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The magazine for the crane, lifting and transport industry

May 2008  
Volume 4 Issue 4

# AMERICAN Cranes & Transport

A KHL Group Publication

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





# National Crane: Lift more, reach higher

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# Safety scrutiny

**H**ow soon will it be before crane operator certification is required in all states? That's a question no one seems to be able to answer but that everyone says is inevitable. Thus far, 15 states and six cities have licensing requirements for crane operators. This month in *ACT* we take an in-depth look at the current "national dialogue" regarding crane safety and training. I interviewed several crane safety experts on the subject and all agree that while the industry is more engaged in safety than ever before, it's still not enough. Unfortunately, the discussion about operator certification and jobsite safety only becomes a matter of large-scale concern after large-scale accidents. The SC&RA, NCCCO and the myriad of safety and training schools across North America are doing their part to make crane operation safer. Are you doing yours?

This year we started back our Regional Reports, and it's interesting each month to hear what crane and transport professionals are saying about the economy in their regions. This month John Wyatt reports on businesses in the Northern region, and despite a cold, hard winter, these companies are surprisingly upbeat. The homebuilding crunch hasn't affected these areas and fuel price hikes haven't slowed these businesses down. Don't miss the Regional Report on the North on page 17.

2008 may be known as a year for trailer innovation. Goldhofer's new Mega PST and Scheuerle's new WideCombi are just two of the latest trailer designs now available in the US. In our annual Trailer Trends article, special correspondent Gino Koster presents an overview of seven new trailers introduced in the last few months. See page 33.

They said it couldn't be done, but LJ Crane & Rigging proved them wrong. LJ figured out a way to get its Manitowoc 2250 into Fenway Park in Boston in order to do some heavy lifting work required for refurbishing of the 96-year-old ball park. In our site report on page 44, learn how the crane's components were eased through the park's famed "Big Monster." It's a great story and a great feat for LJ Crane and the Boston Red Sox.

Also in this issue, Terry White offers a preview of next month's Specialized Transportation Symposium in Cincinnati on page 50.

And finally, don't forget about our annual **act50** listing of the largest crane owning companies in North America. We sent out letters and data sheets back in April. If you didn't get one, send me an email and I'll get one out to you. Don't neglect to be a part of this annual listing.

### D. ANN SLAYTON SHIFFLER

#### Editor

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**LJ Crane & Rigging's Manitowoc 2250 assists in the renovation of Fenway Park. Photo courtesy of Artinium Design; Photo by Bill Durvin**

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## highlights

➔ **Texada Software Inc.** has sold its [www.systematic.com](http://www.systematic.com) HRL to a non-competing company and consolidated its Internet information at [www.texadasoftware.com](http://www.texadasoftware.com). "One of the legacy issues that made little sense to me upon recently becoming CEO was to have our company incur the confusion and expense of operating two separately named websites," said Nigel Miller, president and CEO of Texada.

➔ Legislation introduced in the parliament of Ontario, Canada, would mandate the activation of speed limiters on heavy trucks that operate into, out of and within the province, at a maximum speed of no more than 105 kilometers per hour (65.2 mph). The Ontario Trucking Association (OTA), called the legislation "a significant step forward for highway safety and for reducing greenhouse gas emissions." The activation of speed limiters has been mandated in the European Union for more than a decade and, according to OTA, at least half of the trucks currently operating on Ontario's highways have activated their speed limiters.

➔ The American Trucking Associations (ATA) is urging the federal government to help bring down the price of diesel fuel and to alleviate trucking companies' hardships. It suggests such steps as releasing oil from the Strategic Petroleum Reserve; establishing a national diesel fuel standard; working with attorney generals; requiring speed limiters and more. "The signs are troubling. We are concerned about fuel's direct impact on our industry and also its effects on the nation's economy," said ATA President and CEO Bill Graves.

# Crane Rental makes inaugural lift with Model 18000

Crane Rental Corp. recently completed the inaugural lift with its second Manitowoc 18000 crane. The crane was shipped from the factory directly to a St. Petersburg, FL jobsite in early February. Assembly of the crane was completed within a week and work began the next day.

The primary task for the crane was hoisting a 492,000 pound transformer from Crane Rental's 12-line Goldhofer hydraulic platform trailer onto its final foundation. A Dehann14-sheave, 440-ton block was reeved with 16-parts of line for the lift. Four TPXC9000 60 foot endless slings were used. The total load was only 70% of the crane's capacity chart.

The inaugural lift was



completed safely and efficiently, the company said. The company reports that more lifts are on the way for this new addition to the fleet, including

a 685,000 pound steam turbine generator, a 308,000 pound steam turbine, and numerous other power plant components.

## Grande celebrates fleet truck sales

San Antonio-based Grande Truck Center hosted an open house for customers in April, displaying several boom trucks and other specialized vehicles for which the company supplies trucks.

More than 200 people showed up for the event that also featured an exhibit center displaying truck components including tires, engines and

other specialized equipment.

On display: a National 900D boom truck mounted on a Sterling truck; a Manitex 5096S mounted on a Western Star 8X4; a Manitex SC 62 Skycrane mounted on a Ford F750; and a Manitex 30102C mounted on a Sterling LT7501.

"We do a big business in the truck-mounted crane market," said Michael

King, director of commercial vehicle sales for Grande, which sells such brands as Sterling, Ford, Acterra and Western Star. "The market for truck-mounted cranes has been very good over the past few years."



**Randy Robertson of Manitex and Michael King of Grande Truck Center at the open house in San Antonio**

# NYC changes crane inspection protocol

The New York City Department of Buildings announced interim changes to its inspection protocol regarding tower cranes, the type of crane involved in the accident in Manhattan on

March 15, 2008. The changes were a precautionary measure as the department conducted an inspection sweep of all tower cranes, assessed existing safety practices on crane sites, and continued its forensic investigation into the cause of the collapse of the tower crane.

Until further notice, a buildings inspector must be present on a construction site whenever a tower crane is erected or dismantled in New York. Inspectors will look to see that existing practices and proper procedures are being followed and that the required responsible parties are in attendance. Since the recent tower crane collapse, the NYC Buildings Department has not approved any permits for jumping operations, according to the department.

"Tower cranes are highly-engineered structures that present unique challenges both to the operator and workers using them," said NYC Buildings Commissioner Patricia Lancaster. "While the tragic accident on March 15 was a rare occurrence, we are expanding oversight of cranes as a precautionary measure while we await the findings of our forensic investigation. Any crane operating in an unsafe manner will be shut down immediately."

At the conclusion of the safety sweep of tower cranes, the Buildings Department said it will focus on the other approximately 220 cranes in operation in New York City. The inspections of these cranes were expected to be completed by the end of May. New protocols for erection, dismantling and jumping tower cranes in New York City are available at [www.nyc.gov/html/dob/downloads/pdf/tower\\_crane\\_regulatory.pdf](http://www.nyc.gov/html/dob/downloads/pdf/tower_crane_regulatory.pdf).

## Rigging Gear Sales to represent Nicolas

French manufacturer Nicolas, part of the Transporter Industry International (TII) Group, reached an agreement with Rigging Gear Sales Inc. to be its US representative. Nicolas provides a wide range of heavy and specialized trailers and non- and self-propelled modular transporter systems. The new representation became effective December 2007.

Rigging Gear Sales specializes in sales, leasing and rental of a wide variety of hydraulic telescopic gantry systems and other low profile industrial lifting and moving equipment. The company already represents Lift Systems Inc., the manufacturer of hydraulic gantry systems and the Mobilift and Twinlift pick-and-carry low headroom machines. In addition, the company also offers high capacity forklifts and



industrial carry deck cranes. The new representation of Nicolas further extends RGS's activities.

## Imperial logs big Link-Belt order

Bridgeview, IL-based Imperial Crane Services and Link-Belt Cranes distributor McAllister Equipment have worked closely for the last two years to meet the lift requirements of one of Imperial's largest industrial customers. A deal recently culminated with the purchase of 35 Link-Belt cranes including 32 rough terrains and three crawlers. The RTs in the deal range in capacity from 30 to 90 tons and the crawlers are in the 230-ton range. All machines in the package are already committed to long-term contracts for the next three to four years.

"Link-Belt has a great name in the industry," said Lance Bohne, executive vice president, Imperial Crane Service. "This is the largest single crane purchase in Imperial's history and was based largely on the superior capacities and bulletproof

reliability we've experienced with Link-Belts over many years."

Imperial Crane Service was established in 1969 with a single 25-ton truck crane. Owners said this purchase is a testament to the company's

growth and success. Even with the death of the company's founder, John Bohne, the second-generation leadership has doubled revenues over the last five years and looks to top \$50 million in 2008, according to the company.

**Posing at ConExpo, from left: Chuck Martz, president and CEO, Link-Belt; Brax Snyder, manager, worldwide sales, Link-Belt; B.J. Bohne, president, Imperial Cranes; Lance Bohne, executive vice president, Imperial Cranes; Gary Rice, district sales manager, Link-Belt; Bill Tierney, vice president, operations, Imperial Cranes; Bill Stramer, vice president, marketing, sales and customer support, Link-Belt**



# Contiga takes deliver of new Shuttlelift gantry

Contiga, a Norwegian-based supplier of prefabricated concrete and steel solutions in Scandinavia, recently took delivery of its fifth Shuttlelift ISL gantry crane.

The new ISL 30 will join two others currently in service at the precast concrete plant located in Fredrikstad, Norway. Contiga has another ISL 30 in operation in Moss, Norway and an ISL 40B in operation in Stjørdal, Norway.

"These three plants produce over 600,000 square meters of precast or pre-stressed concrete components each year, which require fast and



efficient handling, essential to our operations," said Stig Jakobsen, project leader for Contiga. "Shuttlelift's mobile gantry cranes are an important element in the way we handle and transport this concrete — from manufacturing to storage then loading."

One of Contiga's Shuttlelift ISLs, after 3,500 hours lifting

in excess of 130,000 tons, still has five years of wear life on the tires, Jakobsen said.

Shuttlelift's Scandinavian dealer EMITech, was instrumental in brokering the deal with Contiga when it purchased its first ISL 30 back in 1989. EMITech's Terje Kiil said: "At that time we were also new to Shuttlelift, having just

## Mullen acquired by NC Services Group

Mullen Crane & Transport has been acquired by NC Services Group, a subsidiary of Northwest Capital Appreciation. Mullen was founded almost 30 years ago by Ray and Ellen Mullen in Soda Springs, ID. With its Manitowoc and Grove crane fleet, the company provides transport and heavy lift services to the energy, chemical and petrochemical industries as well as infrastructure in the states of Idaho, Colorado, Montana, Nevada, Oregon, Washington, Wyoming and Utah. Mullen is known for its heavy lifting expertise as well as its work in transporting and installing wind turbines.

Northwest Capital Appreciation also owns Northern Crane Services Inc., Trans Tech Contracting Inc. and A-1 Crane Services Inc. As part of the transaction, Ray Mullen has been appointed to the board of directors of NCSG in addition to continuing to manage Mullen Crane.

become a dealer. Contiga was our first customer to purchase a Shuttlelift and this relationship has continued to grow ever since."

## WHECO expands in Southern California

WHECO Corp., a structural crane repair and restoration services company, has moved its Southern California operation to a larger crane service center in Santa Fe Springs, CA. The move was made in an effort to meet the growing demand for the company's services in the Western US, according to the company.

Strategically located in the heart of Southern California, the 3.2-acre, 44,000 square-foot facility includes three bridge cranes that also extend past the outside of the building. The facility will accommodate WHECO's full turnkey crane repair and restoration capabilities.

"We have simply outgrown the existing facility and we needed more space to be able to provide for our growing customer base," said Ron Williams, WHECO chairman and CEO. The new facility will house a complete fabrication shop as well as a full-service machine shop with multiple service bays allowing for turnkey accident repairs and restorations.

## Crane Reliability Survey from Konecranes

Konecranes Inc. is offering a customized study and comprehensive report for process cranes of all makes and models. The Crane Reliability Survey (CRS) is conducted by a team of specialists that studies equipment documentation, interviews crane users, and uses advanced diagnostic tools to penetrate deep into equipment. The survey can uncover problems that are undetectable by standard regulatory inspections. The survey is also designed to help improve crane performance and reliability by providing a guide for repairs, upgrades, and modernizations.

The CRS is divided into four modules: Core Inspection and Analysis, Structures and Working Conditions,

Components, and Maintenance and Reliability. For more information visit [www.konecranesamericas.com](http://www.konecranesamericas.com).





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By early April there were signs that share prices were stabilizing after a punishing first quarter. The markets even stayed steady through the near collapse of Bear Stearns. **Chris Sleight** reports.

# Shares steady



**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*.

**T**he emergency bailout of Bear Stearns by the Fed and JP Morgan Chase in March showed the banking sector was yet to recover from the effects of last year's sub-prime mortgage crisis and the credit squeeze that has followed.

Problems are still being felt outside America too. In early April two of Europe's biggest and most respected banks – Switzerland's UBS and Germany's Deutsche Bank – announced write-downs totaling \$23 billion. In fact the \$19 billion hit that UBS took was enough to cost superstar chairman Marcel Ospel his job.

