than five months after the fatal Bellevue, WA tower crane collapse in which a Microsoft attorney was killed in his condominium, and three buildings were damaged. The investigation into that accident, which sparked a state-wide inspection of tower cranes and resulted in a number being shut down, is continuing. **act**

Sicklesteel provides muscle for historic project

When the City of Seattle recently made the decision to update some of its historic infrastructure, it called on Sicklesteel Cranes to do the job.

The Fremont Bridge, which opened on July 4, 1917, required seismic retrofitting and upgrading, including the replacement of the existing approaches. The work was no easy matter: As one of only six Lake Washington ship canal bridges linking the northern end of Seattle to downtown, the Fremont bridge, standing just 30 feet above the water, rises for marine traffic on an average of 35 times per day, making it one of the busiest bascule drawbridges in the world.

In explaining the choice of the Seattle-based crane company for the demanding job, Meredith Daniels, Fremont Bridge project manager for Mowat Construction, explained, "Sicklesteel continues to lead the industry by providing experienced lift coordinators, talented and certified crane operators, professional engineering staff, and the broadest range of equipment available in the Pacific Northwest."

Indeed, since the inception of CCO crane operator certification, Sicklesteel Cranes, under the leadership of company president Thom Sicklesteel, has been a strong supporter of the program developed and administered by the National Commission for the Certification of Crane Operators (NCCCO). Sicklesteel operators began taking the CCO written examinations in 1996. For two years CCO certification has been a requirement for crane operators and mechanics.

Sicklesteel has more than 80 workers in Washington, Oregon and Idaho. The company, which has been providing professional lifting assistance in the Pacific Northwest since 1937, offers lifting capabilities up to 650 tons using a broad range of equipment.

Due to the complexity of the Fremont Bridge project, and the tight clearances on both approaches, Sicklesteel provided a lift coordinator to assist the primary contractor on the project from the planning stages through the implementation of the lift plan. The development of the lift plan took into consideration the restricted access and crane sizing by manipulating the sequence to provide maximize utilization and minimize cost while keeping safety a priority and allowing the operation of the bridge to continue.

Sicklesteel drew on the lifting power of some of its larger hydraulic cranes to set the girders that weighed more than 190,000 pounds. Cranes used in the operation included a 650 ton capacity Demag AC 1600, a 500 ton capacity Demag AC 1300, a 450 ton capacity Demag AC 1020, and a 280 ton capacity Demag 6155. The cranes provided both multiple and single crane lifts during this complex project, and helped the company complete each phase ahead of schedule and under budget.

EZ-RIG crane making impact

Art Mora of Ojai, CA invented the first prototype EZ-RIG Crane about eight years ago. A portable material-handling crane, the EZ-RIG fits through a doorway and in tight spaces, and the design allows the crane to spread its legs with outriggers and extend its boom to 20 feet. It is designed to lift, pull, drop, drag and load up to 2,500 pounds in complicated situations with an electric winch and 150 feet of cable.

Mora's son John Mora saw a need in the market for such a machine and began building a business around the product, which is popular with HVAC contractors, sheet metal contractors, pipe fitters and other businesses. The cranes have been used on jobs

Father and son Art and John Mora are marketing their EZ-Rig material handling crane to contractors throughout the US. The machine can reach to 20 feet and has a capacity to lift 2,500 pounds



ranging from hanging statues off museum buildings to loading materials onto boats.

"There's nothing comparable on the market," said John Mora. For the first few years, the father and son duo sold the cranes to companies they worked for, for example, Western Air and Refrigeration, Inc.

"We literally were using our own tool on the jobsites," said

Art Mora. Last year the two quit their day jobs to market the product nationwide. The younger Mora handles sales and marketing while the elder Mora concentrates on manufacturing and design. The company has new models with advanced features in development.

Corporate clients include Southland Industries and AAMCO. For more information visit www.ezrigcranes.com

Rugged pads for outriggers

The Dunnage Pad is the latest offering from DICA USA. Available in three sizes, the heaviest weighs 60 pounds and has multiple rope handles for easy lifting and quick set-up. The pads are designed as a lightweight alternative to heavy and awkward wood pads and blocks that weigh more than 100 pounds and need several people to set in place.

The pads come in three sizes of 12 or 18 inches by 48 inches by 2 inches, and 24 inches by 48 inches by 1 inch. All pads are manufactured from UHMW-based polymer material and are designed to be lightweight, non-conductive, moisture resistant and durable.

All of the company's pads feature its "Safety Texturing," a feature designed to enhance outrigger foot-to-pad and pad-to-ground traction. This traction is a safety benefit for the operating crew. The safety texturing, coupled with DICA's engineered pads, have load capacities up to 70 tons per pad.



All dunnage pads from DICA USA are manufactured from UHMW material and are designed to be lightweight, non-conductive, moisture resistant and durable

Online tracking system helps end users

The InfoChip is an RFID tag-based online tracking system that helps sling and lifting equipment users by streamlining sling inspections and management. The RFID tag is inserted into the product during manufacture and is impervious to dirt, water, grease and other contaminants. The tag stores manufacturing and testing information, allowing distributors and customers to access information about the sling on site with mobile handhelds via a web-based database.

A digital audit trail tracks any transaction and information captured in the field is forwarded to management through maintenance alerts with the system's IC Online manager. The information is shared between each party in the sling's value chain.

Using mobile handheld technology and RFID chips, the user can better track location changes and field inspections. Lift-It Mfg. is western US distributor where its dealers can also add the InfoChip to hooks, blocks and other gear.

Gas detectors for rough work sites

Altair's Pro toxic gas and oxygen detectors accurately measure the gas concentration or percent oxygen (depending on model), and displays the information on a backlit LCD. The detector, from MSA North America, features dust and water protection, impact resistance, strong RFI performance, and an alarm system. Adjustable alarm set points are offered for "Low" and "High" levels on all units. In addition, the toxic gas versions also have TWA and STEL alarm points. A distinct alarm is indicated by two flashing LEDs, an audible alarm, a

flashing notification on the LCD, and an internal vibrating alarm, helping to ensure that no alarm condition will go unnoticed.

Current sensor options are for CO, H₂S or O₂. The sensors and battery can easily be replaced and its rubberized armor housing and one-button operation are for durability. The detector is part of the MSA Stellar series, which is a selection of single- and multi-gas instruments.

MSA's Pro toxic gas and oxygen detector has IR communication for event and data-logging



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A call to serve

Alan Barnhart runs a company known for its ability to take on the crane, rigging and transport industries' most complex and challenging projects

Alan Barnhart grew up in the steel erecting business that his father founded in Memphis, TN in 1969. During high school and college, he and his brother Eric worked summers as ironworkers and crane operators, learning the business from the ground up. In college, they both studied civil engineering, coursework that would serve them well after joining the business full-time in the early 1980s.

In 1986, they started Barnhart Crane & Rigging, with Eric gravitating to the engineering side, overseeing the complicated projects the company is well known for taking on.

"Eric is a brilliant rigging engineer who creates most of our special equipment and oversees our most difficult projects," says Barnhart, in admiration of his sibling. "My role since 1986 has been to lead the team."

And lead the team he does, managing 18 branches throughout the south and southeastern US. With that many locations, it seems it would be easy to be out of touch, but

On the economy, Alan Barnhart says "let's enjoy it while it lasts," forecasting only that change is inevitable

that's not the case for this large business with a small business approach.

"We have 18 branches, but we are one team," he says. "We are not a group of independent companies. Branches work together every day, sharing equipment and personnel, to meet the needs of our customers. Our primary expansion strategy is to look for locations that will facilitate this team approach."

Last month at the SC&RA Annual Conference in San Antonio, *ACT* had a chance to catch up with Barnhart, to get his take on the industry and the company he runs so well.

Which came first, the transport business or the lifting business?

Steel erection was first, crane service started in the mid-1970s and transport started in the mid-1990s.

RIGHT: Among the most interesting projects taken on by the company, Alan Barnhart points to a recent job at a paper mill in Oklahoma as perhaps being "the most impressive thing we have ever done."

The company relocated two 600 ton precipitators involving innovative rigging and transport tools

BELOW: Utilizing shoring towers, Barnhart lifted up a NASA launch facility for repair and won the 2006 SC&RA Job of the Year award



What distinguishes Barnhart in the marketplace? How do you envision the company 10 years from now?

Barnhart is a growing service company. We are willing to take on challenges. We work throughout the US and have an expanding network of branches. Our growth model is to expand our geography by acquiring existing crane and rigging operations. Normally, we hire the entire team of the acquired company and help them expand and improve. By providing accounting, banking, insurance, engineering, and other administrative services, we allow branches to focus on meeting the needs of customers. We also provide a variety of special tools that allow branches to take on larger, more complex projects. I have no 10 year plan. I want us to grow into a better company.

What are the most memorable or spectacular Barnhart projects that come to your mind when you think back about the company's work?

We have tackled several interesting projects in nuclear plants but a recent job at a paper mill in Oklahoma may be the most impressive thing we have ever done. We relocated two 600 ton precipitators involving some of our most innovative rigging and transport tools. It was a tricky job.

The company has taken on several projects outside of the US. Do you envision Barnhart as an international company with a worldwide reach?

Barnhart is a US company that is willing to take on projects internationally. I do not see expansion internationally, except perhaps Canada, in our immediate future. Ninety-nine percent of our business is in the US and I expect it to stay that way for some time.

Economy wise, the industry has had a pretty good run the last two years. Looking into the Barnhart crystal ball, how do you see 2007 playing out and on into 2008?

Let's enjoy it while it lasts. My crystal ball is foggy but it does show that things will change.

Among the company's core values and mission is a mention about protecting the environment. This isn't something you often see as a part of a company's mission. What motivates this position?

I believe this world was created by a loving God who has provided for us in amazing ways. Part of our response to that should be to

care for His creation. Doing so makes sense, pays long-term dividends and is part of my obedience to God.

What are the biggest challenges for you in running the company?

People are the greatest joy and the greatest challenge of running the company. We seek to provide a work environment that is fulfilling and fun. It is not always easy while working at a fast pace but relationships are very important.

What do you like about what you do? What do you like the least?

I like the satisfaction of doing projects well. Our business is not a theoretical exercise. We do real things, lift and move heavy stuff. I like watching our team get better at it each year. Failure to meet our customer expectation or our own expectations is always disappointing.

When you are not working, what do you do for fun?

I have six kids and most of my non-working time revolves around them. I am a Boy Scout leader and love camping and hiking. My wife, Katherine and I are active in our church and have a passion for helping others (through the church) around the world. **act**

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Creating a safety culture

What's the difference between a company with a safety program and a company with a safety culture?

A whole lot... **ACT reports**

For the crane, rigging and transportation industry, the general concept of safety is critical to success. But how does a company take safety from a "concept" to a living, breathing part of its culture?

