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# Sheer innovation

atching the SC&RA Job of the Year presentations last month, I was amazed at the sheer innovation presented. These people are using cranes, gantries and transportation systems in ways their fathers and grandfathers never dreamed possible. And if there wasn't a machine or piece of equipment available to do what needed to be done, these folks hit the drawing board and developed one for the job. Replacing feed water heaters at a nuclear facility, Barnhart Crane and Rigging's team developed a number of specialized machines to perform the job. I feel sure we will see this equipment become mainstays in future projects. It's more than thinking outside of the box, but also thinking inside the box, in most cases within very small, obstacle-ridden boxes.

All of the 2012 Job of the Year presentations were first rate, and I don't think I've ever seen the competition more intense. Each category featured milestone-type jobs that required a can-do spirit, amazing engineering and a safety-first mentality. Watching the presentations, it also struck me that this type of daring and dazzling innovation must be hereditary. George Young talked about the challenges of moving a Philadelphia monument and how much easier it was because he had his father's notes from moving the same monument back in 1966. Brett Berard noted in his presentation that he represented the third generation of leadership at the Louisiana-based company. It's heartening to see an industry in which families work together so well, and employees are family too. Don't miss our exclusive special section starting on page 49 that details all the winning jobs and provides an overview of all the jobs presented.

The SC&RA Annual Conference was a wonderful time to catch up on old friends, meet new ones and listen to how things are going in the industry throughout North America, and the world for that matter. This issue went to press a few days after the conference, so our coverage is limited. We'll offer a full recap of the conference in the June issue.

One thing we have learned over the past few months is that the market in Canada is heating up, and the crane, rigging and specialized services sector is very optimistic about the future. For this reason, we've extended our coverage of the Canadian market in our Regional Report that starts on page 35. As well, our Site Reports this month feature work in Canada. We are looking forward to covering the Crane Rental Association of Canada annual meeting in Banff at the end of May.

Also in this issue, Lindsey Anderson covers innovations in remote control technologies and the market for truck cranes. As well, do let us know what's going on with your company these days. New machines? New people? New projects? Drop me a line.

#### D.ANN SLAYTON SHIFFLER

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Canada on page 35

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ACT's exclusive coverage of daring, dazzling projects



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



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#### ■ ALL Erection and Crane Rental has fortified its midrange fleet capacity with the purchase of five new Liebherr all-terrain cranes. ALL has placed orders for two LTM 1220-5.2. two LTM 1100-4.2. and one LTM 1350-6.1 models. The Liebherr order is the third in 12 months from ALL. Last year the company also acquired a 300-ton LTM 1250-6.1, a 220-ton LTM 1200-5.1 and a 600-ton LTM 1500-8.1 allterrain crane.

- Brasil Máguinas de Construção (BMC) has been appointed as the Link-Belt crane distributor for Brazil. BMC will represent the manufacturer of telescopic boom and lattice boom cranes throughout Brazil, delivering service, parts, accessories and equipment.
- Coast Crane Company has entered into a dealership agreement with Sany America, extending Sany's mobile crane distribution network into California. Founded 42 years ago. Coast Crane operates 11 full-service locations.
- Manitowoc will sell Potain top-slewing cranes direct to customers in the UK market, including MD topslewing, MDT topless, MCT topless city and MR luffing iib ranges. Manitowoc will serve the UK market from its offices in Gawcott, UK. Steve Barnett, managing director for Manitowoc in the UK, said selling Potain cranes directly will enable Manitowoc to react faster to customer inquiries and to raise awareness of the full capabilities of the product line. "Over the past five years, the Potain range has grown by new models and technologies across the board, including a variety of capabilities to suit the diverse nature of modern construction sites." Barnett said.

# SC&RA leadership convenes in Texas

David Lowry passed the ceremonial gavel of leadership to Michael Battaini at the SC&RA Annual Conference April 17-21 at the Hyatt Lost Pines Resort near Austin, TX. Record attendance. a sold out Products Fair, engaging speakers, spectacular entertainment (including the guitar duo of Eddie Kitchens and Alvaro Rodriguez) and gorgeous Central Texas weather were among the attributes of the annual soiree.

Approximately 650 members and their guests from around the world attended the conference that also featured committee meetings, networking and fundraising events and awards presentations.

American Cranes & Transport will feature a full recap of the conference in the June 2012 issue.

Winners of the Hauling and Moving Jobs of the Year were Terry Emmert (two awards). **Emmert International: and** Randy and Brett Berard, Berard Transportation. Also pictured are (far left) Al Koenig and (far right) David Lowry



For more information about the winning jobs and those entered see our ACT exclusive SC&RA Jobs of the Year Special Section starting on page 49.