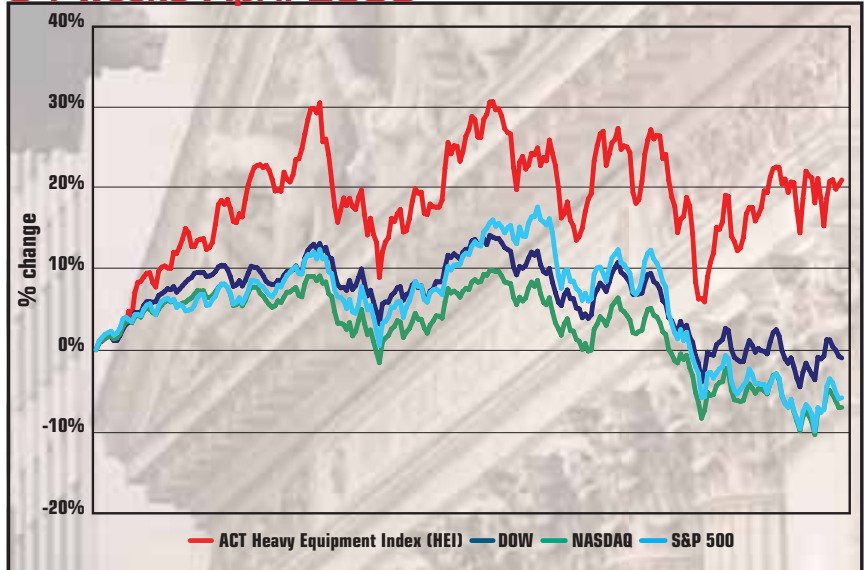
But unlike last year when panic gripped the markets following the departure of people like Stan O'Neal from Merrill Lynch, share prices held fairly steady in March.

As our graph for the year to the start of April shows, there has even been some rebound in the markets recently. All three major indicators, the Dow, NASDAQ and S&P 500 have moved up from the lows they hit in March.

Indeed, the Dow is almost back to a break-even position compared to where it was a year ago. However, the S&P 500 and NASDAQ are still a good 6 to 7% in the red.

By contrast, the heavy equipment sector is looking buoyant. It rebounded quicker than the main

54 weeks April 2008



indicators, and held onto those gains well in February and March while other sectors were still falling or bottoming-out.

As it stands, *ACT's* Heavy Equipment Index (HEI) remains about 20% higher than it was a year ago. The index is also showing a lot more stability now than over the last six months or so, where there were sharp daily movements.

This lessening of volatility is a positive sign, because it suggests

that a degree of calm is returning to the markets. This is something that our graph illustrates well, with the *ACT* HEI's red line swinging much less wildly in recent days.

One way of putting some figures on this is to look at the standard deviation of the value of the *ACT* HEI. Standard deviation is a tool used by statisticians to measure the spread of values of a set of numbers. Without getting too heavily into the math, the volatility of the HEI at the start of April was about a third of what it was at the height of the stock market nose-dive in late January.

At the same time, looking at standard deviations also shows that trading conditions and volatility are still not back to "normal", but it has to be said there has been a market improvement.

## Confidence returns?

It is encouraging that the markets are calming down. What's more encouraging is that they are weathering bad news much better now than they did a few months ago.

Of course it remains to be seen whether the banking sector has got all of the skeletons out of its closet. It is simply too early to say whether the worst is over. Even if it is, given that the first quarter has been so grim, it will be 2009 at least before banks return to decent levels of profitability.

A strong rally is out of the question, but there is at least some light at the end of the tunnel.

**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.



➔ **UK:** Lifting equipment distributor, Certex UK, has been acquired by Axel Johnson International. Certex's three owner-directors, who acquired Certex UK from Bridon International in 2005 in a management buyout, sold for an undisclosed sum to Forankra International AB, a Swedish subsidiary of Axel Johnson International.

➔ **THAILAND:** The Port of Laem Chabang in Thailand will receive six Kalmar rubber tired gantry (RTG) cranes ordered in response to higher cargo volumes. The E-One+ models are 6-plus-1 wide, 1-over-6 high and will feature Bromma spreaders. Each unit will also feature the company's Smartrail auto steering system and container position verification technology. They were purchased by the port's owner LCMT Company, which is also based in Thailand.

➔ **BRAZIL:** Tire manufacturer Michelin has marked the opening of its new earthmover tire factory in Brazil. The France-based manufacturer's XGC and other crane tires come under the earthmover category. There has been a shortage of all terrain crane tires for several years. "The Campo Grande production facility will complement the expansions taking place at our Lexington, South Carolina, facility as Michelin continues to demonstrate its commitment to supplying these industries with top quality radial tires," commented Luc Minguet, president of Michelin Earthmover Tires.

➔ **CHINA:** Construction equipment supplier Liugong has added mobile cranes to its range with the acquisition of fellow Chinese manufacturer Anli. "We acquired Anli for RMB89 million (US\$12.5 million) and we will work to improve the product over the next two years before looking seriously at export markets. The new range of cranes will be branded Liugong," said Mr Zeng, Liugong president.

## Liebherr developing XXL crawler


**GERMANY:** An "XXL" crawler crane, with more than 2,000 metric-tons (2,240 tons) lifting capacity, is under development at Liebherr.

The as-yet unnamed lattice boom crawler will be a conventional single boom and two-crawler design, "A quite normal design – just bigger," a Liebherr spokesperson said.

It will be a jump up the capacity scale from the current range-topping 1,350 metric-ton (1,512 ton) capacity LR 11350 lattice boom crawler. "We are definitely going to make a bigger one. It will be a new design and not a combination type," the spokesperson explained.

The intention is for the "XXL" crawler to debut in the iron at

the next Bauma construction equipment exhibition in Munich, Germany, in the first quarter of 2010. More details and a drawing should be available in 2009.

It is being designed and built at the Liebherr-Werk Ehingen mobile crane and large crawler crane plant in southern Germany. 

## Verticon and Lewis finalize deal

**AUSTRALIA:** Crane rental major, Verticon, has sealed its recently signed "strategic alliance and exclusive agency agreement" with Lewis Equipment by ordering tower cranes and hoists to a value of AUS\$30 million (US\$27.5 million).

Andrew Torrington, Verticon managing director and CEO, said the deal with US-based Lewis was the largest


commitment of any rental company to bring new tower cranes and hoists to Australia.

The alliance and agency agreement is for the ongoing supply by Lewis of tower cranes (Yongmao/Sun), hoists (GJJ) and crawler cranes (Fushun) to Verticon.

"This alliance will enable Verticon to substantially reinvest in new plant and

equipment in Australia and begins a clear process of retiring older Verticon fleet, particularly our Queensland-based tower cranes, and introducing brand new cranes and hoists into the Australian market over the next 24 months. The agreement also provides access to Lewis's USA-based personnel, expertise, systems and procedures and gives Verticon access to better delivery times, support and spare parts. Combined with the new Queensland workshop, yard and office facility due for completion in April 2008, I feel that this alliance now clearly sets the way forward for Verticon in Australia," Torrington explained.

The \$30 million order is for up to 40 new Sun Crane electric tower cranes and 50 new GJJ third generation hoists. "The new generation of tower cranes and hoists are safer, smarter and more efficient and will benefit both our customer base and indeed the overall hire market going forward," Torrington continued. The first shipment is due in May 2008.

Verticon has a fleet of more than 100 cranes and more than 60 hoists. Lewis Equipment USA has a rental fleet of more than 200 tower cranes, 250 hoists, and a crawler crane, mobile crane and rigging business. 

### Luffing in the Southern Hemisphere

**AUSTRALIA:** Leading European tower crane producer Wolffkran has a new dealer in Australia.

The Germany-based manufacturer signed the deal with the Caelli Group of Companies in what it called a "strategic partnership" to increase the supply of its electric luffing tower cranes to the Australian market. The contract has already included three Wolff 355 B models.

"All cranes supplied to Caelli Constructions for Australian use have been specifically upgraded so that they fully comply with all the stringent Australian standards and operating requirements," said Wolffkran.







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

Staying solvent during an economic decline can be an important part of keeping your company's assets safe. **Terry Young** reports

# Surviving a slowing economy

**T**he crane, rigging and transportation industry continues to thrive in most parts of the United States. But in some cases, the subprime loan debacle, decreased consumer spending, a weak housing market, and the rising price of oil have caused a general economic decline in many industries.

A recent survey conducted by Duke University found that 54% of the chief financial officers surveyed think the economy is already in a recession, and they do not expect it to recover until 2009. According to the National Bureau of Economic Research, the last recession occurred from March 2001 to November 2001, and prior to that a recession did not occur in the United States for 10 years.

Technically, a recession is described as a decline in the Gross Domestic Product for two or more consecutive quarters, which has not happened yet. The bottom line is that an economic slowdown can have the same painful effects on our households and businesses.

Here are some basic tips to consider when it comes to dealing with an economic slowdown. The type of business and area of the country you are located may alter how these tips affect your **act**



## basic economic slowdown tips

### Examine your business plan

**Keep your company mission and core competencies.** Only consider changes that make long-term business sense. Tightening credit terms may open the door for competitors to grab some of your business. Business plans based on panic reactions normally have negative results.

### Marketing pays

You may be tempted to stop spending money on marketing and advertising. **Do not stop marketing** – this will lead to a downward trend in your business. You need to continue to obtain new customers. Look for alternative and less expensive ways to keep your name in front of your customers. Internet marketing and sales are taking over the industry. If your company's website is a brochure rather than a sales tool, you are missing out on the latest, most effective marketing tool. Some SC&RA members have become experts at obtaining sales leads from internet marketing. Others have not learned the dynamics of this marketing tool.

### Optimize capital

Pay attention to your working capital and stay on top of unpaid invoices. Conduct credit checks on all new customers. A couple of bankrupt customers could create difficult times for your business. Having cash helps insure stability, continuity and your company's ability to seize opportunities. You may want to consider restructuring debt. Remember, it is easier to borrow money when you do not need the money. If you wait, it may become more difficult to obtain the funds you need to grow your business.

### Make an acquisition

When the economy slows opportunity sometimes presents a fire sale. You may have

a chance to purchase a competitor by taking over its assets at a very low price. Look for these opportunities that will put your company in a much stronger position when the economy begins to thrive.

### Evaluate your employees

This is a good time to evaluate your employees. You will need a strong employee base to maintain stability and growth. But now is the time to release the employees that are not contributing. The workers that have not met your expectations need to be let go.

Be sure to continue to communicate with all management and employees. They need to be assured of the company's future and what is expected for your company to remain a leader in the industry. Address all issues, worries and rumors directly. Your company is only as strong as the people you having working for you. Do not lose them to your competitor.

### Make new alliances

Joint ventures with strategic partners may add investment capital, a competitive edge, employee expertise, and an opportunity to enter new markets and reach new customers.

Even if your business has not been negatively impacted by the slowing economy, now is a great time to assess how you would deal with a slowdown should it come to your industry or your region. What better time than now to examine your operations? Now is the time to better manage assets, increase safe productivity, control spending, improve cash flow, and take advantage of tax breaks. Place particular emphasis on practices that need improvement to make your business more efficient and to allow management to focus on operating policies and statistics.

### Rainy day fund

And finally, the last tip I have heard from company leaders in the crane, rigging and transportation industry is simple and effective: "Be sure to save for a rainy day."

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## Wolffkran introduces latest in clear series

The WOLFF 6015clear topless saddle jib crane, by Wolffkran, rounds off the company's line of flat top tower cranes. The prototype of the model was assembled on the factory premises in Heilbronn at the end of February.

The WOLFF 6015clear offers three different tower connections and two different hoisting winches. The smaller hoisting winch, Hw 628 FU, has an installed motor power of 28 kW. The more powerful hoisting winch, Hw 845 FU, with 45 kW, can also be used. Both hoisting winches offer a hook path of 190 meters. Considerable part-load working speeds are achieved through the use of frequency-controlled winches. With the

higher-power hoisting winch, Hw 845, speeds of 115 meters/minute are possible, even with a load of 1.6 ton meters, which corresponds to the weight of a medium-sized passenger car.

The new crane was available to the market in April 2008. Three models are currently available: the WOLFF 6015clear with 140 meter load moment; the WOLFF 6023clear with 180 meter load moment; and the WOLFF 6031clear with 224 meter load moment. With a lifting capacity of 1.5 ton up to 60 meter radius, and 8.5 ton up to 14.8 meters, the latest model is ideal for small and medium-sized building sites, according to the company. The smallest of the clear line can also be installed to supplement the larger models – in both the other clear cranes and also in larger cranes with tower top (the cross line).

The driver's cabin and the electric cabinet are placed on a steel platform that can be bolted on. Because of its design, the crane is supplied with power immediately after installation of this unit, eliminating the need for manual rotation of the upper part of the crane to assemble the jib and counter jib. The counter jib is manufactured in one piece, and the dimensions are optimized for container transport. At the rear end, a permanent 1.8 ton counter ballast block is placed in the girder of the counter jib. The hoisting platform is installed directly above it. The hoist winch can be changed quickly.

## Toggle clamps from Jergens

Jergens Inc. offers its brand of toggle clamps, engineered to meet the company's standards available in many sizes. The toggle clamps have mounting hole patterns and toggle action comparable to competitive brands, facilitating an easy transition from what customers may currently be using.

The toggle clamps provide a cost-effective alternative for many industries, including the welding/fabricating, tooling/fixturing, plastics/molding, chemical, and woodworking industries. The company's standard clamp line includes horizontal and vertical hold-down, pull action, squeeze-action, flush mount, and heavy-duty toggle clamp products. A complete range of replacement pieces and accessories is also available.



## Lewis Crane shows Chinese crawlers, mobile cranes

Lewis Equipment hosted its Crawlers and BBQ event for customers and prospective customers at its yard in Houston in April. At the event, seven cranes were on display, including such crawlers as a Zoomlion QUY200 (220 ton capacity); Zoomlion QUY70 (75 ton capacity); Fushun QUY80 (90 ton capacity); and Fushun QUY120 (130 ton capacity). A Zoomlion QY50V (55 ton capacity) truck crane was also on display.