This is the very question that "Safety Guru" Phil Hibbs has asked and answered time and again over 30 years working in the safety sector of the transportation industry. At the SC&RA Specialized Transportation Symposium in March 2007 in Orlando, FL, Hibbs, vice president of Georgia-based Bennett International Group, discussed the importance of creating a safety culture and offered participants hands-on strategies for taking their safety programs to a new level.

"It's all about the people," says Hibbs. "It is our professional and moral obligation to the motoring public to put safe drivers out there

on the road, and we each play a part."

Hibbs' sincerity, dedication and passion for infusing safety initiatives into corporate culture have paid off for Bennett International Group. Bennett has twice received the SC&RA's Transportation Group Safety award and Over 50 Million Miles award. But for Hibbs, creating safety success for Bennett is not enough.

Recognition and investigation

"The responsibility of safety extends well beyond me, or Bennett or any one company or individual," says Hibbs. "A true safety culture is everyone's responsibility – everyone who has any opportunity to interact with a driver or drivers themselves have a role to play in safety. That role starts with recognition and investigation."

Statistics validate Hibbs' assertion that



tips for creating a safety culture

Recognize and investigate

Unsafe behavior or conditions that can lead to a claim



Drivers' unsafe acts or behavior

- ➔ Roadside inspections (carrier profile)
- ➔ Motoring public reports of unsafe behavior
- ➔ Late pick-up or deliveries
- ➔ Speeding (info from driver or carrier profile)
- ➔ Log book violations (in-house audits)
- ➔ Seat belt usage – lack thereof (statistics)
- ➔ Cargo securement problems



Do dispatchers and supervisors perform unsafe acts?

- ➔ Utilizing fatigued drivers or other employees
- ➔ Shortage of driving hours
- ➔ Dispatching "be there yesterday loads"
- ➔ Unsafe equipment
- ➔ Failing to recognize personal problems of a driver or other employee



Shared responsibility for safe or unsafe acts

- ➔ A & B above if you become aware of it and say nothing
- ➔ Driver and other employee training (orientation)
- ➔ Bonus or reward programs for recognition of safe acts – employees, drivers, dispatchers and managers

Educate and motivate

- ➔ Orientate your employees and drivers with your introduction to your safety culture beliefs
- ➔ Send the right signal – introduce your views on safe and unsafe acts or behaviors
- ➔ Use key personnel, dispatchers, customer service people in orientation for new hires
- ➔ Safety meetings with GRIT – Use senior personnel and drivers' experiences as tools for conveying safety messages and the hazards or unsafe acts
- ➔ Dispatchers, operations managers, project managers, executives. Get involved. This sends a strong message that taking safety to a higher level is everyone's responsibility

Rewards pay

Reward or bonus programs do work

- ➔ Reward drivers for clean roadside inspections
- ➔ Reward dispatchers for accident free fleet
- ➔ Reward project managers for claim free projects
- ➔ Safety is everybody's game



In response to the devastation of the 2005 hurricane season and the shortage in the skilled construction workforce, several new training programs have been established to build the workforce in the Gulf Coast area of the US. Safety continues to be the integral part of all these programs, and statistics show that the most proactive measure in avoiding accidents and injuries is through the use of trained and skilled craft professionals.

One such innovative program in the forefront of construction training programs is the Gulf Coast Workforce Development Initiative. Launched by the Business Roundtable, this initiative was developed to recruit and train up to 20,000 new craft professionals by the end of 2009. A recruitment campaign titled GREAT: Gulf Rebuild Education, Advancement and Training was launched in August 2006. The campaign targeted the cities of Baton Rouge, LA., and Jackson, MS, through billboards, radio spots, web site and print advertising. By the end of 2006, more than 2,100 participants received training and an additional 1,163 participants were enrolled in training for 2007.

Eligible participants enroll in entry-level skills courses, preparing them for employment in the construction industry. These courses include a comprehensive overview of the work site and the various trades involved in major construction projects. They also focus on safety best practices for some of the most common and hazardous job site situations, and training meets OSHA 10-hour safety requirements. Training is free to all participants.

All curriculum used in the GREAT courses is developed by the National Center for Construction Education and Research (NCCER), a not-for-profit education foundation created to help address the skilled workforce shortage facing the construction industry and to develop industry-driven standardized craft training programs with portable credentials. Any trainee who completes a GREAT course receives credentials from NCCER's National Registry.

"The need for craft training to provide a skilled workforce in the Gulf Coast area has never been greater than it is today," says Don Whyte, NCCER president. "We want to help rebuild our communities – and rebuild the lives of the Gulf Coast residents."

➔ For more information about the Gulf Coast Workforce Development Initiative or the GREAT campaign, visit www.imgreat.org

unsafe behaviors and conditions will most likely lead to a claim. "The DOT requires that motor carriers audit logs, hours of service and equipment," says Hibbs. "But we know that there are other behaviors that exist in a driver's profile that indicate his or her proneness to have an accident. Drivers who are repeatedly out of service at the scales, consistently deliver late loads or receive consecutive public reports of unsafe driving behaviors will most likely have a claim sometime in the near future."

Hibbs continues: "If we teach our folks to recognize and investigate the unsafe behaviors and conditions that typically lead to claims, we can severely minimize the number of accidents that occur on our roads, and ultimately, save lives."

Hibbs says that safety managers must ask the hard questions:

- ➔ Do your dispatchers and supervisors perform unsafe acts like putting fatigued drivers or employees on the road?
 - ➔ Do they know of a driver or employee who may be distracted by a personal problem?
- "If they don't know the answers to these questions, they should, because if a driver's mind is somewhere else, it's not on the road and that's how accidents happen," says Hibbs. "If you see unsafe acts, but say nothing, then you are sending a loud message that unsafe acts are okay. In this case, silence is not golden. It can in fact be deadly."

Educate and motivate

According to Hibbs, the next step in creating a safety culture is to educate and motivate. "Companies need to be certain that every employee and driver understands the

organizational stance on safety," he explains. "Introduce your new people to your safety culture beliefs just as you would orient them to your values and your mission statement. Have key personnel candidly discuss the company's views on unsafe acts and behaviors."

Hibbs also suggests holding regular safety meetings involving drivers and employees such as dispatchers, customer service representatives and operations managers. "Once your entire team has a collective understanding of what safety means to the organization then you can begin to motivate those individuals by rewarding them for performance that is consistent with those safety based values," he says.

Another suggestion from Hibbs is bonus programs, not only for safe miles driven by drivers, but also for

dispatchers who maintain accident-free fleets or project managers who manage claim free projects. "Safety is everybody's game. It's about teaching people what to look for and exciting them about the possibilities of a company that maintains peak safety performance." **act**



Bennett International's Phil Hibbs, speaking at SC&RA Transportation symposium in March 2007 in Orlando



What's the importance of a safety culture in today's market?

The answer to that question can be found right on your company's bottom line.

Phil Hibbs, vice president, Bennett International





E is not for Easy

E-training and Internet testing are hot topics among crane training entities. While there are still some bugs to work out in the process, computer-based training is the new wave. **ACT reports**

Education, in any form, is an investment in human capital that pays dividends far beyond the balance sheet. In the realm of safe crane operation, service and maintenance, and even sales, training is critical – whether training an operator how to safely operate a crane; training a service technician on how to service a machine; or even training a sales person how to sell the attributes of a new unit.

Until the last 15 years, crane industry training has mainly been initiated at the manufacturer level, with distributors and end users the main recipients of the training offered. However, today training is everyone's responsibility, especially when it comes to the assurance of expert and safe crane operation, and competent crane service and maintenance.

All the major crane manufacturers offer training schools for distributors and customers, investing large-scale budgets in setting up training facilities and offering comprehensive training schools across the country. The goal is to train as many people as quickly and efficiently as possible, which is why E-training has become a leading avenue.

While construction equipment manufacturers, such as John Deere, Caterpillar and Komatsu, have been on the forefront of initiating E-training for their customers, crane manufacturers are just now getting on the bandwagon. Recently, Manitowoc began offering four E-training courses, a package that offers roughly 15 hours of training for the entry level technician.

Announced in January 2007, a new mobile crane certification program offered through a partnership of the National Center for Construction Education Research (NCCER), North American Crane Bureau (NACB), and Prov, is now open to students. The new certification program meets or exceeds current ASME B30.5 standards.

The program consists of a two-part process: a written assessment and a practical examination. There are a total of four written assessments administered by NCCER-approved proctors, while NACB-approved practical examiners test operators on the 13 types of practical exams. Operators are tested on the specific type of equipment for which they are seeking certification. In addition to demonstrating operational skills, operators have to successfully maneuver and set up the crane.

"Safety is number one," said Ted Blanton, NACB president. "It's the whole reason for this certification – a certification that will be required, not only by companies, but by state, and eventually, by the federal government."

Subject matter experts from various industries contributed more than 1,000 hours to review and edit thousands of questions pertaining to the written and practical examinations. Once the testing tools were developed, each underwent a pilot testing phase wherein crane operators took the exams to validate the accuracy of each test question or practical exam component. By following these steps, NCCER, NACB, and Prov have ensured that the testing process meets the rigorous process of validation as required by the standards for education and psychological testing.

Another key benefit to this program is the anticipated fast turnaround for test results. Operator tests, both written and practical, will be submitted to Prov via e-mail or fax and results can be obtained from Prov, in most cases, within 30 minutes upon submission of the exam without any additional cost. Under the new certification program an operator can take both tests, get the results, and be working on the job the next day as a certified crane operator.

The entire testing process is quick, cost-effective, and easy to manage. Most importantly, individuals qualified through this program will be tested specifically on the type of equipment they will operate and will meet the requirements of current B30.5 consensus safety standards for mobile crane operations.

"Our goal was to provide an alternative program that meets the current ANSI B30.5 standard," says Joe Crispell, NACB vice president. "By partnering with NCCER, NACB offers several 'standout processes' pertinent to the industry's most immediate needs."

➤ For more information the Crane Operator Certification Program, please contact NCCER at 888.622.3720 or visit www.nccer.org

"So far, we have only done some basic level E-training," says John Alexander, director of training and technical publications for Manitowoc CraneCare. "These courses cover basic hydraulics and electronics."

Response has been strong, Alexander says, and more than 230 people have passed the tests. He says there would have been better response had they invested in translation of the content early on as there has been interest in the E-training courses by companies in Latin America and China.