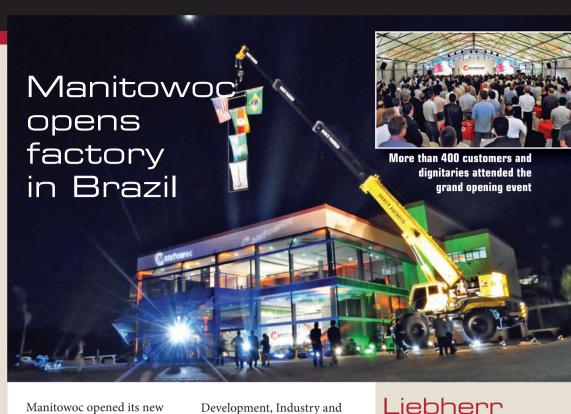


Winners of the Rigging Jobs of the Year are George Young, George Young Companies; Randy Goddard, Atlas Industrial Contractors; and Dan Webb and Matt Brennan, Barnhart Crane and Rigging. Also pictured are (far left) Delvnn Burkhalter and (far right) David Lowry

■ Manitex International announced a consolidated order backlog of \$133 million as of March 31, 2012. This is an increase of 59 percent from December 31, 2011, a 179 percent year over year increase, and represents another all-time high for the company and the eighth successive quarterly increase. Robust demand for Manitex boom truck cranes continues to lead the backlog higher. and the company is also seeing continued strength in the demand for its other specialized products.

- Link-Belt will showcase three of its cranes at this vear's M&T Expo in San Paulo. Brazil. It will be in conjunction with its new distributor for the country, Brasil Máquinas de Construção (BMC). On show at the exhibition, taking place May 29-June 2, will be the 50-ton 108 Hylab 5 crawler, the 60-ton RTC-8065 Series II rough terrain and the 85-ton HTT-86100 truck crane.
- Terex has launched the Eazv 90 self-erecting tower crane. It has a 147.6 foot jib length, 6.6 ton maximum capacity and a 1.6 ton capacity at maximum radius. It features a fully hydraulic erection system, 15 underhook heights, three different jib angle settings and a choice of three different axle versions.

**Shuttlelift has supplied C-Tech** Oilwell Technologies with a single-beam mobile gantry lift for transporting its coiled sucker rod oil-pumping products. Canada-based Oilwell Technologies acquired the SB 30 for use with its portable factories that produce the sucker rod. The crane's first assignment is in Oman, where the Shuttlelift SB 30 is being used to transport coiled sucker rod and load the coils onto trucks and into storage areas.



Manitowoc opened its new factory in Passo Fundo, a city in the southern state of Rio Grande do Sul, Brazil on March 31. More than 400 people attended the grand opening event at the factory, which is the company's first crane factory in Latin America. The facility will initially supply Grove roughterrain cranes to Brazil and across the region.

Customers, crane owners, suppliers and the trade press from Brazil, Argentina, Chile, Colombia, Peru, Panama and Uruguay attended the event. Dignitaries included Brazil Vice President Michel Temer and Fernando Pimentel, Brazil's Minister of

Development, Industry and Foreign Trade.

"The number and prominence of our guests show just how important this factory is to the regional crane industry," said Larry Weyers, executive vice president, Manitowoc, Americas. "The Brazilian crane market is one of the fastest growing in the world, and Manitowoc has a long history both here and throughout Latin America."

Manufacturing will begin in mid-April, and the first deliveries will take place in mid-June.

Heading up the new factory is Mauro Nunes da Silva, general manager of operations.

# system saves fuel

Liebherr is offering a new auxiliary power unit (APU) for its LR crawler crane series to power the operator cabin's air conditioning.

The APU allows the operator to turn off the engine and remain in a temperaturecontrolled environment. This saves the crane owner money on fuel, service costs and operating hours, Liebherr said.

Liebherr estimates that up to four gallons of fuel per hour can be saved by switching off the main engine and only using the APU for cabin climate control. If a crane is run idle for 50 percent of the time, the savings can total 4,000 gallons of fuel a year.

The APU runs off an 11 kW Hatz diesel motor and is integrated into the machinery house.





#### WHECO launches crane blog

WHECO Corporation has launched The Crane Repair Blog. The blog's content is aimed at crane owners and crane insurers to help them understand best practices for crane repair and restoration, WHECO said. Educational content will be augmented by commentary on the crane industry from WHECO's executive staff and industry quests.

"WHECO has a long history of being the industry leader in crane repair and we see the need to share our knowledge and experience with crane owners and the insurance industry," said Jay Shiffler, vice president.