"The target audience was a great way to follow-up to the interest we

received from ConExpo and the results were very positive," said Jeff Pedigo, marketing director, just after the event. "In fact five of these cranes will be heading to jobs throughout Texas starting on Monday."

Several of the cranes shown were the first time on US soil.



Ten uniform counterweight units weighing 2.05 tons are positioned directly in front of the hoist winch. For simpler assembly of the counter jib's tie bars, small support brackets are provided as standard. Large-scale platforms were created on top of the counter jib for safe access to hoist winch and counterweights.

The two-rope fall trolleys have been standardized and can be used with all three cranes of this series. As with the other models, the trolley is provided with a service cage. Using this, the assembler can travel to the end of the jib while reeling in the hoisting rope and doesn't have to walk along the jib. All the company's cranes offer a teleservice module with auto-call function. With this feature the crane automatically "phones" the Wolffkran control center if an error persists over a certain period of time.

## Safety helmet from Gateway Safety

The helmet's snake-head shell is highly durable but is made of lightweight high-density polyethylene material, weighing 13.1 ounces, according to the company. The soft, six-point nylon suspension is comfortable and provides strong impact absorption. The helmet is available with a pin-lock or ratchet suspension, which adjusts to fit 6 5/8 to 8 1/4 head sizes. A rain trough helps divert water from workers' faces.

The Serpent complies with the ANSI 89.1 Standard for Type I, Class C helmets only.



Gateway Safety has introduced its Serpent Ventilated Safety Helmet with the CoolSense air flow system that lets heat escape, keeping workers cooler and therefore promoting compliance. A soft cushioned brow pad helps absorb moisture and perspiration.



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**Strong's Crane off loading a building at a pipeline pump station**



# Until then, prosperity

Heavy haul transport company Whitewood Transport Inc., also based in Billings, delivers cranes to job sites predominantly in the Northwest. The company works with owner-operators and leased under





**LEFT:** A pair of 150 ton reactors moved 3,000 permit miles from Houston, TX to northern Alberta, Canada. As run by Perkins Specialized Transportation Contracting, a pair of tractors were used on each of the dual lane loading trailers to push and pull the loaded transporter. Loaded dimensions were 210 feet long, 18 feet wide, 20 feet high, with a gross vehicle weight of 550,000 pounds



**BELOW:** One of 30 steel girders weighing up to 90 tons each. Hauled from Wisconsin to Nashville, TN by Perkins for a pedestrian bridge across the Cumberland River. Loaded dimensions were up to 165 feet long, 14 feet wide, 15 feet, 6 inches high with a gross vehicle weight of 256,000 pounds

Whitewood's authority.

"Well, every month is another record. Every year is also," says John Hanson, vice president and co-owner of Whitewood. "We keep growing."

And how does the company see the forecast beyond 2008? "Boy, that's a really good question," says Hanson. "We don't know where we're going. We have a bet that we're going to have a huge affect on this industry. I think there's a lot of caution in the economy, but we're up from last year. We see good things."

The current market in Billings has allowed Whitewood to grow. In the last year, the company moved into a new 7,500 square foot yard. Hanson says the company has added employees and extended its brokerage department. He says the company has grown 20% over the past year.

In Nebraska, rigging operation Heavy Company of Lincoln, primarily focuses on relocation of plants, installation/removal of production machinery, metal stamping, forging, plastics, injection molds. The company also works on ethanol and power plants, gas turbine engines and services all continental US, with some work in Canada.

"Last year was pretty good. This year is starting off really well," says Rob Hoover, project manager for Heavy Company. "We've managed to keep our four crews busy 95% of the time," adding that utilization of the company's fleet is 95%, as well. Heavy's fleet

consists of eight tractors and 12 trailers. The company recently purchased a brand new 500-ton gantry from Lift Systems.

## Plant relocation

Hoover says that a lot of work involves plant relocations. He is happy to report that the relocations are from area-to-area, not local-to-abroad. "It seems like there is a lot of work going on ... for new and used machinery from other plants for their expansions or new business," he says. "We've done some machines going overseas. This year we're seeing more work staying in the US than what we've been sending over to India and all that in the past."



**Wanzek Construction's Demag CC-2500-1 (550-ton) and Kobelco CK1000 (100-ton) installing rotor on wind tower at the Endeavor Wind Farm near Harris, Iowa**

Heavy expects the year to end as it started: quite nice. In its current path for 2008, Hoover says the year will probably be a banner one for Heavy.

Hoover says gas prices are a concern for the company and that the current price of fuel [at \$3.45 in early April] has dig into the company's bottom line. "It [fuel] makes it a little tougher for us to bid on a project in Oregon or North Carolina. It makes for tight margins. I think customers took it as we're trying to get more money and realizing now it's a serious issue and there's an added cost," he says.

## Industrial hotbed

Wanzek Construction, Inc., with headquarters in Fargo, ND, specializes in heavy/industrial construction in the wind energy, power, and biofuels sectors, as well as heavy civil work, such as earthwork, concrete, bridges and pile driving.

In addition to construction, the company is also known for its significant crane fleet. Wanzek owns and operates more than 40 cranes, ranging from rough terrain and truck cranes, to its impressive 660-ton and 550-ton Demag crawler cranes, just purchased this year. Wanzek dedicates several of its machines to crane service and rental, supplying clients throughout the central US.

Company president, Jon Wanzek, says Wanzek has been steadily growing and has seen a healthy increase in business over the last few years. Wanzek's revenues went over the \$200 million mark last year and are expected to be over \$250 million in 2008.

The agricultural and energy markets provide the region with strength in the economy, Wanzek says, particularly in the Dakotas and Minnesota. A few of its major projects include a 100 million gallon per year ethanol plant in North Dakota, a recently completed 30 million gallon per year biodiesel production facility in Oklahoma,

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and several large wind energy farms in North Dakota, South Dakota and Iowa. The company also performs a large amount of work in the sugar processing plants of the Red River Valley, running through eastern North Dakota and western Minnesota.

The company expects 2008 to be a strong year for the company, as it's busy with energy projects in coal plants, biomass plants, wind energy, heavy/civil projects and other industrial process projects.

"We feel our energy and power markets will continue to be strong. There is a concern that congress supports the extension of the production tax credit [PTC] for continued growth in wind energy, which expires at the end of this year. It is imperative congress gets the PTC passed quickly in order for the momentum of the industry to continue. There are many jobs and economic investments that rely on the wind industry and that have a positive impact on the economy, as well as the obvious clean energy benefits of wind," says Wanzek.

Wanzek said continued expansion, investment in staff and equipment, and the addition of 10,000 square feet to the corporate office are three key components of Wanzek's growth strategy this year. "We don't expect to grow as fast as we have in the last two years. We're busy and because of our diversity and flexibility, we're going to sustain growth but focus on keeping it stabilized," says Wanzek.

### Riding the wave

Perkins Specialized Transportation Contracting, an asset based company that works "super load" and radioactive hazmat cargo based in Northfield, MN, reports steady business. President Neil Perkins says that there are segments that are hyper-active while others are slower. "I guess it depends on what wave you're riding," says Perkins. "For Perkins, it seems like there's been enough activity to sustain steady work, reasonable growth and a return on investment that is on par with our model.

### Wanzek Construction's Demag CC-2500-1 (550-ton) setting top section of wind tower at the Oliver County Wind Farm near Center, ND

"I've learned over the years that market forecasts and the economy itself can change at an unbelievable rate and that we need to always be prepared for something other than what's forecast," Perkins says. However, he reports that the company has signed contracts in 2008 through 2010, guaranteeing large projects over the next three years.

Currently, the company has a fleet of 18 tractors and plans to add a couple heavy duty tractors this year, as well as support vehicles. Perkins says it has trailers on order for delivery in February 2009.

Triple L Transportation Inc., of Apple Valley, MN, has a fleet of four tractors, 12 trailers and two pick ups. Triple L performs heavy haul work in Minnesota, Iowa, the Dakotas, Wisconsin and Nebraska. Dispatcher Steve Notch says business was pretty good but since interest rates went up, work has begun slowing down.

"We were busy until two months ago," says Notch. "And then it's like they turned the light switch off."

Most of the company's work is in residential and since the North through Midwest regions have experienced particularly brutal weather in both snow and harsh temperatures, work has slowed for the company.

"The people that we haul for are pretty upbeat," says Notch. "That usually picks up after road restrictions. Every year we have spring road restrictions where they cut the gross weight back and that usually starts in March and ends in May sometime. That has a lot to do with business being slow."

### Mixed bag

From a manufacturer's point of view, Jerry Thomsen, president of Trail King Industries, reports a mixed bag within business. The company, which produces trailers for several industries, including specialized transportation, operates out of Mitchell, SD



and has manufacturing facilities in North Dakota and Pennsylvania as well. Thomsen says the business for specialized trailers is quite strong, primarily a result of both wind related business and oil fields. On the construction side, he says home building in this region never really saw the rapid acceleration that others enjoyed several years back, so the North never experienced the deceleration in those states, he says.

"Our forecast for the year is to be slightly up, even though we expect some markets to be down," says Thomsen. "Whether that be specialized or rental, the Ag is strong in this market so it's offset the home building side. These slowdowns may affect like some companies. We continue to forecast an increase."

He says probably the most active markets Trail King supplies to currently are wind related. Beyond that, the oil industry continues to be strong.

### Steel prices rising

If fuel is the concern of the transport and rigging companies, then the price of steel is the big bother.

"The cost of fuel tends to impact our customers more than us," he says. "It still doesn't recapture all the cost. Whenever they go up, and impact the fleets, they in turn tend to reduce purchases. The biggest issue for us is the price of steel which has gone up the last three months, so as a result we've had to increase prices. Steel in general has gone up from 20% to 35%."

The business in the northern region, as it appears, is sound. Plentiful work in the energy markets, as well as plant relocation, appears to prosper companies serving these sectors. Despite hard winters and harsh weather conditions, the North region continues to prosper.

**act**

**Trail King manufactures self-steering/manual-steering dollies for transporting wind tower equipment**





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# A proud past

Southern Industrial's history starts out as the story of one man's dream to be in business on his own followed by 45 years of evolution in response to opportunities, challenges, and ups and downs in the business and the economy. **ACT** reports



**Earl Johnson, Jr., with one of his first cranes**



**Earl Johnson, III, and members of the Southern Crane team with a new 120-ton Grove**

**The company handled the turnkey construction of a 600 MW power plant in Virginia**



**A**fter finishing his hitch as a United States Naval officer during the Korean War, Earl Johnson, Jr., returned to Raleigh, NC and joined his father's insurance company. Johnson quickly discovered that while he could make a good living in the insurance business, it was not the right business for him.

While working his day job as an insurance agent, he was constantly on the lookout for a business he could sink his teeth into and spend his life building. In the course of insuring various construction contractors in the Raleigh area, Johnson realized there were no cranes available for rent in the eastern half of North Carolina. The Research Triangle Park was just beginning to take shape. Growth in North Carolina was taking off, and Johnson realized he was in the right place at the right time.

On his 31st birthday in June 1962, Johnson started Carolina Crane Corp. He owned the business 50-50 with John McDowell, a large Raleigh grading contractor who was one of Johnson's insurance customers. McDowell owned a good sized fleet of trucks that could be used by Carolina Crane to haul equipment to and from jobsites, and he also had years of construction industry knowledge and contacts. The partners bought their first

crane in June 1962, a brand-new Lorain Crane MC 325.

Johnson vividly recalls the Lorain MC 325's first two jobs: "We rented it the first day we took delivery to a company erecting an asphalt plant in Wilson, NC, where it remained for several weeks," he says. "While the crane was on that jobsite, another contractor saw the crane working. After our crane finished its work at the asphalt plant, and we were driving it back to Raleigh, this man drove up from behind and flagged





Adapted from *Moving and Lifting the World*, a new book commemorating the 60th anniversary of the Specialized Carriers & Rigging Association, which was introduced at the SC&RA Annual Conference in April in Florida. In celebrating SC&RA's anniversary throughout 2008, we will randomly excerpt in *ACT* a few of the profiles in the book.



us down about one mile down the road. He said he had seen our crane working, explained that he was building a new Ralston Purina plant a few miles away, and asked if he could rent our crane for one month. We immediately answered yes, turned the crane around, and followed him to the jobsite. The crane stayed on that jobsite for six weeks and by the time that job finished, we had several more jobs lined up."

Johnson continued, "We learned a few things right off the bat – there seemed to be a real need for cranes in our area of North Carolina that would support adding some more cranes, and we needed to put our name and phone number on our cranes so people could call us to rent them rather than having to run us down on the highway."

### Fleet additions

In October 1962, Carolina Crane added a Bucyrus-Erie H-5 15-Ton Hydro-Crane to its fleet. "It was a screwball crane," remembers Johnson. "It would only swing 370 degrees, a full circle plus 10 percent, and then you had to unwind it, and swing back the other way."

This second crane was so busy, Carolina Crane bought a third crane within three months, another Bucyrus-Erie H-5 Hydro-Crane. This purchase was quickly followed by a new 40-ton Lorain from the L.B. Smith dealership in Baltimore, MD. Johnson rode up to Baltimore with some friends to go to an Orioles baseball game, and on the way home, they let him out on the side of the George Washington Parkway. He walked up the hill to L.B. Smith's yard, picked up the crane, and drove it home.



**Southern Industrial won the SC&RA Rigging Job of the Year in 2006 for its work removing a condenser at the power plant at University of North Carolina, Chapel Hill, NC**

By 1964, Carolina Crane had enough business for Johnson to quit selling insurance and start full-time into the crane rental business. By 1966, Carolina Crane had eight cranes ranging in size from 15 to 50 tons. The fleet was comprised of six hydraulic cranes, one 25-ton Northwest dragline crawler, and one 30-ton Bucyrus-Erie crawler.