"Most of our volume has been in the States but we have significant interest in other countries

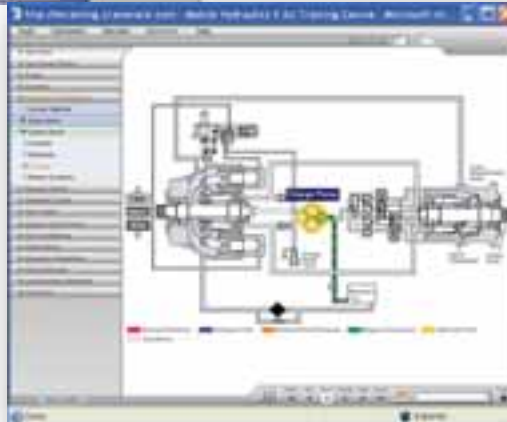
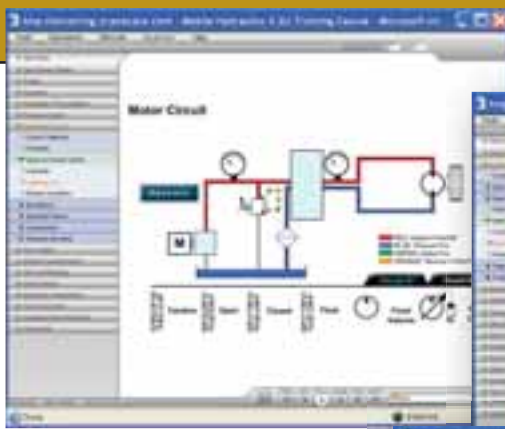
and we are working on the translation now," he says.

Additional feedback has suggested that Manitowoc's basic E-training courses are too difficult, an issue that Alexander can rationalize. "There have been a few bumps in the road," he says. "There have been a few people who have said the courses are too difficult. But that's OK in my mind. It shouldn't be easy. These products are very complex and the training content needs to be complex and challenging."

The beauty of Manitowoc's E-training has been that it allows the training group to spend less time on the basics and theory, and



Photo courtesy of Manitowoc Crane Group



more time doing the hands-on crane function. "Typically, when the student would come to factory schools, we would spend part of the time going over the basics of hydraulics and electrical theory," Alexander says. "Now these people can learn that part online and when they come to the factory we don't need to spend the time on the basics. There's more value being able to get right to the function of the crane."

But Alexander stresses that the package being offered is "not the end of the road," but rather the beginning. He views these courses as building blocks to the overall curriculum, and that the courses are intended as a supplement to the factory schools, not to replace them in any way.

Manitowoc, however, has approached a

"step two" in the process of E-training, with development underway on more product-specific E-training. "We will approach a phase two level which is more product specific around the cranes themselves and that go

Manitowoc's entry level E-training courses are designed to cover the basics of hydraulics and electronics principles

beyond general theory and principle," he says.

The cost of developing these courses is still pretty significant, but it's an investment that will continue to evolve. "We recently spent \$200,000 on test benches to help students when they come to factory schools," says Alexander. "We are heavily investing in our training to make it better."

Other training entities are looking at ways to employ internet and computer-based training in their curriculums.

Graham Brent, executive director of the National Commission for the Certification of Crane Operators, (NCCCO) says that like any training, the quality of E-training and internet-based training likely varies. He also said that thus far, crane certification will remain a proctored process.

"Crane operator certification via the internet is not a viable proposition at the present time unless it is proctored as a written exam would be," he says. "NCCCO's computer-based testing, will be, in fact, proctored in order that all the usual security protocols are followed."

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Reducing risk

It's a question that everyone wants answered: **How can we reduce our insurance costs?** Like many business liability issues, the answer is complex. **ACT reports**

In the land of high risk industries, such as cranes and transport, high insurance costs plague everyone, and the rates seem to just climb each year. So what does it take to get those premiums down? Insurance is a difficult issue but with discipline, knowledge, caution and an agent that knows the market, there are a number of approaches a company can take to get those rates reduced. *ACT* invited insurance firm professionals that specialize in cranes and transport to share their knowledge and thoughts on how to help the industry and insurance costs.

This year's panel includes: Ellen Conner, CPCU, AIM, AAI, CWCC, senior account executive at Neace Lukens Insurance; Megan Rose, vice president of programs at JC Stevens Inc.; and Randy Proos, CIC, director of construction services at USI Inc.

What are the three most important loss prevention control measures that a transportation or crane owning company can take to lessen risk, prevent accidents and ultimately lower its insurance premiums?

Conner: Operator and driver understanding of the safety rules that govern the safe operation of equipment and vehicles would by far be the single most important loss control measure. Proper initial training along with frequent continuing education above CDL and CCO goes a long way in reducing accidents, promoting confidence in the work place and ultimately reducing the overall insurance costs.

Equipment safety and maintenance. A fleet that is maintained properly will not only serve to reduce needless accidents, but will also serve to reduce overall maintenance costs in the long run.



Job site assessment. Knowing what needs to be done and what it will take to safely engage valuable resources such as personnel and property prior to the start of a job.

A crane company in the Midwest that we insure was to perform a tandem lift with a very high-valued pick with unusual dimensions in a very windy location. In an effort to reduce the chance of an incident, a lift specialist was provided by the insurance carrier through Neace Lukens for a pre-job lift overview. The specialist was able to confirm proper ground-bearing pressure, confirmed reduction in capacities on both cranes due to tandem lift, confirmed wind folios and consulted an engineer on properly sized rigging. This unique partnering helped our client to successfully complete the job safely. In the event of a mishap, the carrier representative was on-site for immediate action.

Rose: The most important loss prevention measures that a crane operation should take are: Certified or updated cranes; CCO certified operators with at least two or more years of experience and knowing the limits of what their equipment can do. Premium credits are given when an entity follows these important safety features and recommendations.

Proos: From my vantage point, I would include the following as critical in terms of lowering risk and ultimately lowering insurance costs.

For crane and rigging companies, getting the

“Establishing and maintaining formal safety and training programs are essential for getting the lowest rates from the preferred circle of insurance carriers.”

Ellen Conner, senior account executive, Neace Lukens Insurance





Accident investigation is an important element of risk management and claims reporting

was noticed for slipping or falling from and around equipment. It was determined after conversations with the insured's safety committee that better tie-off procedures were needed. An educational seminar was conducted at the insured's location by the carrier's loss control team. Claims for this type of incident were reduced by 54% immediately following the seminar.

Careful review of contracts. Not giving away your rights by contract and not agreeing to take on additional liability by contract is another very important step in reducing overall claims settlements and ultimately lowering insurance costs.

During a contract review for the same crane client in the South, it was recommended by Neace Lukens that the client remove certain wording in the contract that called for indemnification and waiver of subrogation for the contractor for claims arising out of the contractor's negligence. The insured took that advice and although there was substantial "push-back" by the contractor, he eventually agreed to remove the wording. On the job three months down the road, the contractor's non-certified employee attempted to move a crane and seriously injured another employee and did \$125,000 in property damage. The total cost of the accident to date is \$374,000. This amount could have been the responsibility of our insured and his carrier had the contract not been amended.

Having your agent verify your Workers Compensation Experience Modification Factor. In many cases, workers compensation individual claims amounts and aggregate claims amounts are not reported properly by the carriers and could negatively impact your experience modification factor.

With regard to the same client, verification of claims information was performed by Neace Lukens for the entire experience period which is three years prior to the current term. The successful result was a .04 immediate reduction in the insured's experience modification factor. In this case, the premium savings was approximately \$42,000.

Rose: Drug testing, checking MVR records for past citations, DUI or DWI, because when you are dealing with a piece of equipment such as a crane, you need a qualified safety conscience person behind the wheel because cranes are heavy and can kill.

Proos: Not so obvious measures could include looking at insuring transportation assets (trucks and trailers) under contractors' equipment floater policies for physical damage coverage. Traditional auto/trucking physical damage rates can cost in the range of 2 to 3 % of market value of the unit. Contractors' equipment floater policies can in some cases cut that rate

contract language right is often overlooked. That means making sure your lease tickets and rental agreements contain up-to-date, state specific and enforceable terms and conditions that will seek to define each party's responsibility after an accident.

In Florida, after the Florida Crane Owners Council successfully lobbied on behalf of reinstituting "Horizontal Immunity," we contacted Robert Moore, the architect of the SC&RA endorsed program lease agreement and he promptly incorporated some new language into the lease agreements of our Florida-based clients that served to maximize the protection afforded under the new law. In addition, some of the crane and rigging liability program carriers are now offering additional incentives, such as lower deductibles when you utilize their approved lease ticket language.

On a related topic, crane and rigging companies should carefully scrutinize the terms and conditions that they agree to in the master agreements that they sign with general contractors and subcontractors who hire their services. Typically, agreeing to hold a GC or any other party harmless for the sole negligence of the other party is never an acceptable condition. Courts can decide who is negligent but the contract language stipulates who pays for the claims and you don't want to be on the wrong side of the contract language.

Developing a safety culture that permeates every level of the company. That may seem to be a Pollyanna-type statement to make. However, I can tell you that in our client base of crane and rigging clients, the companies who successfully implement and maintain safety as a culture at a high level have fewer losses, which translates to lower insurance premiums.

Are there other - obvious and not so obvious - measures that crane and transport companies can take to reduce their insurance costs?

Conner: An obvious measure would be to engage a knowledgeable insurance agent with a good fit of insurance companies that specialize in the crane and transportation industries.

The monitoring of claims and claims costs with your agent on a quarterly basis would serve not only to keep you informed of any negative trends but could also identify areas in need of special attention or specific loss control measures.

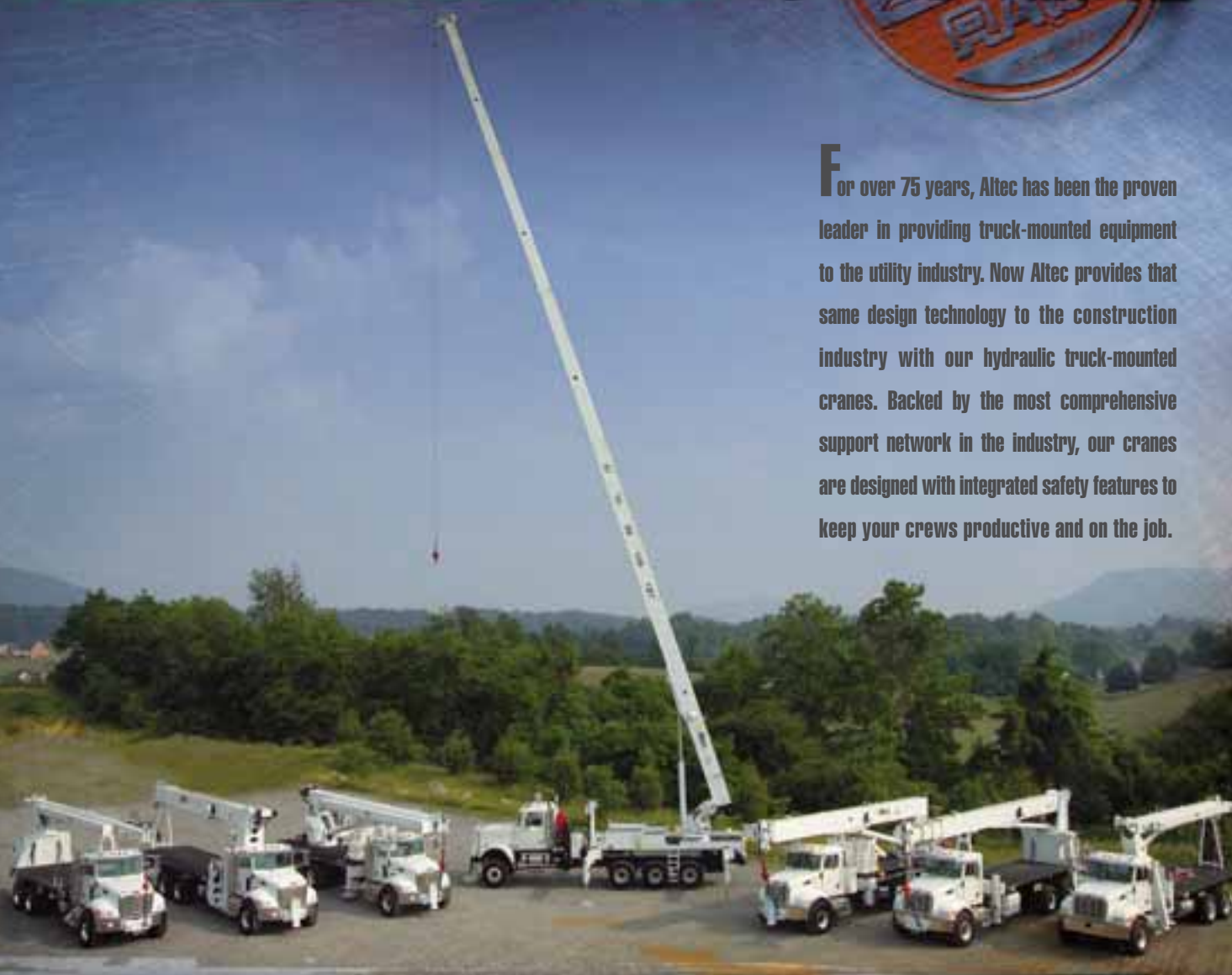
Taking advantage of loss control services provided by your carrier and agent would be advantageous in the quest for lower insurance premiums.

During a quarterly claims review with a client crane company in the South, a trend

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You may also want to look at discontinuing uninsured motorist coverage where possible. Uninsured motorist coverage applies when the insured vehicle is involved in an accident with an uninsured or underinsured vehicle that is at fault. If one of your employees is injured in your commercial vehicle workers' compensation benefits will apply and provide for the medical bills and lost wages as provided under law. If you are carrying unnecessarily high uninsured motorist limits your injured employee may hire an attorney to sue your auto liability company. In effect your liability carrier would assume the position of the insurance company of the negligent party. Losses paid out under uninsured motorist coverage will be stated on your loss runs like any other loss paid out by your auto liability company.

Exceptions to this will be states that require specific compulsory uninsured motorist coverage. In addition, if you have principals, executives or managers that are furnished company vehicles for personal use you may look to carve out higher uninsured motorist limits for those vehicles only, since workers' compensation coverage may not apply to accidents that occur during personal use of those vehicles.

What are the most important elements in claims reporting? Should a company establish set procedures in the case of claims reporting? Why is speed in the reporting process important?

Conner: Every company should have a claims reporting procedure that includes what to do in case of a workers' compensation, liability, property and auto claims situation. It is extremely important for employees and others working on behalf of the company to know what to do, what to say, what not to say and how to handle themselves in a serious situation. Accurate facts should be reported to your agent and/or carrier as soon as possible following an incident. Speed is an important part of the reporting process as it allows the claims experts to review property and equipment, interview possible witnesses and mitigate any negative media in a timely fashion. Not reporting incidents timely could serve to jeopardize a



Every company should have a claims reporting procedure

company's rights for recovery.

Rose: Reporting the claim that day or even at the time of the incident. You cannot believe how many people do not report an incident at the time of the incident. I'm talking two weeks or even a month later and expect results that week. If the insured reports a claim right away, and the adjuster can get to the scene it may benefit the insured tremendously. If an adjuster cannot get out to the scene, we recommend the insured take full pictures of the incident and then write down their version of the incident while it is fresh in their minds.

How often should a company complete some sort of risk assessment program? What are the elements of a strong risk assessment program? Should risk assessment be done by a third-party?

Conner: In the high risk industries of crane and transportation, a risk assessment program should be reviewed at least annually. Risk assessment is an ongoing process that changes as the business changes, the laws governing business changes and the marketplace changes. Hazards that are both insurable and uninsurable (at least at a reasonable cost)

should be identified and reasonable methods for controlling and containing or financing those hazards should be formulated. A third-party who is knowledgeable in the crane and transportation industries and in the insurance industry could be employed, however, engaging your own employees to become involved in the risk identification and risk management processes can be very beneficial to both the employees and the business.

In an effort to lower their insurance premiums, or at least stabilize them, what types of initiatives can you recommend to specialized transportation and crane operating companies? (i.e. safety training, driver education, certification, and other scheduled rate credits offered by insurers)

Conner: Safety training, driver training, certification, fleet safety program, drug testing and incentive programs all could serve to reduce costs and an overall program should be established on an individual company basis depending on the company and the resources available.

Example: A trucking company client in Ohio in partnership with Neace Lukens, created an incentive program that provided ten \$50 gift certificates to drivers meeting certain criteria per quarter. Criteria included speed, violations, out of service and safety. All of these categories improved after implementation of the program.

Rose: Our programs offer different types of warranties and credits to lower one's insurance premiums. We have a warranty with Tudor Insurance (Rated A+9) where we can lower

“ When the risk goes for a lower premium and not with a company that specializes in the field, they jeopardize their own company and livelihood.

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



ones premium up to 20% if they accept certain guidelines: Always use proper straps, chains, etc.; and put their outriggers in while driving, and get a work ticket signed advising the weight of the item being lifted. Tudor also offers a deductible credit. Each year the insured is loss free, their deductible gets lowered each year. Our program with Essex (rated A12), along with Tudor, offers premium credits for previous year loss free, clean MVRs, CCO operators.

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

Conner: Establishing and maintaining formal safety and training programs are essential for getting the lowest rates from the preferred circle of insurance carriers. A company can be provided with a "shell" program for both safety and training that can be tailored to the needs of the individual company.

What should you look for when pursuing the right coverage and insurance company? How often should your insurance program be reviewed?

Conner: Specifically, a carrier should be AM Best Rated "A" or higher and should be licensed to do business in your state. The carrier should also have specialization in the crane and transportation arena and have claims representatives local to your area. Your agent will play a key role in the selection of carriers and the soundness of the overall insurance program. Your program should be monitored all year and reviewed in depth annually.

Rose: When looking for the right insurance company, you should consider all of the

following: Can they offer you the coverage you need or may need midterm? Are they familiar with the type of operation they are writing? Since we are an MGA, and have been in the industry for over 40 years, we are aware of what types of coverage a crane operator needs or may need. We stay current with the over the road issue as some states are not accepting the GL for auto, and make it a point to get the coverage the insured needs. We also stay current with our rates. You may see some programs lower their rates and then raise their rates – this confuses risks. We stay current as we are in it for the long haul.

How can a company assure that its insurance coverage is comprehensive – that in the event of an accident there are no hidden surprises of incomplete coverage?

Conner: As stated above, your agent plays a key role in helping you understand your insurance program, what is typically covered and not covered, the application of deductibles, the choice of counsel should that become necessary and specific areas of concern for your industry. Neace Lukens is equipped with a proprietary "checklist" for the crane and transportation industries. A checklist should be reviewed at least annually with you to determine if there are any known hazards that are not adequately covered.

During a pre-renewal strategy meeting with a crane client in the Northeast, it was discovered that the insured had plans to do a lot of work on and over the water. Their equipment coverage had to be amended to remove the "over water" exclusion as well as the workers compensation coverage has to be amended to include USL&H and Maritime coverage. Coverage was amended immediately and the renewal went smoothly with no surprises.

Proos: While you can never be guaranteed that you have zero coverage gaps in your insurance program, you can certainly minimize exposure to incomplete coverage by utilizing programs and brokers who specialize in your industry. The SC&RA endorsed insurance program is a great example, and there are a handful of good competent brokers who specialize in insuring the crane and rigging, and heavy transport industries, many of whom have been long-time members of the SC&RA.

How important is it to contract with an insurance company that specializes in covering crane and transport industries, rather than just a general insurer?

Conner: It is essential to be covered with a carrier experienced in the crane and transportation industries. Most importantly at

the time of a loss, the carrier's experience in the handling, negotiating and settling claims will serve to reduce the overall cost, time and frustration involved.

A crane company client in Ohio had considerable damage to a high valued crane. The crane was originally purchased four years ago for \$1,850,000 but now has a replacement value of \$2,200,000. The adjuster, experienced with current industry trends, adjusted the claim using the \$2,200,000 value.

Rose: This is extremely important. We have had risk (not many) leave to go with another carrier due to the lower premiums. They then had a loss, and realized that the policy they had did not cover the loss. When the risk goes for a lower premium and not with a company that specializes in the field, they jeopardize their own company and livelihood. The risk wants to make sure they also are dealing with an agent familiar with the crane industry.

When the agent knows what the insured needs, it makes the process easier for an MGA to underwrite and get the coverage the risk needs up front. No risk likes to be charged midterm for added coverage needed – when you ask for it up front, it may even be cheaper than adding it midterm.

Proos: I believe it's critical to use industry-specific insurance professionals at every layer of your insurance program. The standard insurers do not have a detailed understanding of the crane and rigging industry, and their conventional approach to handling claims has proven woefully inadequate. In addition, the exposures faced within the scope of the crane and rigging industry are unique and the coverage forms and policies utilized must be tailored to properly cover those unique exposures.

The SC&RA endorsed program is a great example of a comprehensive industry-specific program with tailored coverage and a claims management team that understands precisely how to react to crane and rigging claims.

Your agent or broker needs to play a critical and complementary role in the delivery of your insurance program. That role should not end after the placement of the insurance. A good industry specific broker will monitor legislative initiatives that could potentially affect the crane and rigging industry in the state in which you do business.

The broker should assist in the identification and selection of good and competent local adjusters and attorneys who in shock loss situations will be the initial immediate responders to the accident site. These local professionals should have experience in responding to crane and rigging accidents and be capable of deploying to accident sites in a matter of hours to relay critical information to your claims management team at their offices.

act



The companies who successfully implement and maintain safety as a culture at a high level have fewer losses, which translates to lower insurance premiums.