In 1967, Johnson bought out his original partner, and Carolina Crane joined the Specialized Carriers and Rigging Association. In 1968, Johnson took on Bob "Pero" Robinson as his new partner, a former school mate. While Johnson had been building Carolina Crane, Robinson had been working as a civil engineer for Nello Teer, an international grading and general contractor based out of Durham, NC.

By the early 1970s, Carolina Crane was fully engaged in the crane and rigging business as well as other contracting specialties like steel erection, pile driving and the like. In 1977, Johnson bought Robinson out. Robinson bought a large sailboat and sailed off into the Caribbean for the next 20 years.

### Building a team

With Robinson out of the picture, Johnson needed to replace his engineering skills with a young engineer who could figure out how to safely perform all of the complex jobs. He posted a simple ad in the Raleigh newspaper that said something like "Need Engineer." John Wilson – a young engineer with a degree from North Carolina State and six years experience working at the North Carolina Department of Transportation – answered the ad and joined Carolina Crane in 1977. Wilson started a new career that would lead him into ownership and executive management.

Through the 1970s and early 1980s, Carolina Crane continued in an expansion mode. In 1978, Johnson purchased Guy M. Turner, based in Greensboro, NC from Hurdle Lea. Lea was a well-known figure in the heavy hauling and rigging field, particularly in moving and installing textile machinery and equipment.

In 1980, Johnson purchased Wilhoit Erectors of Columbia, SC and incorporated that operation as Southern Industrial Constructors Inc. Johnson chose this new name to reflect the full nature of industrial construction being provided by the company.

**Southern Industrial Constructors handled the turnkey erection of a limestone processing and ship loading facility in Freeport, Bahamas**



In 1980, Johnson was elected president of the SC&RA, and he has continued to serve on the board of directors and various committees. In 1982, Carolina Crane started a new company branch in Wilmington, NC using the name of Southern Industrial Constructors Inc. Soon, all of the companies began operating under the "Southern Industrial" banner. Earl Johnson, III, joined the business full-time during this same year, and began working his way up the company ladder.

### Fully engaged

Southern Industrial and Carolina Crane charged into the 1980s with branch operations in Raleigh, Charlotte, Greensboro, Wilmington and Columbia. The company was fully engaged in heavy industrial construction, industrial electrical construction, heavy rigging, steel erection and heavy hauling. The fleet consisted of more than 40 cranes.

In 1986, Johnson made a series of decisions to re-align the company to go forward into the future. Guy M. Turner was sold to Jimmy Clark, who had been running this company for several years. John Wilson and Earl Johnson, III, became owners in Southern Industrial and Carolina Crane. Wilson became president of Southern Industrial, and Earl Johnson, III, was president of Carolina Crane and eventually Southern Crane. Earl Johnson, Jr., took on the title of chairman.







**Southern handled the erection and interconnection of a modular pharmaceutical plant in Durham, NC**

Southern Industrial and Carolina Crane enjoyed success and continued to evolve as leaders in industrial construction and crane and rigging services in the South. Rocky Springer, son-in-law of Earl Johnson, Jr., joined the business in 1996. With a background in sales and law, he has helped

grow and manage the Southern Industrial side of the business. In 1998, Southern Industrial acquired Tom O'Quinn Rigging Services of Raleigh and Wilmington from Tom and Ron O'Quinn, enabling Tom O'Quinn to retire from a lifetime of achievement in the crane and rigging business. Ron O'Quinn came onboard as vice president of Southern Industrial's operations and a key member of the management team.

In 2000, in response to the growth of national crane companies into the Southeast, Southern Industrial sold Carolina Crane to ALL Crane of Cleveland, OH. After a transition period, Earl Johnson, III returned to Southern Industrial and formed Southern Crane as an operating division of Southern Industrial to address the needs of local customers in its service areas in North and South Carolina.

In September 2003, Southern Industrial acquired the business of The Crane Company in Columbia, SC and merged it with Southern Industrial's existing operations. Ted Price stayed on with Southern Industrial, and became a key player in helping to grow the business.

In 2007, after 45 years of business, Earl Johnson, Jr., looks back with pride and forward with confidence that a sound leadership team is in place to take the



**Southern Industrial's team after completing the turnkey construction of a sterols refinery in Savannah, GA**

company into the future. However, do not count him out just yet.

Just last year, at age 75, he put on his steel-toed work boots and took on the personal challenge to project manage a difficult rigging job at the University of North Carolina, Chapel Hill. With the assistance of Larry Poe, Johnson and their crew managed the difficult project, which involved removing a huge condenser from the university's crowded power plant. For this project, Southern Industrial won the 2007 SC&RA Rigging Job of the Year award.

Suffice it to say, neither Earl Johnson, Jr., nor Southern Industrial and Southern Crane, plan to slow down anytime soon.

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The Liebherr LTF 1045 was designed specifically to meet North American road standards. It is mounted on a Kenworth T 800 Twin Steer four-axle tractor



Has the truck crane market been rejuvenated?

A resounding “yes”

appears to be the answer.

**ACT** reports

# Making a comeback

Historically, truck cranes were the cash cow in the stable of crane fleets throughout North America. The ultimate taxi-crane, truck cranes launched many a business. With their ability to travel at highway speeds from job to job, this class of crane was a true American idol.

But in the late 1990s and early 2000s, as the all-terrain crane became a player in North America, many thought the truck crane had seen its last heyday. But that's not the case. Many in the industry say that the market for truck cranes and truck-mounted cranes has been rejuvenated in the US, and perhaps, worldwide.

In Europe, where sales for truck cranes had been on the decline, developments by manufacturers point to a potential resurgence of interest. Examples include the launch by Terex of new truck crane models being built by PPM in France. Last year, Link-Belt displayed one of its truck cranes at Bauma in Germany and later at the UK SED exhibition. As well, Japanese manufacturer Kato re-established a European presence with Italian manufacturer Autogrú Rigo. XCMG truck cranes from China are working in Europe and North America.

While the traditional truck crane is enjoying a resurgence in North America,

an increasingly active sector of the market is truck-mounted cranes on a standard commercial chassis. In 2007 and 2008, Tadano, Liebherr and Manitex have introduced new truck-mounted cranes to the North American market, all with capacities in the 45 to 55-ton capacity range.

Houston-based CraneWorks specializes in serving the oil and gas market. Owner Keith Ayers says the market between the boom truck and truck crane has been blurred with the advent of the truck-mounted crane.

“In the 45 to 60 ton capacity range, it's not even blurred, these are truck cranes,” says Ayers. “The 50-ton Manitex will out-chart most truck cranes in this class. The Manitex 5096S offers better mobility, better comfort and a lower cost of carrier repair. You can get the trucks serviced in more places and you can get more horsepower.”

Ayers says in the oilfield, his truck-mounted cranes are lifting and setting 44,600 pound pump jacks with ease.

Industry observers predict other boom truck manufacturers are ready to compete in the 35 to 60-ton capacity truck mounted crane market. National, Terex and Elliott have introduced larger capacity models.

On the other end of the spectrum, Link-Belt recently introduced what it terms as the

largest truck crane in North America. The 140-ton capacity HTC-3140LB hydraulic truck crane got a lot of looks at ConExpo, where it was shown for the first time. With the advent of a 140-ton capacity truck crane, customers asked if the envelope could be pushed: is a 180 or 200-ton capacity truck crane on the horizon?

Following is an overview of the latest truck cranes on the market in the North America. ➔



The latest from Manitowoc is the Grove TM500E-2, a 45-ton capacity Grove truck crane. The machine features a separate carrier and superstructure engines to optimize fuel efficiency



## Grove

Manitowoc introduced its newest 45-ton capacity Grove truck crane, the TM500E-2, in March at ConExpo. With two engines, the highway carrier features a Cummins ISC 300 hp diesel and a Cummins QSB 3.3L 110 hp off-road diesel engine that powers the superstructure. Both engines are certified to current EPA emission standards for the US market.

According to Ruben Olivas, global product manager for Grove's truck crane line, this two engine solution helps reduce fuel usage. "By using the superstructure engine to run crane operations, crane owners can reduce fuel consumption by gallons per hour," says Olivas. "This allows customers to get more work from their cranes while reducing operating costs."

The crane is equipped with a 29 foot to 95 foot four-section, full-power boom. A longer 32 foot to 102 foot four-section full-power boom is optional. Maximum tip heights are 102 feet and 110 feet. With the optional 45 foot offsettable telescopic swingaway extension, maximum tip height increases to 154 feet. The TM500E-2 replaces the TMS500E in Grove's truck crane line.

The crane's commercially sourced chassis was built to Grove's specifications, according to the company and features a spring front suspension and air rear suspension, and provides a comfortable ride at speeds up to 65 mph. The cab in the TM500E-2 features armrest-mounted electric dual-axis controllers. In addition, the operator can monitor all engine functions from the in-dash gauges.

## Link-Belt

Link-Belt's new 140-ton capacity HTC-3140LB hydraulic truck crane was designed as a simple, cost-effective heavy-lift crane that will bring new dimension to the market for this class of crane.

LB stands for long boom, according to the company. The crane's six-section boom is 195.3 feet with a maximum boom tip height

**The Manitex 5096S and 50101S have earned a reputation as the taxi crane of the oil patch**

**The HTC-3140LB features optional fly attachments, including a 10 foot heavy-lift fly with more than 20 tons of capacity and lift procedures for two load lines. The fly, integrated with the optional three-piece, bi-fold lattice fly and three 18 foot extensions, allows the boom to reach 311 feet. The crane also has a fly option that hydraulically offsets from 2 to 45 degrees**

with a hydro-gas suspension system. The Caterpillar C15 engine in the lower has 550 hp and 1,850 foot-pound of torque. What is more, it is 2007 on-highway certified.

The truck features a 12-speed automated manual transmission and a 4-speed auxiliary transmission connected to the three rear axles. Full air anti-lock brakes (ABS) are standard.

Moving the upper is a Tier III compliant Caterpillar C6.6 203-hp engine with 680 foot-pounds of torque. Designed to meet the toughest road laws in North America, the HTC-3140LB features a counterweight removal system where the individual counterweight pieces are designed not to exceed the single line pull of the winches. For more flexibility, the rear winch is hydraulically removable without a helper crane, according to the company.

The Microgaud Rated Capacity Limiter has an audio/visual warning system integrated into the dash with anti-two block and function limiter. Available operating data includes boom length and angle, percent of allowed load, and optional third wrap indicator. Settable alarms for maximum tip height, maximum and minimum boom angles, and operator-defined area keep the operator informed. Special fine metering valve settings, selectable from the operator's cab, allow very slow movements of the main



of 204 feet. The machine has five boom modes for strong capacities and can telescope a load like a conventional full power boom. Teflon inserts in the wear pads, now a fixture in the Link-Belt lineup, eliminate boom grease.

What really makes this boom special, according to the company, which first showed the crane at ConExpo, are the optional fly attachments. A 10 foot heavy-lift fly has more than 20 tons of capacity and lift procedures for two load lines. The fly, integrated with the optional three-piece, bi-fold lattice fly and three 18 foot extensions, allows the boom to reach 311 feet. The crane also has a fly option that hydraulically offsets from 2 to 45 degrees. The crane features 60,000 pounds of optional counterweight.

The truck crane has a travel speed of around 65 miles per hour and was designed

## All Terrain Cranes

ATF50G-3	(55 tons)	131.2' Boom Length	52.5' Jib Length
ATF65G-4	(75 tons)	144.4' Boom Length	52.5' Jib Length
ATF90G-4	(110 tons)	167.9' Boom Length	59.0' Jib Length
ATF110G-5	(130 tons)	170.6' Boom Length	98.8' Jib Length
ATF160G-5	(200 tons)	196.9' Boom Length	122' Jib Length
ATF220G-5	(250 tons)	223.1' Boom Length	122' Jib Length
ATF360G-6	(400 tons)	196.9' Boom Length	236.2' Jib Length



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## Truck Cranes

TT300XL	(30 tons)	101.7' Boom Length	26.2' Jib Length
GT900XL	(90 tons)	144.4' Boom Length	58.1' Jib Length



### GT900XL-1

## Rough Terrain Cranes

### GR-800XL-1



GR-150XL-1	(15 tons)	78.1' Boom Length	18' Jib Length
GR-300XL-1	(30 tons)	101.7' Boom Length	42' Jib Length
GR-450XL-1	(45 tons)	108.3' Boom Length	50' Jib Length
GR-500XL-1	(50 tons)	108.3' Boom Length	50' Jib Length
GR-600XL-1	(60 tons)	137.8' Boom Length	58.1' Jib Length
GR-800XL-1	(80 tons)	144.4' Boom Length	58.1' Jib Length

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**A prototype of the TM-35100 was shown at ConExpo in March. The truck-mounted crane has a four-section synchronized telescopic boom with a fully extended length of 100 feet**

and auxiliary winches as well as boom hoist and swing for precision work. Maximum available line pull is 21,022 pounds and maximum line speed is 419 feet per minute.

### Manitex

The Manitex 50110S is the newest Manitex model, shown for the first time at ConExpo in March. Rated at 50 tons, the machine is equipped with a new 110 foot boom and has a tip height of 118 feet. Add the telescopic jib and the machine tip height increases to 164 feet. The 50110S is on the same platform as the 5096, which has a 96 foot boom and has a base rating of 50 tons at a 6 foot radius and meets road and federal bridge laws when configured with a tag axle in addition to a tandem driving axle.

Since introducing the 50 ton crane in mid 2007, Manitex has received scores of orders from a wide range of end users, including rental companies, taxi crane operators, oil and gas service operators, and service support providers in the mining industry, according to Randy Robertson, sales director.