Randy Proos,
CIC, director
of construction
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Wired all



Above: Control Chief's LJ45 transmitter weighs less than 3.5 pounds (including the battery) offering all the features necessary for various industrial applications

Left: The power company had specified that the wireless control system should be completely safe working around electro-magnetic interference. The tests included intentionally arcing 350kV (350,000 volts) to the radio transmitter. This is a worst-case scenario and at no time did any unwanted operations occur. The operator is using a Custom Controls system

Ease of use right out of the box, remote control devices used by construction workers, crane operators and truck drivers have evolved into durable, intuitive and important jobsite tools. **John Wyatt** reports

Durable and user-friendly top the list of attributes that users of remote control devices for cranes and transportation systems are most interested.

"I've actually had carpenters saw through my controllers," says Earl Bronson, owner and president of Bronson Crane, located in Salt Lake City.

It takes quite a lot to destroy a hand-held remote control unit, and the systems are more durable to tough job-site conditions. Bronson has seen many transmitters dropped from 20-foot heights and still remain operable. With the receiver built into the control cab of the crane, it is mostly the transmitters that take the abuse and need replacement.

Most manufacturers of wireless systems are

offering everything from stronger built controls to around-the-clock troubleshooting tech support to fast turnaround on replacement parts.

It is such customer support that swayed Bronson to prefer the NBB Controls product line, which offers a variety of wireless control systems to accommodate most applications. Bronson Cranes has been in business for the last nine years, with 14 cranes in its fleet that range from self erectors to city cranes, all of which are equipped with remote controls and mostly feature the NBB line.

In addition to his fleet, Bronson also services 15 other cranes from the area. Recently, the company purchased two Potain HD-40 units that were equipped with the Hectronic

line. Bronson says he hasn't used this brand extensively, but the goal of the manufacturers has been to provide equipment that offers a limited learning curve.

"[They are] actually very fast [to learn], since the units are self-explanatory and often resemble the actual control box," says NBB Sales Manager Ralf Weiss. "So, if the customer decides to convert his crane to running wirelessly, he doesn't need to spend money or time to train his operator."

At the end of this year, FM Gru dealer Mega Cranes in Surrey, BC, will have approximately 70 tower cranes, all fully equipped with remote controls. Tower Crane Division Manager Nick Kuchak says that he can control all operations of his cranes with remote controls, including hoisting, trolleying, slewing and traveling on the rail. "It improves visibility and operators feel better when operating these from a spot that's further away," says Kuchak, who says the company uses the Autec Pro distributed remote controls.

However, some in the industry report that with some designs, it takes some time getting used to the panel. James Creamer,

day

sales manager at Custom Controls, says that some manual crane operators are smooth but have difficulties when using remote controls. He has watched end users' hands and can see the levers are not being used proportionally, oftentimes maneuvering the lever fully in one direction. Obviously they don't run the crane manually that way, so operators should know that the remote needs to be operated in the same manner as they would run the machine manually, he says.

Intuitive and easy

Jason Looman, CEO of HBC-radiomatic Inc., says transmitters today are incredibly intuitive and easy to use. The Cincinnati-based company manufactures radio remote controls for various applications, including overhead cranes, tower cranes, mobile cranes, transportation equipment and more.

Looman enjoys talking about the company's controllers and says joysticks are the future of radio controls. The company created its Z-axis joystick with the future generation of operators in mind – those raised on Playstations and other video game units. The company's joystick can control three movements at one time; two controllers can double that.

He is equally as pleased with the company's introduction of the Micron 6 series radio control. This allows the crane to send information to the transmitter which can be displayed on the remote control. The operator can view items such as the weight load, crane speed, wind speed, hoist selection, battery life and signal strength. This can read in either graph format or text.

Probably the most important developments in wireless control systems are not so visible to the user/operator, according to General Manager Jeff Allan and Regional Sales Manager Rob Brashear, of Wampfler Inc., which has a partnership distribution agreement for North America with the Autec SRL of Italy, a producer of safety remote control systems.

The Wampfler/Autec staff (including its Manager of Product Development Antonio Silvestri) contend the most important requirement for any machine control or command system is the capacity to perform safely. When remote controls hit the market, there was skepticism concerning the safety of the systems and interference in their operation due to "noise" at a construction site. But as the technology has evolved, manufacturers are now better able to address this concern.

"More evident to the operator/user involves developments which permit the exchange of information between the radio control and the machine by the use of bus systems, such as CAN," says Brashear. "This connection allows the dynamic exchange of data between the radio control and machine permitting rapid reconfiguration and diagnostics and feedback to the operator."

Another development in wireless systems has been advanced diagnostics, says Kelly Case, director of marketing for Control Chief. This technology has enabled facility maintenance personnel to easily access and troubleshoot remote-controlled crane equipment. She says the technology will allow maintenance monitoring in real time, which helps productivity and lessens the down-time on maintenance.

The company's newest product development is its Advantage Series with the LJ45 transmitter, a dual phase offering for upgrades. The first phase allows its customer base the ability to upgrade to the industrial lightweight joystick transmitter, which is designed to reduce operator fatigue. The five minute upgrade process entails a radio board change-out that



Raymote infrared remote control systems are designed to operate in any application desired to eliminate wires yet maintain safe, reliable remote operation via the infrared lights

converts the system to the 450-470 MHz radio band. The second phase incorporates new receiver technology that allows for field serviceability, two-way communication, and enhanced functionality.

One issue all the manufacturers have addressed is the "noise" interference from nearby transmissions. This has cautioned some crane manufacturers from widescale usage of remote controls. It's a valid concern: If the signal is bad, wouldn't that impact the transmitter's commands to the receiver? Many of the wireless system companies have different approaches to answer this question and ultimately deal with this issue.

"Wireless systems have to meet different specifications in order to obtain the FCC or IC licensing, one of them being how much electromagnetic interference affects their signal," says Custom Controls' Creamer. He continues to say that the technology has improved greatly. In the past, radios were at a fixed frequency and nothing could be done to avoid noise. He says that most systems today use frequency hopping technology that allows the unit to switch frequencies, some up to 50 times a second.

"This, in a practical way, fits the unit with a true 'anti-jamming' system," Creamer says, in regards to the technology that allows several receivers operating on the same frequency in the same area and not experience interference.



Earl Bronson operating a NBB model Nano 2S controller running a Comedil CBR-32 self erecting tower crane at the Star Mountain Construction job site in Park City, UT

Control Chief's systems are engineered to be "fail-to-safe" that commands an E-stop situation instead of allowing uncommanded control from the interference source. Additionally, the company has a line of infrared products that are not impacted by this noise.

All the noise

HBC has addressed the noise issue with its Radiomatic AFM (Automatic Frequency Management), which enlists 64 separate frequencies for each radio system. The transmitter and receiver check these frequencies every three seconds and if one of those 64 are occupied, it internally communicates to the other that that frequency is not available. Because the transmitter and receiver operate on one channel, if that channel receives interference from another source, the controls will switch to a free channel. Because this an internal dialogue between the transmitter and receiver, the operator does nothing.

Given easier controls to operate and less signal interference, all these trends in technology are creating a safer and more productive work environment. For one, the operator's visibility is enhanced, as he's not relying on a second party to communicate where he needs to move loads. Second, with a remote control that mimics the control panels in the cab, the familiarity will provide the operator confidence to control the crane how he needs to. With less frequencies interfering with the signals from the transmitter to the receiver, there is less down time with the crane shutting down because of noise.

Roughly 10 years ago, Europeans were at the head of the wireless systems market. North American users have been slower to embrace radio remote controls' usage and to get comfortable with the devices' capabilities and parameters. Today, stateside manufacturers are aggressively making strides in their development endeavors. Besides China, North America is the fastest growing market according to HBC's Looman. By offering a competitive product with new and expanding capabilities, it's a good thing the country is making pace. 

With very little effort, crane owning companies looking to update the Load Moment Indicator and other operational aid systems on their equipment can do so without stealing major production time, whether an OEM installation or retrofit. The end result can be an upgraded system that is long-lasting and that can increase jobsite productivity and safety.

Computerized operational aids are staples on new cranes, enhancing productivity and safety on many levels with the ability to monitor load capacities safely and accurately, and to monitor the cranes' operating system. Indications on these devices consist of warning and/or monitoring types. The warning typically consists of an audible and visual alert, while the monitoring will communicate when a crane has reached or is near its capacity limit, with readings of the load or angle, radius, as well as length or load moment.

The latest trends in this industry have customers turning towards advanced technologies, such as CAN-based systems with engine, transmission and event recording features. All these features allow the system to manage data for the entire machine.

Manufacturers of crane operational aids contend their respective systems are easy to install and that they are user friendly as well. Wayne Mitchell, managing director of 3B6, says user training requires very little time. The company offers turnkey solutions for OEMs, with a complete components range, including CAN BUS sensors, sized dashboards and control panels and more.

"We focus on user friendly operation," he says. "The system informs the operator of the condition of the machine, as well as self-diagnostics." For system upgrades, software is easily the typical solution, which can accommodate the older products, as well as the newer systems.

"I will indicate 3B6 can provide a complete in-cab solution to any OEM," he says. The company's View Tech system features a load limiter, a movements speed modulation, boom section extension sequence, load table management, and an area limitation reading on a color display. This system can be used on

The Cranesmart Load, Angle and A2B are all wireless and self calibrating



In the operation
of a crane, the
more information available
to the operator, the better.

John Wyatt reports

Necessary

mobile cranes and reach stackers.

The installation process varies between OEMs and retrofits. For the former, the process is typically a two to three day project. For retrofits, the upgrade can be done in less than half a day. Furthermore, end users for the most part, can install the systems themselves.

"Ninety-eight percent of our systems are installed by the end user," says Jeff Crane, vice president with Cranesmart Systems Inc. "Engineering crane safety instrumentation to be simple for the end user also accomplishes robustness in the tough work environments."

The company is a specialty manufacturer of load monitors, anti two-block systems, LMIs, wind speed indicators and boom angle indicator systems for all cranes and other winch line applications. The company says that more than 26,000 systems are in use globally.

Once installed, getting the end user up and running is easy. Most systems have a start-up screen that walks the operator through the operations process.

"An LMI display should be kept simple to ensure the status of the load on the hook can be recognized with a glance," says Crane. He warns first-time users and those unfamiliar with its systems to pay attention to the alarms provided at the panel. "Too often operators ignore [those] and sometimes unplug operator aids."

A known force in development of operational aids is Hirschmann Automation and Control

The 3B6 View Tech system features a load limiter, a movements speed modulation, boom section extension sequence, load table management and an area limitation reading on a color display



The Hirschmann Maestro includes a new console, central unit and pressure transducers, with many of the existing sensors and components incorporated into the new system

Inc. (no longer known as PAT in the market), which according to Marketing Manager Gary Peck, has a long history in the crane market working with OEM and retrofit customers. Hirschmann offers an extensive line that includes the PRS 80 EZ, a design that allows for monitoring single or multiple sensor inputs including combinations of load, anti-two block, boom angle and wind speed. The inputs are shown on a large, backlit, graphic display, which is capable of showing up to seven sensors at one time.

Most recently, the company has developed a newer system called Hirschmann Maestro, which is a LMI upgrade system. The company has been installing LMI systems since the late-

1980s, and for those older models that need an upgrade, the Maestro provides a solution for those older systems that need parts or repair. The system includes a new console, central unit and pressure transducers, with many of the existing sensors and components incorporated into the new system. The company says the biggest advantage of the product is that it does not require re-calibration because of the existing software.

"The wireless out-of-the-box systems can be installed in an hour to three hours and depends on how many sensors are being put on," says Peck regarding the retrofit installation. "The hard wired systems require more installation and set up time; a couple hours to a day."

With 20 dealers in North and South America, Hirschmann's reach is large-scale. Most locations offer training schools in their territory for crane end-users on topics such as maintenance, troubleshooting and system operation.

act

Handheld devices popular with drivers, on jobsites

Transport Systems and Products Inc. (TSP) can assemble various applications that resolve construction jobsite issues or truck driver roadway problems in a small hand-held device. The PocketPC is an all-in-one device that is simple to operate and features an intuitive design.

Using a touch screen interface, pictures are used to represent functions. The pocket sized, multi-use device serves as a communication (i.e., phone, e-mail and reporting), navigation and tracking system. Using the PortNexus system, TSP is able to allow the device to take credit cards, read barcodes, and read and write to RFID tags.

"It has the ability to become a language interpreter and even give you eyes ahead on the road to see what is up ahead of you a mile or so as you are driving in real time," says Michael La Scala, TSP's vice president of sales and marketing.

The system comes with ProvelT, a feature that helps document and report damaged goods for insurance collecting. In addition, it also records time, date and location. The product was designed so an operator can carry one device that gives him or her full intelligent navigation, communication, documentation and function. For example, if a driver carries a load that is not permissible on certain roadways, the device can automatically re-route him. If a traffic issue arises, it will re-route the driver to an alternate path automatically.

The PocketPC is an operator aid that can anticipate and solve navigation problems



gadgetry



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Siemens Power Generation is establishing a wind farm that will feature among the largest land turbines in operation in the US. The Port of

Longview in Washington state has offloaded the turbines in a systematic fashion. **ACT reports**

Ship-shape project

The Port of Longview entered into its first all-inclusive wind energy contract last year with Siemens Power Generation. The contract involves the offloading of wind towers and turbines for several Northwest wind farms that will be developed in 2007.

In mid March, the vessel *BBC India* arrived at the port's Berth 8 dock to deliver turbine components for the Klondike III Wind Farm owned by PPM Energy in Sherman County, OR. Shipments received earlier in the year from Pohang, Korea included the tower sections for the Klondike project.

The *BBC India* shipment contained turbine components for 22 of the 44, 2.3 megawatt

turbines that will be erected on the Klondike farm. A second shipment was set to deliver the remaining 22 turbines to the port in April.

Turbine components for the Klondike farm were manufactured by Siemens in Denmark and include blades, nacelles, hubs, spinners, power units and containers of assembly hardware. The longest component is the blade, at 148 feet, and the heaviest is the nacelle, at 87 tons.

Offloading and moving the turbine blades across the dock required innovation on the part of the port and Siemens. Based on drawings supplied by Siemens, the Port of Longview custom built a transporter and dolly system for moving the turbines.



A custom-built transporter and dolly system is used to transport wind turbine blades from the Port of Longview's dock to a temporary storage yard



A wind turbine generator is hoisted from a vessel and placed on the Port of Longview's dock. This cargo is destined for the Klondike III Wind Farm in Sherman County, OR



"Siemens is excited to be working with the Port of Longview," says Clare Bertel, wind transportation coordinator for Siemens. "We recognize and value professionalism, experience and technical expertise, all present at the Port of Longview, and look forward to a successful partnership."

In late March, a trucking company hired by Siemens, picked up the towers and turbine components from the port's storage yard and delivered them to the Klondike III Wind Farm construction site. According to Siemens, 15 trucks were needed to transport one complete turbine. The port planned to load towers

and turbine components onto trucks at the rate of 15 per day, six days a week.

To accommodate Siemens' business, as well as other customers' wind energy cargo, the port secured an additional nine acres of storage yard, made infrastructure improvements and purchased new Hyster forklifts. A Kalmar reach stacker, purchased by the port in 2005, has been used extensively to load tower and turbine components. The port's 2007 capital improvement budget also includes the potential purchase of a new mobile harbor crane.

According to port officials, the increase in wind energy cargo shipments can be attributed to Congressional approval of the Production Tax Credit (PTC) through December 2008. Also, I-937, approved by voters in Washington state, has contributed to increased wind energy cargo shipments through the port. The new Washington law requires utility companies to obtain 15% of their power from renewable energy sources by 2020.

The port's contract with Siemens for 2007 also includes tower and turbine components for the White Creek Wind Project in Klickitat County, WA. This project consists of 89, 2.3 megawatt wind turbines. Ships loaded with the towers for this project began arriving at the port in April 2007, with the turbines scheduled to begin delivering in May.



Wind turbine blades are offloaded from a vessel at the Port of Longview



The Port of Longview's Kalmar reach stacker is used to load wind tower sections onto specialized trailers



Photos courtesy of Port of Longview

Precisely engineered

The construction of an elevated automated people mover (APM) at the Atlanta Hartsfield-Jackson Airport requires the precision hauling and placement of 104 concrete girders. Working together, the concrete fabricator, heavy haul contractor and trailer manufacturer devised a precision solution. **ACT reports**

When completed, the automated people mover (APM) system at the Hartsfield-Jackson Atlanta International Airport will transport airport passengers from the main terminals to a new car rental facility and parking lots about 1.5 miles away. Archer Western, a division of The Walsh Group, designed, engineered and is constructing the new system that will run on two parallel tracks and will offer passengers a 10 minute round-trip.

The \$130 million design-build contract is slated for completion in 2009, with work well underway as contractors fabricate, cure, haul and place the elevated concrete girders that comprise the system. For the heaviest of the 104 concrete tub girders that will make up the elevated track of the APM, Starrette Trucking contracted with ERMCo to design a nine-axle trailer and dolly system for precision hauling.

"We have been working with Starrette for many years, building

their bridge-hauling trailers," said Paul Gill, mechanical designer at Elk River Machine Company (ERMC), based in Elk River, MN. "They have bought our five- and six-axle steerable as well as some of our three-axes. For the APM job at the airport, they needed a nine-axle to haul the heaviest girders."

Starrette, based in Augusta, GA, has hauled bridge and concrete beams for DOT projects throughout the Southeast, and has been a mainstay at the Atlanta airport for several years hauling concrete beams for the construction of the new runway and related construction. When the company secured the contract for the people mover project, it knew that a specialized dolly and trailer system was needed to haul the heavy tub girders.

The girders vary from 40 to 140 feet in length and widths range from 12 to 16 feet. They weigh from 40 to just over 100 tons. In looking at the specs, Gill says he worked with the Georgia DOT, at first trying to get approval to be able to haul the girders on two six-axle trailers, using a double lane approach.

Concrete tub girders are hauled from the concrete fabrication plant to the construction site at Atlanta Hartsfield-Jackson Airport using a specially built ERMCo nine-axle trailer and dolly system designed for hauling the girders

"But the bridges that needed to be crossed would not allow for some of those weights," says Gill. "We would need to spread out the weight on nine axles. This was our first ever nine-axle."

Load and go

To assure that the new trailer would be versatile enough to use for other jobs, it was designed so that it can be reassembled into one six-axle and one three-axle trailer.

"We bought the big rig for the tub girders at the airport," says Larry McKenzie, project manager with Starrette Trucking. "We can also use this equipment to haul a Florida U beam from Savannah, GA to Orlando, FL, with the rigs grossing out to 348,000 pounds. The intent was to use it for these larger jobs and then if we weren't pulling the big beams we could



The 104 girders vary from 40 to 140 feet in length with widths ranging from 12 to 16 feet. They weigh from 40 to just over 100 tons



The ERM nine-axle Hydra-Steer trailer with dual steering enhances the load and go skid steer method with new single frame steering capability. The steering improves the versatility during extremely heavy loads and back hauling

the axles, leveling them out from the back to the center to the front. McKenzie said they bought their first ERM trailer back in the mid 1980s, and some are still in service.

Fabricated in Atlanta, each

girder on the APM is different, custom poured as a specific piece of the puzzle that will form the elevated track. Working closely with the engineering group, Gill and his team designed the Hydra-Steer so that securement for each girder would be simple and safe.

"We worked with all the dimensions and the concrete company was able to case sleeves in the product so that every piece is pre-designed for the trailer with cast plates for drop-in I-bolts that

line up with the trailer," explains Gill. "It is really quite impressive if you look close at the flanges and the way the widths change the center of gravity is different with each piece. They pre-mark them so that when we set it on the trailer the center of gravity is correct, some will sit off-center but they are always level."

McKenzie said they also attach chains to the I-bolts for extra securement.

The hauling part of the job should be complete by mid summer, with about 75% completed in late April. They generally pick up two to four girders a day, depending on weather, traffic and the like. "We have done four in a day, that was a good day," he says. "A good day is three and a mediocre day is two. It all depends on the product being ready and other variables."

The tub girders have to dry and cure for a certain amount of time before being moved.

At the concrete plant, the girders are loaded on the trucks using a gantry type concrete loading crane. At the airport construction site, two Manitowoc Model 999 crawlers lift the girders off the trailers and place them. **ACI**

The automated people mover (APM) system at the Hartsfield-Jackson Atlanta International Airport will transport airport passengers from the main terminals to a new car rental facility and parking lots about 1.5 miles away. Archer Western, a division of The Walsh Group, designed, engineered and is constructing the new system



dismantle it. It's got the versatility we need."

The new nine-axle Hydra-Steer trailer features dual steering and enhances ERM's proven "load and go" skid steer method with new single-frame steering capability. The new steering improves the versatility during extremely heavy loads and back hauling. The hydraulic load equalizing frame maintains proper axle loads during travel. Spreads on this trailer are 16 feet with five-foot axle spacing.

Plus, McKenzie praises the Hydra-Steer's hydraulic accumulator that helps equalize





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Renting our highways

The privatization or leasing of roads into private hands has been the unfortunate trend some states and provinces fall back on for fast money

SC&RA began nearly 60 years ago as a national division of the American Trucking Associations (ATA). Although the current nature of our respective associations requires us to focus our energies on many different priorities, we often find ourselves working toward the same goal.

That clearly is the case with our strong mutual opposition to the privatization or leasing of roads, bridges or tunnels. Increasingly, states facing budget crises look to their highways as a potential source of quick cash.