The versatility of the crane has been demonstrated by its cross-over use into lifting markets traditionally supported by truck cranes mounted on custom carriers, Robertson says.

Capacity charts are available for full-span, mid-span and retracted outrigger configurations. Area of operation includes over rear, 360 degree and on rubber capacity. Standard features include a four-section 96 foot boom, cab and heater, free swing with pilot operated controls, ACCUSwing metering system, ROCSolid radio outrigger control, CANbus Load Moment Indicator with wireless ATB, 15,000# bare drum line pull rated winch with grooved drum

and rope tensioner providing up to 10,000# single part line pull and aluminum decking

### Liebherr

Liebherr has entered the North American truck crane market with the introduction of the LTF 1045, a 55-ton capacity crane mounted on a Kenworth chassis. The company showed the new truck mounted crane at ConExpo in Las Vegas. First announced at Bauma in Germany in April 2007, the new crane is Liebherr's first foray into the North American truck crane market, as the company has long been known globally for its European-styled all terrain cranes and crawler cranes.

For several years, Liebherr had a LTF truck crane line in Europe, although there had not been a large demand for these machines, according to the company. But over the past few years, demand for this type of machine has picked up in Europe as well as for North America.

The LTF 1045 was designed specifically to meet North American road standards. It is mounted on a Kenworth T 800 Twin Steer four-axle tractor. Additionally, the company will assemble the LTF models at its facility in Houston, TX.

Liebherr decided to take on the truck crane market in the US due to customer requests for such a machine, according to the company. The LTF 1045 has a 55-ton capacity and features a telescopic boom including the base and three telescopic sections. With a 31 foot jib and a 115 foot main boom, the crane has a total tip height of 157 feet. The jib is offsettable at 0, 20, 40 and 60 degrees. The machine has a rough terrain crane style cab and a superstructure engine, a 197 hp Liebherr diesel. It has

swing out telescopic outriggers.

Liebherr's new LTF 1045, is a North American version of Liebherr's LTM design, with the difference being the Kenworth chassis

### Tadano

Tadano recently launched the prototype of its new 35 ton truck crane, which the company says was designed to meet the challenges of North America's most demanding jobsites.

The TM-35100 has a four section synchronized telescopic boom with a fully extended length of 100 feet. The two-stage jib, which is stowed on the base boom section, has a 50 foot reach. Winch single line speed is 140 meters per minute.

The new truck crane also offers continuous 360 degree full circle swing on a ball bearing turntable, according to the company. There are four hydraulic, three-section beam and jack outriggers. Each outrigger beam and jack is controlled independently from either side of the truck, while three extension lengths are provided with corresponding "rated lifting capacities for crane duty in a confined area."

"With its strong boom and long radius capacities, we believe the TM-35100 is one of our most desirable cranes," says Ron Dogotch, general manager of Tadano America.

The crane comes standard with air conditioned cab as well as comfort features found on larger cranes, the company says. Manufacturing of the crane is set to start in June, with delivery of the first machine due in August.

**act**



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# Leading the way



**ACT exclusive:**

## Goldhofer's Mega PST

**G**oldhofer is shaking up the market for Self Propelled Modular Transporters (SPMT) by introducing the PST/ES-E. The new, so-called Mega PST, based on the 2,430 millimeter container width, features an innovative 56 ton (50 metric ton) capacity per axle line.

In recent years the market for SPMTs – the original 2,430 millimeter wide transporter featuring four wheels per axle line and computer-controlled and electronic multi-directional steering – underwent drastic changes as three of the world's largest suppliers were acquired by one owner. Currently, manufacturers from Germany, France and Italy offer container-sized SPMT-systems that have a gross capacity of 40 to 44 tons (36 to 40 metric tons) per axle line.

According to Goldhofer, engineers took a different approach with their design of the Mega PST by incorporating market requests to increase capacity per axle line. The new design offers a gross capacity of 56 tons (50 metric tons) per line, a mere 10 to 14 tons extra compared to current SPMTs on the market. The higher gross capacity also reflects a 25% increase in net capacity per line and trailer module, resulting in a substantial cost reduction in transporting by SPMT, according to Goldhofer.

Of course it should be remembered that the roadway to be travelled can support the increased axle loading and that the load itself has a large enough bearing area. In a way, this also applies to the frame and other components of the Mega PST. The manufacturer claims a sufficient safety factor in the design, for instance, using higher capacity tires with sufficient spare capacity, which even allows for short extreme peak loads, unavoidable in day-to-day heavy haul operations.

The Mega PST is equipped with the multi-directional steering system applied to the PST/SL-E, Goldhofer's 9 feet, 10 inch (3 meters) wide SPMT-type of transporter, based on its popular THP/SL conventional modular trailer. The maximum steering angle offers plus and minus 135-degrees, sufficient to provide all steering patterns such as crab, rotating on the spot, and the like. The hydraulic suspension offers a stroke of plus and minus 350 millimeters from a standard loading height of 1,510 millimeters. Power packs up to 490 horsepower fuel the hydraulic system, including the hydrostatic propulsion, and comply with the latest engine exhaust requirements, including EPA Tier III in North America.

Goldhofer claims the new Mega PST

**The higher gross capacity for the Mega PST reflects a 25% increase in net capacity per line and trailer module, resulting in a substantial cost reduction in transporting by SPMT, according to Goldhofer**

transporter will contribute substantially to turnover in the coming years, especially because of its unique qualifications compared to current similar systems on the market. With the new Mega PST, the manufacturer expects to grow its markets in hydrostatic driven self-propelled transporters. Beside the traditional heavy haul market, Goldhofer expects the Mega PST to be of interest to the ship building industry.

According to Goldhofer, the first major orders for the new type comprise more than 100 axle lines. Still this year, Nippon Express and joint-venture partner UTOC, both Japanese heavy hauling and lifting specialists, will take delivery of 100 lines of Mega PST.

Berard Transportation of New Iberia, LA is one of the other Goldhofer clients, ordering 32 lines. Berard was also the first to order the PST/SL-E, which can be operated together with the Mega PST, as one transporter, via the interlinked computers in the power packs.

**act** 



The modular WideCombi can be operated in a standard 15 foot by 18 foot and XL 20 foot wide configuration

## Scheuerle's WideCombi

**A**t ConExpo in Las Vegas, Scheuerle launched its new type of hydraulic modular trailer, the WideCombi, especially designed for the North-American market. Bragg Heavy Transport Inc., a California-based crane and heavy hauling company, is the first client to take delivery of the new trailer.

The variety of road and permit regulations around the world quite often require a special trailer design to allow trailer access to the national road system or to maximize its use and capacity. This is especially true in the US, with its many federal regulations for roadways and other regulations that vary state to state. Scheuerle, the German specialized trailer manufacturer of heavy and oversized loads, has, together with its North American representative, Transport Systems & Products Inc., drawn up a design that meets those different US regulations and that offers the highest capacity due to its dual-lane design.

The WideCombi forms yet another type in the Combi-range of hydraulic modular trailers and offers all the possibilities of a modular trailer. The WideCombi is produced in standard modules of two or four axle lines. Each line is equipped with two-wide spread pendulum axles, each equipped with four 235/75 R17.5 tires. Axle spacing measures 108 inches. All axles offer mechanical steering with a maximum steering angle of 60 degrees.

Because of the dual lane design principle, the standard WideCombi is 15 feet wide. By splitting the longitudinal center beam and inserting spacers, the trailer width

increases to 18 feet in the X-version and to 20 feet in the XL-version.

According to the company, a specially designed split-type frame is the backbone of the WideCombi. In its basic design, the WideCombi transport system consists of bogies with tow or four axle lines which can be coupled to each other. For low load transportation, there is the possibility of integrating a loading bridge between the modules, providing a wider range of over-the-road possibilities.

The WideCombi is designed using the company's pendulum axle technology. The hydraulic cylinders in the pendulum axles guarantee large axle compensation and tremendous piston displacement in order to

drive under stationary loads which are then lifted into the required driving position.

The modular design of the WideCombi allows for 6-, 8-, 10- and 12-axle line combinations. As standard, the trailer is operated equipped with a hydraulic adjustable gooseneck fitted for the use of four-axle tractors. A hydraulic power pack on the gooseneck powers the hydraulic system, including the hydraulic suspension that also allows for self loading and discharging. The trailer runs at a loading height of 48.8 inches, but the hydraulic suspension offers an adjustable height of plus and minus 325 millimeters. As an option, the WideCombi can also be equipped with a drawbar coupling element instead of the gooseneck. Another option available is adding a lowbed to create a four-bed, six-line trailer.

The WideCombi offers a capacity of 18,150 kg (40,000 pounds) or 23,500 kg (51,810 pounds) at, respectively, 96 km/h (60 mph) or 40 km/h (25 mph) with applicable fifth wheel loadings of, respectively, 26,000 kg (57,320 pounds) and 33,430 kg (73,700 pounds). Maximum payload capacity for a 12-line trailer runs up to 180,400 kg (397,790 pounds) at 96 km/h (60 mph) or 252,030 kg (555,650 pounds) at 40 km/h (25 mph). **act**

## Trail King's Schnable system

Trail King's new Hydraulic Schnable System is engineered to load and unload wind tower sections without the use of a crane. Hydraulic cylinders lower and tilt the pivoting tower on the gooseneck into position for its tower supports to be hooked into the inner flange of the wind tower section. These cylinders then lift the wind tower off the ground and into the transport position. Because terrain at wind tower sites may oftentimes be less than ideal, the cylinders can also be used, if necessary, to adjust the ground clearance of the load.

Once at the site, the goosenecks lower the load to the ground and tilt their pivoting towers into position to be disconnected from the wind tower.





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## Big new Talbert trailer

Florida-based Kauff's Transportation Systems has taken delivery of a 13-axle, 80-ton capacity Talbert lowbed. The basic three-axle lowbed is equipped with air suspension and a hydraulic and detachable gooseneck. In addition, a three-axle booster and a three-axle jeep dolly are available to optimize loading capacity.

At ConExpo in March 2008, talking to Gino Koster, special correspondent to *American Cranes & Transport*, Geoff Russell, Kauff's CEO, explained the investment as a natural development because of his company's clients requesting more heavy



and specialized transportation services. With the new and largest capacity lowbed, Kauff's fleet grows to 70 trailers, ranging from 35 to 80 ton capacity. Kauff's 40 unit strong tractor fleet is exclusively company owned, according to Russell.

Florida's ports provide a large portion of the loads, such as cranes and wind turbines, which Kauff's drivers not only haul throughout the Southeastern US, but also across the nation. Brokers and project forwarders are major clients, but Kauff's also works directly for manufacturing clients, explains Russell. "We just signed a contract with the first power company," he says.

## Lowbeds from Fontaine

Fontaine Trailer introduced two new lowbeds in March at ConExpo. The Renegade LXL is a two-axle air-ride suspension lowbed equipped with a mechanical removable gooseneck. A hydraulic neck is optional.

The 29 foot 2 inch long lowbed deck provides a load capacity of 35 tons, providing even distribution, and 30 ton capacity in a 16 foot range. Minimum loaded height ranges from 15 inches at the front and end to 14 inches in the center of the deck, providing a minimum 5 inch ground clearance. The rear 2-axle bogie is fully covered and provides additional loading space. The bogie and connections are prepared to add an optional third pin-on axle.

With the Magnitude 55H Fontaine introduces a new three-axle lowbed in the

# Thru-Way BladeMaster

**T**hru-Way Trailers from Canada takes a new approach to the North American market by introducing its new steerable BladeMaster extendable trailer, equipped with top-of-the-line European technology.

For almost 40 years Thru-Way Trailers from Milton, Ontario, Canada has been manufacturing heavy, specialized and purpose-built trailers, including double drops, jeeps and multi axle extendable trailers. At ConExpo in March, Thru-Way introduced its latest development, the BladeMaster, a 2-axle steerable and extendable trailer especially aimed at carrying long windmill blades across North America. When closed, the BladeMaster is 53 feet long. Once fully extended, the three-stage central beam takes overall length of the trailer up to 128 feet, 6 inches. The trailer is equipped with 255 70R tires, which offer a rear deck height of 47 inches and a front deck height of 55 inches over the neck.

A remarkable feature of the BladeMaster is its steering system, based on the Active Steering Metrics (ASM) and Electronic Trailer Steering (ETS) designed by VSE from the Netherlands, a leading-edge trailer systems engineering firm. Thru-Way claims that because of ASM and ETS the BladeMaster is lighter, safer, more adaptive and cost efficient than traditional trailers.

The systems allow optimum steering and maneuvering, improving its capabilities especially on side and on site roads. As the truck turns, a signal is sent through the king pin sensor that indicates the radius needed by the



**ABOVE:** The steering system, based on technology from VSE in the Netherlands, was on display at ConExpo to show its ease of operation and its reliability

55 ton range. The lowbed features a hydraulic removable gooseneck. The neck offers an adjustable ride height that features five-position mechanical lock for separate deck and fifth wheel height control. The maximum 55 tons capacity, in a 12 foot range of the 25 foot long deck, is only available with the fourth axle close coupled



or when the single axle stinger is attached. The nitrogen activated stinger axle offers automatic shim and can be lifted to provide ease of backing-up. According to Fontaine,

an increasing number of states require such technical features on more and more trailers. Height of the lowbed deck is 22 inches with a ground clearance of 6 inches. The rear bogie is designed with a V-style boom through with bolt-in pan.

Fontaine, which recently opened a new development department, claims to be the market leader in aluminum and steel platform trailers.





**ABOVE:** Thru-Way Trailers from Canada introduced its steerable BladeMaster extendable trailer for the North American market of windmill blades

rear axles to curve around the corner. This allows for tighter radius for turning than traditional blade trailers, according to the manufacturer.

The VSE steering technology, which is for instance also used on all European steerable Mercedes trucks, is designed around a software program that can be modified easily to meet individual transport needs. The custom-made ASM technology is a fully dedicated, microprocessor controlled, electronic over hydraulic steering system. In addition, the system provides for a hand-held remotely controlled unit that overrides the king pin sensor if independent steering and maneuvering is required. It is also equipped with a built-in diagnostic system that displays automatic calibration routine results, diagnosis and driving parameters.

Another remarkable development was revealed by Thru-Way, together with their Norwegian partner Vang, which was also present at ConExpo. In a joint-venture both trailer manufacturers worked on the design of a new modular trailer system aimed at the US market for specialized carriers and the windmill industry. The preliminary design features include a basic three-axle lowbed that can be transformed in steps by adding three-axle modules, into a 12-axle trailer with a capacity of around 100 tons. **act**

## Rogers' steel coil solution



Rogers Brothers Corp. was recently commissioned to design a trailer that would solve the special problems encountered in hauling steel coils between processing areas of a steel mill. The trailer required interchangeable beds to accommodate two different sizes of hot coils. The trailer would need to be designed with long-term, rugged durability that could withstand use during three daily shifts, seven days a week.

Rogers worked with the maintenance, purchasing and transportation departments at a steel mill to design and build a 3-axle, 65-ton capacity trailer with a 25 foot-6 inch trough that accepts different sizes of coil-carrying trays. Two trays were designed to transport 76 inch diameter coils, and another two were built to transport 48 inch diameter coils. The trays were lined with a special heat-resistant material that prevents damage during transport.

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Safe crane operation is in the national spotlight.

All aspects of crane operation, inspection, training and certification are under the microscope.

D. Ann Shiffler reports

# How safe is safe?



Often, a company's focus on crane and rigging safety will be relative to how long it has been since a major accident, not how long it has been since operators and riggers were given instruction on safety and best practices, according to J.R. Williams of the East Texas Crane Academy



When it comes to training, there never seems to be enough in the budget for training until after an accident. The first thing in the budget to get cut is training, says The Crane School's Bud Wilson



A news article describing the March tower crane accident in New York City compared the scene to a horror movie. The tragedy in Manhattan and a subsequent fatal crane accident days later in Miami have stimulated the intensity of the national debate regarding all aspects of jobsite safety and crane operation.

Crane training businesses report that their phones have been ringing off the wall with old and new customers pursuing additional training for their operators and advice about how to ensure that they are doing all they can do to ramp up safety and mitigate risk.

"Our phone is ringing quite heavily," says Bud Wilson, president of The Crane School, based in DeLand, FL. "People are looking for additional training."

Wilson, a former crane operator, and his team travel all over the country offering operator training and certification classes on tower cranes, mobile cranes and overhead cranes.

"We do crane operator certification through NCCCO which is the leading certification program and is the only one that OSHA acknowledges," says Wilson. "Once an operator is certified, he has five years before he has to get recertified. Some companies choose to require on-going training after certification and others hope

J.R. Williams at the East Texas Crane Academy overseeing hands-on crane instruction

they will just stay lucky."

When it comes to training, there never seems to be enough in the budget for training until after an accident. "The first thing in the budget to get cut is training," he says. "And then something happens and then there's always enough time and money to do it right the second time, but never the first time."

## Certification debate

When a large-scale accident occurs, the operator certification debate begins, again. Only 15 states and six municipalities require operator certification, including New York City. Florida currently does not have legislation in place to require operator certification, although not for lack of trying. "It's been on the back burner in Florida and other states for a long time," Wilson says. "I think this time around we will see some legislation out of Florida."

Wilson says that operator training is a rewarding job and that he enjoys teaching operators about the finer points of operating a crane. "This is dangerous and expensive equipment," he says. "As an operator, you need to act ahead of the crane."

Wilson believes that the best teachers are those who have spent their own time in the operator seat. He has committed to memory OSHA regulations, citing different rules and regulations, and understanding the law and every related detail. "It's a shame that someone has to get hurt and people get killed to bring it to light what can happen instead of doing it ahead of time," he says. "In my 20 years of doing crane safety, I don't know if I have prevented an accident, but I'd like to think I did."

Wilson has a high regard for the companies that have a safety culture. But there are still a lot of companies that operate on a wing and a prayer. "There are some companies that will rent you a crane if you have a valid CDL driver's license and proof of insurance," he says. "That's about as scary as it gets."

Training empowers an operator to assure that the crane he is operating is safe and ultimately that the jobsite itself is safe. "The operator should have the final say as to the safety of an operation," Wilson says.

## Certification demand

Depending on the area of the country, many crane safety companies are struggling to meet demand for their services. J.R. Williams, president and owner of La Porte, TX-based East Texas Crane Academy, says he struggles to get all the crane operators certified who are seeking certification. Demand for his services is primarily driven by insurance companies and petrochemical industry facilities. More insurance companies are demanding that the businesses they insure have certified operators, and petrochemical companies on the Gulf Coast require that the crane operators that work in their facilities are CCO certified, he says.

"Unfortunately, a lot of the drive is



**The Crane School's Bud Wilson leading a classroom session**

mandates for certification whether by a state or a facility," he says. "I don't see a whole lot of employers getting on the bandwagon without some sort of drive, whether it be their insurance company driving it or customers driving it or a state or federal mandate. There's not a whole lot of volunteerism."

Often, a company's focus on crane and rigging safety will be relative to how long it has been since a major accident, not how long it has been since operators and riggers were given instruction on safety and best practices. If the upper management was not there at the time of the last accident, they are often less concerned about safety than a management team that has been through the experience of a devastating accident. "The urgency is not there," says Williams.

"When budgets are cut, unfortunately training and safety seem to take the first cuts," he says. "And this is absolutely the worst cut."

## New programs pending

An NCCCO Commissioner, Williams is pleased to see new certification programs for riggers and signalpersons in the works. "We're getting close to a finished product in rigger and signalperson certification," he says. "There will be a big demand for this certification. The bottom line is that you

can rest assured that any state, employer or facility that requires the operator to be certified will eventually require the rigger and signal person be certified, as well."

While state legislatures slowly wrestle with mandating crane operator certification, Williams says OSHA could also beef up requirements. "OSHA has the tools to make things better if they will hurry up," he says. "The SC&RA has been on top of this. It's been four years since the C-DAC committee finished its task of a rewrite of 19.2550. It has the tools to make things better because it mandates certification and training, and puts the monkey on the supervisors' and employers' back, where it should be. If this were written into law then all these people who are dodging certification wouldn't have any choice and have to step up to the plate. I understand that there's bureaucracy in Washington, D.C., but there seems to be some dragging of feet."

Williams offers NCCCO certification for operators throughout the country, but he says 80% of his clients are from his general area of operation in Texas and the Gulf Coast region, which he terms "the Petrochemical Belt." Shell Oil, Exxon and Dow Chemical and other plants in the vicinity require NCCCO certified crane operators.

"When you are operating in a petrochemical facility, you have a whole lot more exposure to a catastrophic incident as opposed to new construction," says Williams. "That's the reason that these facilities do all they can do to make sure the crane operator and other craftsmen have been through training before they can work in that facility. On a construction jobsite, there aren't as many requirements and there can be a lot of 'lose cannons,' so to speak."

Williams says that's not to say that petrochemical plants are accident free. "I do not have the data to make a comparison but I would think that the number of crane related accidents within the fences of a petrochemical plant are way lower than outside of those fences."

Williams and other instructors interviewed for this article report that the average crane operator who hasn't been certified has

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little concept of industry best practices. "Unfortunately, they are out there winging it," says Williams. "That's the good part about the NCCCO certification. In order for them to pass the test they have to have a really good grasp of the rules and regulations, and know and understand the industry's best practices."

Orlando, FL-based Crane Inspection & Certification Bureau, (CICB) specializes in training operators on the equipment they will be running. John Cole, general manager of CICB, travels all around the country training operators. Before becoming a crane safety instructor, Cole had a 28 year career in the Navy Seabees, which is known as the Navy's construction force. He was an equipment operator, ran cranes and was responsible for load testing, training and the like.

### More pro-active

In assessing the "national dialogue" regarding safe crane operator, Cole says "the larger companies have taken a pro-active course. More companies are buying into and supporting the CCO program. More companies in the industry are buying into operator certification and investing in training."

The problem is that often this dialogue doesn't reach the smaller companies. "Cranes are getting more technical and complicated, which means more training is needed," Cole says. "These new cranes have all types of safety devices built in, but unfortunately some of the buyers don't really read the operator manuals or require that their operators be tested on all the elements of this new equipment."

Also, Cole says that sometimes operators rely too heavily on a crane's safety attributes. He has trained lots of operators who can't correctly interpret the load chart on a given

new crane. "We find a lot of operators are relying on the LMI system on a crane to assure a safe pick," he says. "But if you put in the wrong information you get the wrong information back. So, operators need training on not only how to operate the machine but also on the indicating systems and safety items."

Cole says the need for operator training is "across the board," rather than in a specific class or capacity of crane. "A lot of people think boom trucks and the smaller carry decks you don't need training," he says. "Carry deck cranes are probably among the most abused cranes there are."

The recent "media frenzy" after the two highly publicized accidents in New York and Miami is a typical reaction. He says that there will likely be a lot more discussion about crane inspections than in the past.

But there is much more to accident prevention than operator certification and training. CICB offers safety analysis and review as one of its services.

"Our seven-point evaluation system will identify any possible problem areas and suggest feasible solutions to correct it," says Cole. "CICB's team examines your entire material handling operation from an independent, third-party viewpoint."

All too often, some crane owning companies view safety as a necessary evil, rather than an investment in the security of the company. "You should look at safety as an investment in the company," says Cole. "You don't realize the hidden costs of an accident until you are faced with one. The return on your investment is increased productivity and not having accidents."

Brian Doonan, president and owner of Scottsdale, AZ-based Equipment Safety Services Inc., has trained some 30,000 students in his years as a crane safety educator. Before that, he worked for a major



crane manufacturer. His company performs CCO certification in six southwestern states and offers crane and rigging safety courses for municipalities and general contractors in construction and mining.

"The thing I'm pleased to hear is when an operator tells me that he is more conscientious about safety because he understands the laws, capacity charts and setting up machines a lot more than he did before training," he says. "Operators that are trained are not just pulling the levers, but they are thinking about the operation, and they are much more conscious of safe operation. Years ago, it was more of a 'just get her done attitude.'"

Doonan remembers back to the '70s and '80s when the crane manufacturers offered more training than today. "There's not much of that any more," he says. "Liability has a lot to do with it."

Doonan's biggest concern is that just CCO certification is not enough for most operators. "There's still so much to be taught, so much to learn," he says. "We don't teach them how to put a jib on a crane, how to put wire rope on a drum. There's a lot more hands-on instruction needed. Plus, every crane is different, every brand is different. Most operators can't just jump off a Link-Belt and jump on a Grove and run them the same."

### Healthy operators

Another issue of safety that is often not considered is the health of the operator. For pilots, health screening is important, but for a crane operator, who is often operating just as big a machine and as expensive a machine as an airplane, health screening is mandatory. "Operators need to be screened for hearing, vision and even diabetes," says Doonan. "We've seen cases of hearing loss

Brian Doonan of Equipment Safety Services has trained more than 30,000 operators





**At the Oklahoma College of Construction, students learn precision operating skills**

and diabetes pop up.”

Doonan says that in the western states, more operators are certified than in other areas because of more strict laws, especially in California. He is a bit concerned about the lack of training required for self-erecting tower cranes. “The portable cranes are a huge niche right now,” he says. “But there’s not much formal training going on with those machines.”

A good thing in terms of safety, Doonan says, is that most of the cranes out working today are relatively new and in good condition. “There’s not a lot of crummy cranes out there anymore,” he says.

He is impressed with all the safety

attributes now standard on a crane. “Still, all the new technology means that the operator needs training,” he says. “More training is needed on these newer technologies, these more sophisticated LMI systems.”

### New technologies

Keeping up with these new technologies is a challenge for the industry, and especially for the crane operator. “There’s a void in advanced training,” Doonan says. “Some of these computer systems require some serious training and hands-on computer training.”

The goal of the Oklahoma City-based Oklahoma College of Construction (OCC) is to train and bring new operators into the industry. “The main thing that distinguishes us is our core focus is on training and bringing new operators into the industry,” says Wade Vakulick, director of industry relations and safety.

Vakulick says the OCC offers intense, on-site six-week entry level operator courses for its students. “Demand for our services is very high,” he says. “Our students are in school from 7 a.m. until 5 p.m. every day learning rigging, signaling, crane safety, crane operation, crane set-up and tear down. It’s a pretty massive course. These are the folks who drive past a construction site – a young person looking for a career or an older person looking to switch careers – and maybe they see something they want to get involved in.”

Besides the entry level course, OCC offers CCO testing and has a staff of CCO certified instructors and practical examiners. Beyond that course of study, OCC also offers off-site corporate training.

Vakulick says OCC has found that there



**Equipment Safety Services’ Brian Doonan says most of the cranes out working today are relatively new and in good condition**


are lots of experienced crane operators who seek more in-depth training on the cranes they operate. Recently, OCC has been responding to requests from companies to offer more CCO training and continuing education for crane operators. “We’re getting a lot more calls from employers who have guys in the field who are not certified,” he says.