About a third of the states are considering putting toll roads and other assets into private hands to help pay down debt and free money for other needs. The trend started two years ago, when Chicago Mayor Richard M. Daley (D) pushed through a 99-year lease of Chicago's 8-mile Skyway to Australia's Macquarie Infrastructure Group for over \$1.8 billion.

The most recent example is New Jersey, which plans to decide in May whether to put the New Jersey Turnpike and Garden State Parkway into private hands. The state could gain about \$15 billion by leasing them for 75 years to a private company or consortium.

But the road can get bumpy, both figuratively and literally, once private enterprise gains control of these highways. Earlier this year, peak tolls for combination trucks on Highway 407 in Toronto, Canada increased about 4 cents Canadian per kilometer, to about 53 cents, which is about 75 cents US per mile. The province of Ontario leases this road to a syndicate composed of Macquarie and Spain's Cintra.

Will these additional funds go back into the highway or into the consortium's coffers? Remember, these are profit-oriented enterprises, not charitable foundations.

Last June, Indiana leased the Indiana Toll Road for 75 years to this same foreign consortium for \$3.85 billion. During a congressional hearing, Oregon Representative Peter DeFazio (D) challenged the decision of Indiana Governor Mitch Daniels (R) to lease the road. "So you're saying that there's no political will to raise the tolls, but if you enter

into a binding contract which gives a private entity the right to infinitely raise tolls, then that'll happen – but politically you couldn't say we're going out and raise the tolls," said Defazio. "Are we outsourcing political will to a private entity here?"

Apparently, many Indianans were asking similar questions. During last year's federal races in November, the state's congressional delegation swung from seven Republicans and two Democrats to five Democrats and four Republicans. Political analysts, including NBC's Tim Russert, said Republicans were "weighed down" by the leasing of the toll road.

SC&RA will continue to monitor this issue and keep members apprised of significant developments. The Association also supports ATA's privatization policy, which includes recommendations to: restrict the use of revenues generated by the sale of the lease to un-tolled highway projects; set toll rates that only cover costs related to the toll facility plus a reasonable return on investment; provide adequate facilities for the trucking industry; rebate state fuel taxes paid by facility users; apply constraints on private operators' ability to impose fees and restrictions on vehicles; establish a "sinking fund" for continued maintenance and operation; prevent clauses that restrict improvements to competing roads; require open road tolling and make the technology compatible with that used on other Interstate toll roads; and create performance specifications that ensure operations and maintenance that guarantee safety and provide for acceptable traffic flows.

We also agree with ATA that any privatization agreement should create an oversight group with representation from major stakeholders, including the trucking industry.

Joel Dandrea, executive vice president

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The SC&RA
Annual
Conference saw

hundreds of attendees,
plenty of culture, top-
notch seminars and the
election of a new board.

Terry White reports

RIGHT: Balloons emblazoned with the logos of the event sponsors add a festive touch to the President's Reception at The Westin La Cantera's Plaza San Saba

Remember the Alamo



BELOW: The day after appearing as the opening session speaker, Doug Keeley entertains and enlightens a receptive audience with a follow-up session, *The 12 Notes of Music: Limited Tools, Unlimited Potential*



Situated on a scenic hilltop in San Antonio, TX, The Westin La Cantera was a fitting locale for an SC&RA Annual Conference designed to elevate to an even higher level the spirits of more than 550 registered attendees. Adding an international flavor to this year's conference were 43 attendees from 10 nations outside the United States – Aruba, Canada, England, France, Germany,

Japan, Luxembourg, Mexico, Nigeria and Puerto Rico.

The five-day program, April 10-14, featured seven stellar educational sessions; 56 Products Fair exhibits; more than two dozen board, committee, task force and membership meetings; Rigging and Hauling Job of the Year presentations; and the Awards & Recognition Dinner to acknowledge outstanding achievements by individuals and

Jay Larson prepares to reward an active educational session participant with a fish as he explains The Four Principles of the FISH! Philosophy@

companies.

As always, the Annual Conference was a time for attendees to build both personal and professional relationships. Networking continued outside the meeting rooms during the

From left, Rigging Job of the Year Judging Committee Chair George Bragg, Bragg Crane Service, Long Beach, CA presents awards to Jeff Telman, Barnhart, Daphne, AL; Terry Emmert; Emmert International, Clackamas, OR; and Earl Johnson, Jr., Southern Industrial Constructors, Raleigh, NC; as SC&RA President Doug Williams, Bucker Heavy Lift Cranes, Graham, NC, looks on



Attendees gather at more than 50 booths throughout the three hours of the Products Fair



From left, Bruce Price, Price Transportation Services, San Juan, Puerto Rico; John Santiago Rivera, George Young Installations P.R. Corp, Humaco, Puerto Rico; and Brian Wagner, Lift Systems, Inc., Moline, IL, compare notes during the International Members Reception

many social and recreational events, including:

- The golf tournament at the Resort Course, home to the PGA Tour's Valero Texas Open
- The traditional round robin-mixed doubles tennis tournament
- The one-and-a-half mile/ three mile fun run/walk to benefit the National Commission for the Certification of Crane Operators
- The tour of Spanish missions, including San Antonio de Valero (the Alamo), San Jose and Concepcion
- An elegant barn party benefiting the SC&R Foundation, featuring a dinner/dance, casino and plenty of chances to win valuable prizes
- A shuttle to San Antonio's

During the SC&RA Annual Conference, John Ward, All States Freight Systems, Twinsburg, Ohio, was elected as the Association's president. Joining Ward as officers for the 2007-2008 term are:

- **Chairman:** Doug Williams, Buckner Heavy Lift Cranes, Graham, NC
- **Vice president:** Randall Goddard, Atlas Industrial Contractors, Ltd., Columbus, OH
- **Treasurer:** James Vitez, KMX International, Hamburg, PA
- **Assistant treasurer:** Paul LeFebvre, LeFebvre & Sons, Inc., Elk River, MN

Also joining the Board are four newly elected Group chairs:

- **Allied Industries Group:** Larry Bryce, Manitowoc Crane Group, Manitowoc, WI
- **Crane & Rigging Group:** Scott Bragg, Bragg Crane Service, Long Beach, CA
- **Transportation Group:** James Reusch, Rushco Services, Inc., Shrewsbury, MA
- **Ladies Group:** Marcia Snyder, Link-Belt Construction Equipment Company, Lexington, KY

With the exception of the Board members and the Treasurer, all newly-elected officers will serve one-year terms that will expire at the Association's 2008 Annual Conference, to be held at the Hyatt Regency at Coconut Point, Bonita Springs, FL.

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

- Randy Goddard, Atlas Industrial Contractors, Columbus, OH
- Kevin Johnston, J&R Engineering Co., Inc., Mukawonago, WI
- Chris Koenig, Midwest Specialized Transportation, Rochester, MN
- Paul LeFebvre, LeFebvre & Sons, Elk River, MN
- Ron Montgomery, Intermountain Rigging & Heavy Haul, Salt Lake City UT
- Ingo Schiller, Liebherr Cranes, Houston, TX

famed Riverwalk
 ➤ International Members, First-timers and President's Receptions
 "When it comes time to make

purchasing decisions, we encourage attendees to consider the companies that sponsored the various special events," said SC&RA executive



Doug Williams (left), Buckner Heavy Lift Cranes, ends his term as president upon handing over the gavel to John Ward, All States Freight Systems

vice president Joel Dandrea. "Without the generous support of our sponsors, many of these events would not be possible." Dandrea also noted that SC&RA already is rising to the challenge of making an even stronger impact with the 2008 Annual Conference, April 15-19, Hyatt Regency at Coconut Point, Bonita Springs, FL. **act**



From left, Hauling Job of the Year Judging Committee Chair Al Koenig, Midwest Specialized Transportation, Inc., Rochester, MN, accepts the award for Crane Rental Corp., Orlando, FL. He also presented awards to Bill Kimball, Barnhart, and John Vaughn, Edwards Moving & Rigging. SC&RA President Doug Williams offers congratulations

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Construction site safety generates a lot of talk.

How do you give the words legs? **Tim Hillegonds** reports

Say it again, Sam

“Better a thousand times careful than once dead.”

Ancient proverb

Sayings like the one quoted above jump off the pages of safety literature and construction publications all over the world. In fact, one web site I visited while researching this article had well over 100 sayings geared at drilling the idea of safety into our collectively thick skulls. But do adages like “anger is one letter away from danger,” and “an ounce of prevention is worth a pound of cure,” do anything more than add to the already misrepresented view of the safety professional?

The truth is...I don't know.

I have never been to safety school and I don't have a collection of orange cones back at my condo, but I have seen my fair share of bloodstains in the dirt and trenches without shoring. I have seen upside down cranes and ruptured gas mains and had a conversation with a guy who survived a power line contact. I have been on job sites where safety took a back seat to things like deadlines and bottom line cost, and I have cracked my skull while not wearing my hard hat. So rather than a traditional classroom education, which I by no means am attempting to undermine, I would say that my education, in large part, has been through the more traditional “school of hard knocks.”

Construction site safety is one of those things that is often talked about but seldom truly understood. In fact, in the early years of construction it was so misunderstood that the safety of the workers, or the lack thereof, was actually built into the job estimate.

It was common practice for accidents to claim one life for each two floors of a building, or for each million dollars of general construction performed, or for each half mile of tunnel construction. In the old days, the days where crane operators still operated by the seat of their pants and the “no blood, no foul” mindset still prevailed, accident prevention was really more accident reaction. Accidents on the job were just part of the process.

But as time went on and dying on the job became less and less appealing to the average construction worker, mindsets changed and things like safety management and moral obligations to keep a safe working environment began to take a more emphatic

role. Managers and executives began to see that the cost of safety management far outweighed the cost of not having safety management. To put it in perspective, take this as an example: Somewhere in the nation, during the five minutes it takes for you to present a safety meeting, one person will be killed by accident and 220 will suffer an accidental disabling injury. Hardly something to be taken lightly.

Owner responsibility

But scare tactics aside, what does it mean to you, the busy, ambitious, that's-why-I-hired-a-safety-guy, business owner?

To answer this question I did what any good insurance professional would do and transferred the risk to the appropriate party. Bill Smith, vice president of NBIS Risk Services, looks at it this way: “How many people truly believe in the posters that are hanging at most jobsites? ‘Safety is #1,’ or ‘Safety is our top priority’ or ‘Safety is our goal.’ In my years of safety and training, I have found that many companies say the words but don't back it up with actions. Simply put, it's a matter of ‘dollars and cents’ instead of ‘dollars and sense.’”

Smith points to three factors that drive safety. He says, “I use the analogy of a three-legged stool. Each leg has an impact on the stool being able to stand. Companies are driven to manage their safety programs by each leg of this stool.”