Vakulick says the OCC is running 85.7% of placement with its graduates. “Most of them are finding work right away because they are well trained,” he says. “Our entry level crane program is filled every time we start a new class.” **act**



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# Squeeze play

Renovating the historic Fenway Park required an all-star line-up of cranes and operators.

David Newton reports

**B**ostonians hold a reverence for Fenway Park, home of the 2007 World Series champion Boston Red Sox, as a treasured shrine, a pantheon to Carl Yastrzemski, Ted Williams, Carlton Fisk, Bobby Doerr, Tris Speaker, Hugh Duffy and the inimitable pitcher Cy Young; names of baseball legend at Cooperstown. Even the great Babe Ruth played here with the Boston Red Sox for six seasons, before his glory days with arch nemesis the New York Yankees.

So when the historic park was prepared for renovations, Capco Steel and Fabrication of Providence, RI was called to the plate. Construction work at Fenway Park is constricted, exacting, and cramped, owing to the fact that the park was opened on April 20, 1912, a day in which news of the Titanic sinking shared the headlines. It is the oldest stadium in Major League Baseball.

Located in the industrial Fens District of Boston, streets are narrow and buildings built in the middle of the last century surround the field. Only a few parking lots are located close enough to the construction site to stage crane erection and steel delivery trucks. "Every project is replete with its own unique challenges," states Paul Fioravanti, vice president of operations for LJ Crane Co., also based in Rhode Island, and who provided the cranes and logistics for the job. "We always say that the best opportunities are the result of daily challenges that we've prepared ourselves for."

The primary challenge that LJ Crane faced was getting its 2006 Manitowoc Model 2250 with 290 foot of boom into the stadium and set up to work. LJ Crane was competing against two other crane companies that maintained that the job could only be done with hydraulic cranes, and that a conventional crane could not be constructed in the confines of the baseball field, which measures 310 feet (94.5 meters) down the left field line; 379 feet (115.5 meters) in



Crane operator Mike Morgan had his work cut out for him, especially when removing and replacing the large light poles from the construction area. Booming out 170 feet, he handled the 35,500-pound poles with ease

left center field; 390 feet (118.9 meters) in center field; 420 feet (128 meters) in deep center field; 380 feet (115.8 meters) in deep right field; and 302 feet (92 meters) down the right field line.

## Green Monster

Paul Izzo, owner of LJ Cranes, and not one to back down from a challenge, affirmed that the 350-ton crane could work and at a substantial savings compared to the large hydraulic cranes proposed by the other companies. Components were brought in through the "Green Monster" doorway, measuring only 12 feet high and 14 feet wide. The "Green Monster," a source of Red Sox fan pride, is the famous left-field wall, which measures 37 feet (11.3 meters) high. Izzo oversaw all aspects of delivery and set up of the monstrous crane. Twenty tractor trailers and two set up cranes delicately assembled the Manitowoc, placing the crane at home plate and stringing the boom out down the right field foul line to the Pesky Pole, another famous landmark of the park.

It took two full November nights to set

Working for Capco Steel Company, LJ Crane & Rigging used its Grove GMK 90 ton hydraulic crane and its Manitowoc Model 2250 for work at Fenway Park in Boston



up the crane. According to Josh Wilbur, estimator and superintendent with LJ Crane, "when people coming to work in Boston saw that crane boom hanging in the air over the stadium, it was pretty amazing!"

Crane operator Mike Morgan, a member of International Union of Operating Engineers Local 4, had his work cut out for him, especially when removing and replacing the large light poles from the construction area. Booming out 170 feet, he handled the 35,500-pound poles with ease.

Steel and precast delivery trucks were staged in the street outside the stadium, where Morgan had to boom out over the stadium to reach them. A 30 foot wide alley lined with steel plates was created along the first and third base lines, which gave the crane only a foot on each side of the crawlers to maneuver. When the project was completed in March 2008, general contractor Berry Construction of Boston delivered 850 new seats for fans.

LJ Cranes has grown quickly since the company's 1999 austere inception in Cranston, RI. Today, LJ's cranes have worked





The cranes were partially disassembled and brought into the ballpark via the "Green Monster"

throughout North America and revenues are five times greater than only three years ago. According to Fioravanti, "by making a large capital investment in the most desirable equipment and making the commitment to customers, our business plan continues to fuel our growth."

Fioravanti is making reference no doubt, to LJ's stable of more than 70 cranes. The company's Port of Providence yard has seven acres with rail and shipping dock sites. Over four acres are under roof for equipment protection and maintenance. LJ Cranes has cranes from 8.5 ton to its newest 550-ton 2008 Grove GNK 7550 hydro. Many of its new cranes were purchased from Shawmut Equipment of Manchester, CT, including the Manitowoc Model 2250 used at Fenway.

### High profile

Besides the constrained working conditions, national media and political attention was also keen before and during the project, according to Fioravanti. Various Red Sox stadium options had been copiously reviewed by teams of committees and preservation

groups, including demolition. The decision to preserve, maintain and renovate the stadium came in 2002, when New York media mogul and Harvard graduate Tom Werner, along with businessman John W. Henry, purchased the franchise for \$660 million from a trust headed by Bostonian John Harrington. They also bought Fenway Park, with the express goal of winning a championship, which they soon realized in 2004 and again in 2007.

Janet Marie Smith, senior VP of planning and development for the Boston Red Sox and architect behind the redesign of Fenway Park, used the facility as a paradigm to show the rest of the country how refurbishing a cherished relic can work out successfully. The new Red Sox owners, instead of demolishing and relocating to a new complex, invested over \$150 million dollars of their own money for improvements. Citing both sentimental and economic reasons, the owners first added "Green Monster seats" behind the famous left-field wall.

According to a New York Sun editorial last fall titled, Fenway's Example, "the Red Sox made their way to their second World

Series victory in four years while playing in a ballpark that is 95 years old." The article went on to say, "one of the arguments the team owners (in New York) have made in seeking approvals for the new stadium is that they can't be competitive – i.e., win – while playing in an old stadium. Yet here the Red Sox have managed to win two World Series while playing in a swamp in a park that opened its doors in 1912."

Such a high visibility venue turns up the pressure as well from the local media and the general population, who hold the site so dear. Contractors are observed closely for any mistake. One mishap occurred in November 2007 when an ironworker, using a cutting torch, created a blaze. Boston Firefighters contained the damage quickly, although they had some difficulty maneuvering their hoses through the construction site. According to Steve MacDonald of the Boston Fire Department, "Everything that was damaged was going to be thrown away anyway." Even though the event was minor, the Boston Herald printed the story.

When Boston's "Boys of Summer" returned from spring training in Fort Myers, FL last month, they opened their home season on April 8, in a spruced up Fenway Park, bustling with the spirited red and white accoutered crowd. Young players like pitchers Jonathan Papelbon and Curt Schilling, and Japanese favorite Daisuke Matsuzaka, outfielder Manny Ramirez and third baseman Mike Lowell are likely savoring Fenway's ambiance of yesteryear, making history of their own, while their fans enjoy new seating and amenities at "the old ballpark in the Fen," as locals call it.

At last it's time again to "Play Ball!" **act**

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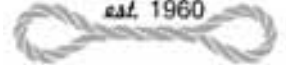
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Crane safety and operator certification  
are a constant concern of SC&RA

# Eyes wide open

**P**eople who are unfamiliar with the Specialized Carriers and Rigging Association might be tempted to say that the recent crane incidents in New York City and Miami should be heeded as a wake-up call for our organization. They would be mistaken.

Our eyes have always remained wide open concerning the importance of safety in our industry. In the late 1980s, the association's members came together in an effort to resolve crane safety concerns. That work resulted in the creation of the National Commission for the Certification of Crane Operators (NCCCO) in January 1995 as an independent nonprofit organization.

By providing a thorough, independent assessment of operator knowledge and skills, NCCCO seeks to enhance lifting equipment safety, reduce workplace risk, improve performance records, stimulate training, and give due recognition to the professional skill of crane operation. Two new certification programs, signallerperson and rigger, should be available by the end of 2008 after a few years of development.

Today, 15 states and six cities have licensing requirements for crane operators. Nine of these states and two cities require or recognize NCCCO certification. SC&RA believes these requirements should extend to all states.

Operator certification is one component of the recommended proposal for the Occupational Safety and Health Administration (OSHA) Standard, Cranes and Derricks in Construction. Some of the other sections cover signallerperson qualifications, qualifications of maintenance and repair workers, inspections and proper signals.

Our association has been at the forefront of efforts to update this standard. An SC&RA representative was among 23 individuals appointed by OSHA in July 2003 to develop a recommended proposal for this standard.

OSHA instructed these members of the Cranes and Derricks Negotiated Rulemaking Advisory Committee (C-DAC) to negotiate all aspects of the new standard within one year. After meeting nearly every month, C-DAC accomplished that significant task.

The promulgation process has since languished within the Department of Labor. On February 26, SC&RA wrote to the Labor

Secretary Elaine Chao, whose department has jurisdiction over OSHA, to express concern that the lack of progress remains a disservice to the industry and the delays are not within the spirit of Negotiated Rulemaking.

While taking a proactive role to encourage fair, effective safety regulations, SC&RA has a responsibility to protect members from overly aggressive measures – particularly at the state and local levels – that hamstringing the manufacturers, owners and operators of crane, rigging and specialized transportation equipment without providing real safety assurances. Unfortunately, the recent incidents could lead to a call for undue, counterproductive measures by those without an understanding of the industry.

Although the investigations of the accidents continue as this is being written, evidence suggests human error as the root cause of the accidents, not crane failure.

Tower cranes are a proven, reliable technology that have been used successfully in construction projects since the 1940s. Of the more than 3,000 tower cranes in North America, about 2,100 are in use on any given day. Based on a conservative estimate of 50 lifts daily per crane, more than 105,000 lifts are executed daily.

SC&RA's Allied Industries members tirelessly work to make their equipment even safer, often in consultation with fellow members that own and use the equipment. Every major SC&RA meeting features sessions on safety and risk management.

The association also continues to produce new or updated training videos, manuals and other tools every year to ensure our industry operates as safely as possible. You may learn more about these products by reviewing the latest SC&RA Product Catalog at [www.scranet.org/store](http://www.scranet.org/store).

Our association clearly takes safety responsibilities very seriously. Any injury or fatality within our industry is one too many.

Joel Dandrea, executive vice president

# SC&RA goes the extra mile with the Specialized Transportation Symposium. Terry White reports

**F**or over 20 years, SC&RA has held unique annual meetings to bring together federal and state highway officials, permit engineers, equipment manufacturers, escort service operators, shippers and specialized carriers. Originally known as Oversize/Overweight Transportation Symposiums, these meetings were renamed the Specialized Transportation Symposiums in 2003 to reflect changes within the industry.

Since the beginning, the focus has been on the need for uniformity in the process of issuing and enforcing permits for overdimensional loads. Despite the considerable progress that has been made over the years, much work remains to be done.

## Tradition continues

At the 2008, Specialized Transportation Symposium, June 4-6, at the Hilton Cincinnati Netherland Plaza Hotel, Cincinnati, OH, the tradition continues with a panel of regional Department of Transportation (DOT) officials, who will address the most critical issues they face. They are expected to provide candid updates on the permit process, recent steps toward greater uniformity, the increased volume of overdimensional loads and the impact of infrastructure decay.

Panelists will include Utah DOT's Richard

Clasby, chair of the Western Association of State Highway and Transportation Officials; New York DOT's Joe Lee-Civalier, chair of the Northeast Association of State Transportation Officials; and Missouri DOT's Michelle Teel, chair of the Mississippi Valley Conference of State Highway and Transportation Officials.

Once again, those regional transportation groups will hold their own meetings before the symposium officially begins. Such meetings of transportation officials from different states were a rarity before SC&RA began the annual symposiums.

Several sessions will look at the issues from a federal perspective. Following the opening

remarks, a senior official from the Federal Highway Administration (FHWA) will examine national issues relating to size and weight, regulatory actions and strategies to enhance national transportation efficiencies. The symposium's closing session will cover significant developments concerning federal safety regulations involving load securement, hours of service, and electronic on-board recorders.

## Safety commitment

SC&RA's ongoing commitment to safety also will be demonstrated in a number of other sessions and a Transportation Group Safety Committee meeting. Steve Keppler, director of Policy & Programs, Commercial Vehicle Safety Alliance (CVSA), will discuss how industry and enforcement agencies can work together to improve the safety and efficiency of overdimensional cargo transportation.

Safety considerations will command considerable attention in a session on the rules, controls and proper use of pilot cars. Panelists will contemplate ways to make even

**A panel of regional Department of Transportation (DOT) officials will address the most critical issues they face in the realm of specialized transport. They are expected to provide candid updates on the permit process, recent steps toward greater uniformity, the increased volume of overdimensional loads and the impact of infrastructure decay**







**TERRY WHITE** is president of T&S White Company, a writing, editing and graphic design firm in Burke, Virginia. He has written for organizations that include: Brick Institute of America; Finishing Contractors Association; Ironworker-Management Progressive Action Cooperative Trust; National Erectors Association; and US Chamber of Commerce. His relationship with SC&RA dates back to 1991.



The 2008 Specialized Transportation Symposium will be held in Cincinnati, OH

National Speaker Hall of Fame. He will discuss the importance of maintaining energy and purpose in life and work. His presentation will include tips on achieving and maintaining a healthy productivity level.

You may register online at [www.scranet.org/event/display\\_event.cfm?Event=22](http://www.scranet.org/event/display_event.cfm?Event=22). Additionally, the SC&RA Web site includes the official program; room reservation form; exhibitor registration form, floor plan and booth assignment; and information about the hotel and Cincinnati. For additional information, call (703) 698-0291. **act**



## SC&RA Specialized Transportation Symposium

# Exhibit Center Guide

Open on two days, the Exhibit Center provides an excellent opportunity to learn more about the latest products and services designed especially for the specialized transportation industry. Drawings for cash prizes and a free registration for the 2009 Symposium in Albuquerque add to the festivities.

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better use of the "Best Practices" guidelines developed by SC&RA in cooperation with CVSA under an FHWA grant. A special Pilot Car Task Force Meeting before the symposium will consider update procedures, certification and safety measures.

Regardless of the precautions, specialized transport companies take, accidents happen in the industry. Angela Cash, a partner in the full service transportation law firm of Scopelitis, Garvin, Light, Hanson & Feary, will provide valuable information on accident response and effective crisis management.

On the other hand, some incredibly challenging hauling jobs turn out perfectly every year. See some prime examples from jobs completed in 2006 and 2007 during the review of the SC&R Hauling Job of the Year winning entries.

Increasingly, doing the job right also means paying attention to environmental considerations, particularly through greater fuel efficiency and reduced emissions. Today's diesel prices magnify the need to conserve fuel. Through its Smart Way Program, the Environmental Protection Agency is working with the trucking industry on important economical and ecological advancements. Find out more during the Smart Way session.

### Motivational speaker

Adding a light touch to the proceedings will be Charles Petty, a humorous motivational speaker who has been inducted into the

**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.



# Understanding B30.5-2007

The new ANSI standard has been released. What does it mean for crane owners and operators? **Tim Hillegonds** reports

**R**obert G. Ingersoll was once quoted as saying, "The intellectual advancement of man depends on how often he can exchange an old superstition for a new truth." I read his quote and it dawned on me that Ingersoll would probably be extremely disappointed with the pace at which we change nowadays.

The legislative process in America is cumbersome and laborious, and it sometimes feels like we can't get out of our own way. The C-DAC proposal is a prime example. It was five years ago, in 2003, when the negotiated rulemaking body was formed. In 2004, it finished its task of delivering a consensus final draft document, and today, in 2008, the Department of Labor is still working on trying to get it into the federal register for public comment. Our intellectual advancement seems to be stalled.

So how do we change this? How do we advance, intellectually or otherwise? Well, according to Ingersoll, we exchange an old superstition for a new truth.

The American Society of Mechanical

Engineers (ASME) develops industry standards for cranes. Each standard is then divided into volumes and each volume completes a consensus approval process and is written under the auspices of the American National Standards Institute (ANSI). Every three years ASME publishes new editions of its standards that include any changes that may have been brought about by discussions had during that time.

## New standard

On March 7, 2008, the standard pertaining to Mobile and Locomotive Cranes, B30.5, was issued. Dating all the way back to the 1968 volume of ASME B30.5, the responsibility of the operation of cranes has been left up to interpretation. In 1968, the standard was written to say, "The operator shall be responsible for those operations under his direct control. Whenever there is any doubt as to safety, the operator shall have the authority to stop and refuse to handle loads until safety has been assured."

In the 1989 ASME B30.5 volume it was changed to read, "Each operator shall be held responsible for those operations under the operator's direct control. Whenever there is any doubt as to safety, the operator shall consult with the supervisor before handling the loads." But nowhere was it ever defined as to what constituted what was under the "operator's direct control."

Until now. In fact, I would go as far as to say that we might actually be exchanging an old superstition for a new truth. Merriam-Webster defines the word superstition as "a notion maintained despite evidence to the contrary." The notion that the 1968, 1989, or even the 2004 standards

“With the new language in place, regardless of a contract, everyone knows where the responsibility now lies. To avoid an accident everyone should do their part as defined by the volume, but when an accident does occur, it will be much easier to determine who should have done what to avoid the incident.”

**Bill Smith**, president of NBIS Claims & Risk Management

way of not defining “those operations under the operators direct control” left way too much room for interpretation. Sometimes the crane operator is the king of the castle, so to speak, but often times, like when he is picking in the blind, he is reliant on someone else. So how does it make sense to make him responsible for everything? Simply put, it doesn’t. And that’s precisely why the new truth, B30.5-2007 is paramount in the crane industry’s evolution.

### Clear definition

The Standards Committee finally decided to clearly define the lines of responsibility and not leave it up to the industry for interpretation. Now there is clear definition as to the responsibilities assumed based on the category (owner, user, supervisor, lift director, operator) that the individual falls into. There’s no more “king of the castle.”

In researching this article I asked Billy Smith, president of NBIS Claims & Risk Management and former crane operator, whether he saw this as a positive change for the industry or not.

“This is definitely a positive change for the industry,” says Smith. “Now, depending on where you fall in each category, the confusion of who does what and who

controls and directs the lift will be easier to differentiate. However, you may fall into several categories on the jobsite. For instance, you may be a small company and be the owner, the user, the crane operator, and if no one has any experience in handling loads, you may also be the lift director. On the other hand, you may be working on a big project and only be in the crane operator category. Each jobsite will dictate the responsibility for safe operation but at least now there are lines of responsibility that further define everyone’s role and hopefully will work to reduce confusion and also accidents.”

### Assigning responsibility

I would agree with him wholeheartedly. And since I happened to have his ear for a moment, I asked him another question: How, specifically, will this affect crane companies that are renting cranes? Smith’s answer was interesting and he raised a good point regarding contractual relationships, or the lack thereof.

“Most crane companies today will not work without a contract in place that defines the terms and conditions of the rental,” he explains. “With the new language in place, regardless of a contract, everyone knows where the responsibility

now lies. To avoid an accident everyone should do their part as defined by the volume, but when an accident does occur, it will be much easier to determine who should have done what to avoid the incident. In a bare rental situation the user may take on some of the responsibilities of the owner since they have the crane in their custody and care and also hire the operator to run the crane at their site. In a manned rental the owner has his responsibilities and the operator has theirs as an employee of the owner, but now the user and the supervisor/lift director also have to be responsible for the safety of the lift and cannot just blame the operator... because it was left undefined and open for interpretation.”

In layman’s terms, everybody has a responsibility and a duty and everyone will now be held accountable for those responsibilities and duties.

And so it seems that we are finally advancing intellectually. We hope that this new volume will help to make the crane industry better and fairer. We hope that crane companies will stop getting blamed for things that are outside of their control and we hope that operators will stop being seen as omniscient.

But of course, only time will tell.

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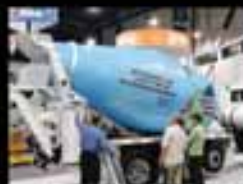


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**Link-Belt names international sales manager**

Roy Burger has been promoted to the position of international sales manager of Link-Belt.

Burger started at the Link-Belt Hydraulic Crane plant in Lexington, KY, in 1982 in manufacturing. He moved on to employee relations manager and then to telescopic crane product manager. Most recently, for the past three years, he has been a district sales manager.

"We are excited to have Roy concentrating on our expanding international opportunities," said Brax Snyder, manager of worldwide sales. 

**In Memorial: Carl Lenz Springfels**

Carl Springfels passed away March 20 at his home in Miami Shores, FL. Springfels was heavily involved in the movement to establish a national assessment program for crane operators, and he made major contributions to the development of CCO written and practical examinations. This year marked his 10th year of active service to the NCCCO.

Springfels retired from the International Union of Operating Engineers Local 487 as training director and treasurer. He was an active member of the American Legion and the VFW, Navy League, Tailhook Association, AOPA, SC&RA, NCCCO, Miami Shores Chamber of Commerce, Miami Shores Optimist, Miami Shores Country Club, and an active member of Miami Shores Presbyterian Church since 1958.



## 2008

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**APEX**

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**Senior executive named by AED**

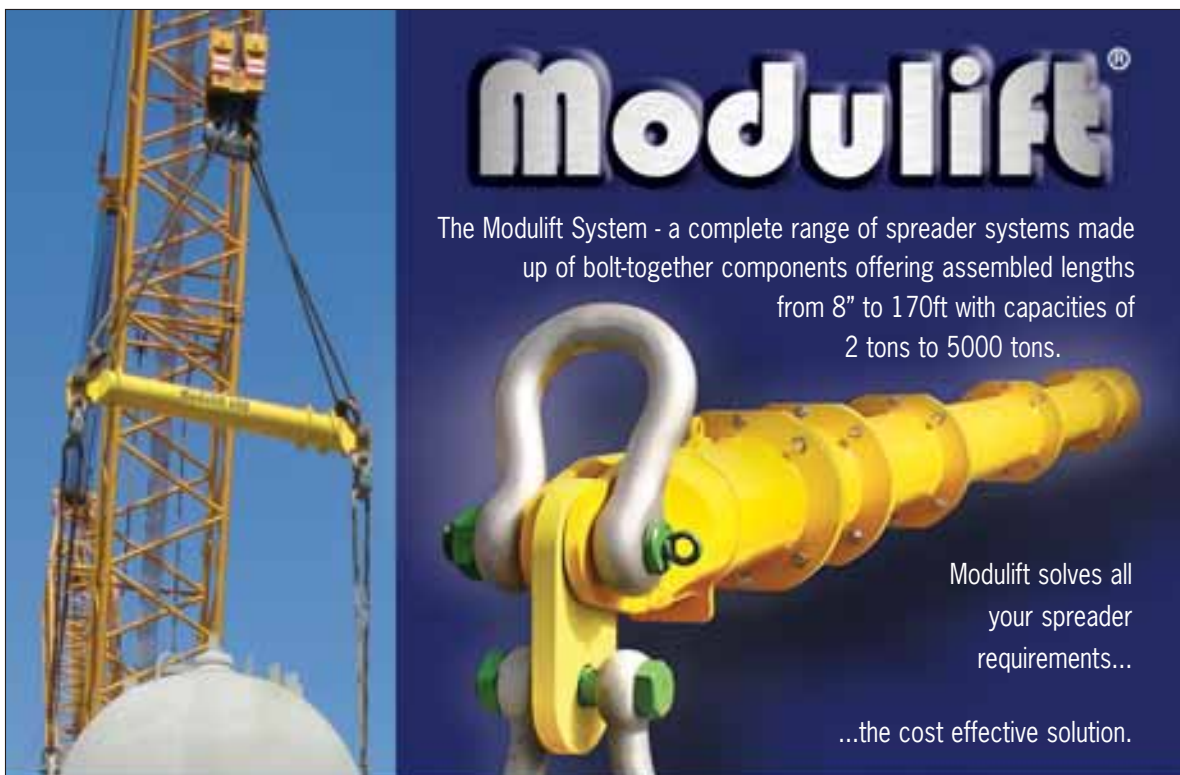
Associated Equipment Distributors (AED) has announced the appointment of Bob Henderson as the association's executive vice president and chief operating officer.

In his new role, Henderson will report to AED President and CEO Toby Mack, and will be responsible for association operations. Henderson will also serve as executive director of The AED Foundation. 

**CraneWorks appoints Punch**

Steve Punch has been named general sales manager for CraneWorks, a Houston, TX-based distributor for telescopic and articulating cranes. Punch most recently worked for Custom Truck & Equipment, Kansas City, MO, as cranes sales manager.

Punch brings to CraneWorks more than 25 years of experience in sales, distribution and manufacturing of all types of truck-mounted cranes.



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- 7 ☐ Other industry
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- 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
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- ☐ Specialized transport
- ☐ Telehandlers
- ☐ Safety/Training
- ☐ Rigging hardware
- ☐ Components

☐ None of the above

☐ Other (please state) \_\_\_\_\_

### What is the annual sales of your company?

- ☐ Under \$1 million   ☐ \$1-3 million
- ☐ \$3-5 million   ☐ \$5-20 million
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### Does your company purchase used lifting equipment?

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**57****products, parts & accessories**

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**68****equipment for sale or rent**

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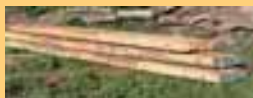
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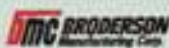


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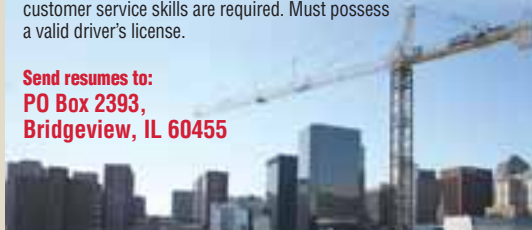
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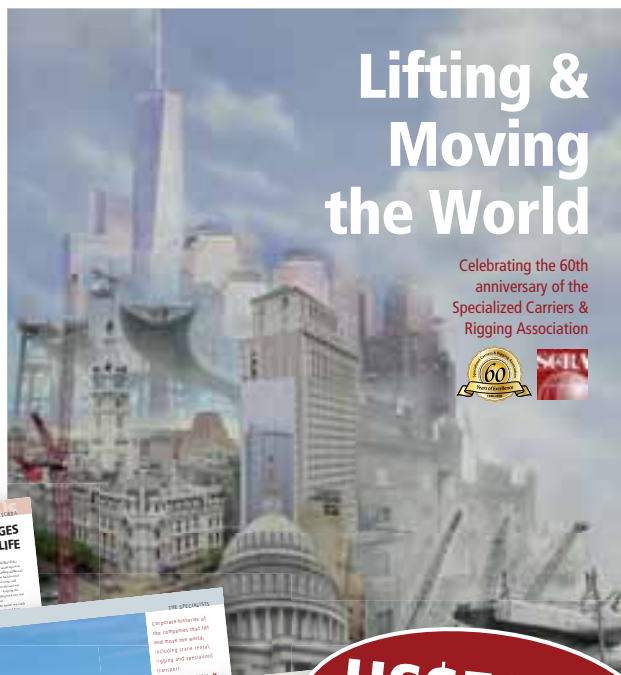


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