Smith explains that the first leg has the title of “regulatory compliance,” also known as OSHA. The second leg is “insurance premiums and risk taking (deductibles),” and the third leg is the “tort system and civil liabilities (lawsuits).” Each of the legs has an impact on the companies' economic growth and well being. He says that the sad part is that all of these legs

come into play after the company has a bad accident. It sometimes falls into the old cliché “pay me now or pay me later.” If a company devotes realistic resources to a safety management program, and “lives by the rules” they would be in a much better position even



While OSHA and other safety posters are effective means of communication, developing a risk management program requires more than clever safety adages



TIMOTHY J. HILLEGONDS is the senior claims investigator for NBIS Construction & Transport Underwriters, Inc. He is the lead coordinator of the "Shockloss Claim Investigation Process" developed by Kevin Cunningham and the SC&RA Insurance & Risk Management Committee.



after an accident occurs.

"We all know that they do occur and we must try to keep them to a minimum," he says.

Smith raises a good point because safety is like a stool. When all three legs are working together the stool is stable and doesn't fall but when one of the legs is wobbly, either from lack of proper maintenance or even blatant neglect, the stool can fall. But what if there was a fourth leg, another piece to the overall picture that could bolster it even more?

"There could be an addition leg on this stool, what I would call 'moral obligation,'" Smith says. "Many times, this leg of the stool isn't as long and solid as the others and, perhaps, doesn't reach the ground all together. It gets blurred by the economic pressure to profit as a company."

Smith continues: "The safety manager of your company is always challenged by the operations side of the company. Usually, the first corner to be cut in an operation to save

time and money is the safety corner. In many cases, but not all, doing it quicker means doing it with a smaller safety margin. Trying to get managers to understand that 'Safety pays it doesn't cost' is a difficult task because the tangibles are not easily identified and apparent."

Safety struggle

It is hard to document when an employee, because of the company training they received, prevented an accident from taking place that would have occurred without the training, Smith says. "Therein lies the problem that challenges all companies. How much time and resources do I spend on safety management?" he says. "I think the answer is complicated yet simplistic. Look at your history of claims first; you know where you need help and what needs attention. Devote the resources and fix the problems whether it's equipment maintenance, safety rules and policies, further training of employees, or having managers that

won't enforce the established rules. You need to make a change to make a difference."

Remember if you do nothing different to affect a change, change will not occur, Smith says. "Above all I believe that if you want a safe workplace and you want to avoid the complications that come with any of the legs of the stool, you have to think of your employees working for you as if they were your own family members and not allow them to be put in, or place themselves in, a dangerous situation," he says. "Think about how hard it would be to explain a fatality or serious injury to the rest of your family and keep this thought every time you look at your business practices and the potential of putting your employees in harm's way. Maybe the three legged stool will end up being a four legged stool after all and become even more stable."

Safety is an ongoing struggle but it is one that has a clear and concise purpose: To send employees home in the same condition that they showed up for work. We can manage unforeseen events by studying history and paying attention to the signs that are all around us. And maybe, just maybe we can even learn things from corny sayings. After all, it's like they say, "Never check a gas tank with a lighted flare."

act

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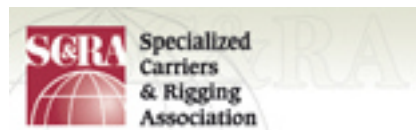
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For its specialized and heavy hauling business, Crane Rental Corp. is adding 12 lines of Goldhofer THP trailers and six lines of Goldhofer self-propelled PST, bringing its Goldhofer fleet to a total of 42 lines.





Highlights

➔ The Crane Rental Association of Canada Annual Conference will be held June 6-10 at the Fairmont Le Manoir Richelieu, in La Malbaie, Quebec. Celebrating the 10th anniversary of the event, the meeting features seminars, membership meetings, presentations and keynote speaker Dr. Louis Francescutti. For more information, call (866) 921-2722.

➔ More than 3,600 asphalt, highway maintenance and traffic safety industry professionals attended World of Asphalt in March at the Georgia International Convention Center. Some 222 exhibitors used more than 67,000 net square feet of exhibit space to display the latest equipment, technologies, products and services. International attendees came from more than 50 countries and represented 14 percent of total attendance.

➔ The Association of Equipment Manufacturers (AEM) celebrates 10 years operating in Beijing. The organization's endeavor has been to promote industry relationships and trade for the benefit of the Chinese, US and global construction equipment marketplace. Its function has been to serve as a resource for the most current in equipment technology, safety and training, standards development assistance and market statistics gathering.

➔ To help companies prepare for ConExpo-CON/AGG and IFPE 2008 a pre-show exhibitor education meeting is set for May 16-17 at the Las Vegas Hilton Hotel. The meeting is free to all show exhibitors but registration is required. The gathering will feature educational presentations, break-out sessions and roundtable discussions. For those who cannot attend, show management will broadcast an online live-cast feed of meetings contents. The triennial show will be held March 11-15, 2008 at the Las Vegas Convention Center. Full details are available online at www.conexpoconagg.com or www.ifpe.com.

Hardin promoted to VP CraneCare Americas



David Hardin has been named vice president of ManitowocCraneCare for the Americas. In this new role, Hardin will provide planning, direction and management for all the company's CraneCare teams in North and South America. This includes developing the parts and service operations, rapid response teams, and contact centers. He will oversee training and technical support efforts for the Americas. For the last year, Hardin has worked from the CraneCare remanufacturing facility in Bauxite, AK, where he oversaw lattice and mobile hydraulic crane rebuilds, component repair, reconditioning programs and exchange activities. In his new position, he reports to executive vice president of ManitowocCraneCare Larry Weyers and will be relocating to the company's facility in Shady Grove, PA.

New appointments at Link-Belt

Link-Belt announces two personnel changes. Kelly Fiechter (pictured left) was reassigned from the lattice crane group to product specialist, telescopic cranes. He will report to Rick Curnutte, product manager for telescopic cranes. Fiechter, who joined the company in April 2000, spent six years in the



2007

AEM Marketing Seminar
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AEM Marketing Seminar
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Commercial Construction Show
May 15-17, 2007
Rosemont, IL

ConExpo-CON/AGG and IFPE 2008 Pre-show Exhibitor Meeting
May 16-17
Las Vegas, NV

Crane Rental Association of Canada's Annual Conference and General Meeting
June 6-10, 2007
La Malbaie, Quebec.



SC&RA Crane & Rigging Workshop

September 20-22, 2007
Kansas City, MO

ICUEE (International Construction Utility Equipment Expo)
October 16-18, 2007
Louisville, KY

In Memorial: Eric Henderson

Coast Crane of Utah's General Manager Eric Henderson died in early March. A member of the Giuffre Bros. Cranes management team,



Henderson was a capable business operator who was highly respected, trusted and well-liked by customers and staff. He is survived by his wife, Raquel, and their four children.

"He always went the extra mile for customers," said Valerie Randall, who worked with Eric at Coast Crane for five years. "Any problem they had was as big a deal to him as it was to them."

lattice crane group.

Scott Knight (pictured right) was named market specialist, lattice cranes, and now reports to Pat Collins, senior product manager for lattice cranes. A



graduate of Eastern Kentucky University, Knight's background includes management and sales with a strong working knowledge of construction equipment.



International diary

2007 SED 2007

May 22-24, 2007
Corby, Northants, England

ConExpo Asia
December 4-7, 2007
Guangzhou, China

In Memorial: Patrick Hoggatt

Patrick Hoggatt, who served the construction equipment industry for more than 25 years, died in March of complications from his long struggle with juvenile diabetes and kidney disease. Working in equipment sales and management, he held positions with Link-Belt, Balderson, Rammer, Indeco and Breaker Technologies.

Hoggatt is survived by his wife of 33 years Karol Hoggatt and their three children Timothy, Kristin and Andrew. Hoggatt was a cherished father and family member and a devoted friend and colleague who will be deeply missed.

LIFTING & MOVING THE WORLD

HISTORY BOOK COMMEMORATING THE 60TH ANNIVERSARY OF THE SC&RA

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In commemoration and celebration of the 60th anniversary of the Specialized Carriers and Rigging Association, the SC&RA in partnership with KHL Group, will publish a hardcover history book that will debut at Con-Expo 2008. A first for the industry, the coffee table style book will feature a riveting account of the history of the SC&RA and will chronicle the major milestones in the modern history of the crane, rigging and specialized transportation industries. SC&RA member companies will be an integral part of this history book, and will be contacted regarding the roles they played – and continue to play – in this vibrant industry. Member companies will be encouraged to submit photographs and text relevant to the significant historical events in which they made a mark.



DISTRIBUTION

With a shelf life that will span generations, the SC&RA's 60th anniversary history book will enjoy worldwide distribution through a myriad of channels – including industry trade shows, conventional retail book stores and SC&RA events. The publisher plans an inaugural, first-edition print run of 5,000 copies, with 75 percent pre-sold before printing.

MEMBER PROFILES

Due to the enormity of this project, SC&RA members are invited to participate in this book through an underwriting campaign. In a special section titled "Profiles of Progress," SC&RA member companies have the opportunity to be showcased through profile articles chronicling the history of their companies. Profile articles will be written by our commissioned professional history writers who will work individually with underwriter companies to ensure the profile pages are perfect – from concept to delivery.

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(Please check one box only)

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- 3 ☐ Specialized transportation
- 4 ☐ Dockside/Offshore
- 5 ☐ Utility
- 6 ☐ Manufacturer of lifting and transport equipment
- 7 ☐ Other industry
- 8 ☐ Distributor
- 9 ☐ Other (please state) _____

What type of equipment/products/services do you purchase, specify, use or sell?

(Please check applicable boxes)

- ☐ Mobile cranes
- ☐ Truck cranes
- ☐ Crawler cranes
- ☐ Tower cranes
- ☐ Boom trucks/Loader cranes
- ☐ Rigger trucks
- ☐ Hydraulic gantries
- ☐ Dockside/Offshore cranes
- ☐ Specialized transport
- ☐ Telehandlers
- ☐ Safety/Training
- ☐ Rigging hardware
- ☐ Components

- ☐ None of the above
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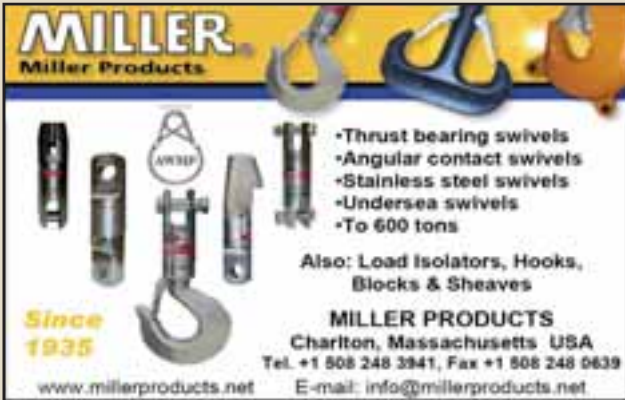
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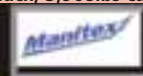
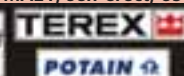
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