WHECO's goal with the blog is to educate crane owners and the insurance industry that they have choices when faced with repair vs. replace decisions, said Jacob Voncannon, marketing coordinator.

"The objective is to offer education and information about safe and compliant alternatives to the traditional replacement philosophy," Voncannon said of WHECO's ramped up digital marketing strategies. "WHECO will be producing newsletters, eBooks and publishing white papers targeted to inform, educate and address in detail specific issues about crane repair and restoration. The WHECO blog address is http://www.wheco.com/blog."

#### Global Crane offers direct financing

Global Crane Sales is now offering direct financing services for crane customers through Zoomlion Capital

Global is the exclusive North American distributor of a nine-model Zoomlion crawler line, which offers lifting capacities from 55 to 600 tons. Global is also the international distributor of Zoomlion rough terrain cranes. Consisting of four models, the RT line offers capacities ranging from 35 to 100 tons.

Standard financing was once a major hurdle for customers, as many financial institutions

didn't understand the crane industry or what was needed of potential crane purchasers, according to Global.

"We'll work directly with you to find the crane you need," said Ed Gibson, North American sales manager. "Then we'll put together a financing package to make it work both on the books and on the jobsite."

Gibson said his team spent several months performing market research and concluded that supplying secure loans to customers would be a well-utilized service.

"The loan approval rate is

currently averaging around 76 percent, about 8 percent higher than the usual industry average," said Gibson. "We still have to perform background checks, run credit reports and discuss the conditions with the risk control committee, but our approval rate is still really high this year."



**Global Crane Sales distributes** Zoomlion crawlers and rough terrain cranes

#### GMK7550 assists on theater job

Texas Crane Services brought out its largest all-terrain crane, a Grove GMK7550, for work on the \$130 million renovation of a landmark 1920's theater in downtown San Antonio, TX.

The crane helped dismantle the domed roof of the historic Tobin Center for the Performing Arts. The four roof sections, which ranged in weight from 5 to 10 tons, were dismantled in place and lifted out by the GMK7550.

The challenge of the project was the theater's downtown location, which prevented the crane from close access to the building. To make the picks, the crane was rigged with 115 feet of main boom, 161 feet of luffing jib and configured

3. What Are Some Tips to Co

with Grove's Mega Wing Lift attachment.

The theater's restoration will be complete in 2013.

Texas Cranes' GMK7550 assists in the renovation of a 1920's era theater







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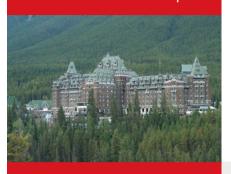
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Claire Bélanger-Barker is the new executive administrator of CRAC

**INFORMATION:** E-mail info@crac-canada.com

#### CRANE RENTAL 'Castle ASSOCIATION OF CANADA ASSOCIATION CANADIENNE DES LOCATEURS DE GRUES of the Rockie

he Crane Rental Association of Canada will hold its 15th annual conference at the Fairmont Banff Springs Hotel May 30 to June 3, 2012. Known as the "Castle of the Rockies," the hotel and surrounding Banff National Park is among Canada's most famous tourist attractions.

Aside from the beautiful scenery, this year's CRAC conference promises a host of activities, meetings and events.

As well, attendees will want to meet the organization's new executive administrator Claire Bélanger-Barker. The association has moved its offices from Edmonton to Regina, Saskatchewan. Bélanger-Barker is not new to CRAC, as she has assisted former executive administrator Diane Laframboise with past conferences and events.

Below are highlights of the conference schedule.

#### **TUESDAY May 29**

Pre-registration: 2-9 p.m. **WEDNESDAY May 30** Registration: 9 a.m.-9 p.m.

■ 15th Anniversary Cocktail party (with a Wild West Flavor)

#### **THURSDAY May 31**

- Golf Event (Fairmont Banff Springs Golf Resort)
- Banff Wildlife Tour
- Banff Float Raft Trip Tour
- A Medieval Feast Dinner

#### FRIDAY June 1

- "Oil and a Whole Lot. More" presentation by Glen Laubenstein
- "Cyber Security: Is Your Company's Information Secure?" presentation by Farid Mheir
- "The Global Economic Outlook: What it Means for Canada" presentation by Todd Hirsch
- Discover Lake Louise Tour

#### **SATURDAY June 2**

- General Annual Meeting Member presentations by Bill Stramer of Link-Belt, Uri Toudjarov of Global Machinery and Equipment, Justin Pavlis of Unirope Unlimited and Frank Beardslev of RavcoWvlie Systems
- Closing Banquet (Masquerade Ball)

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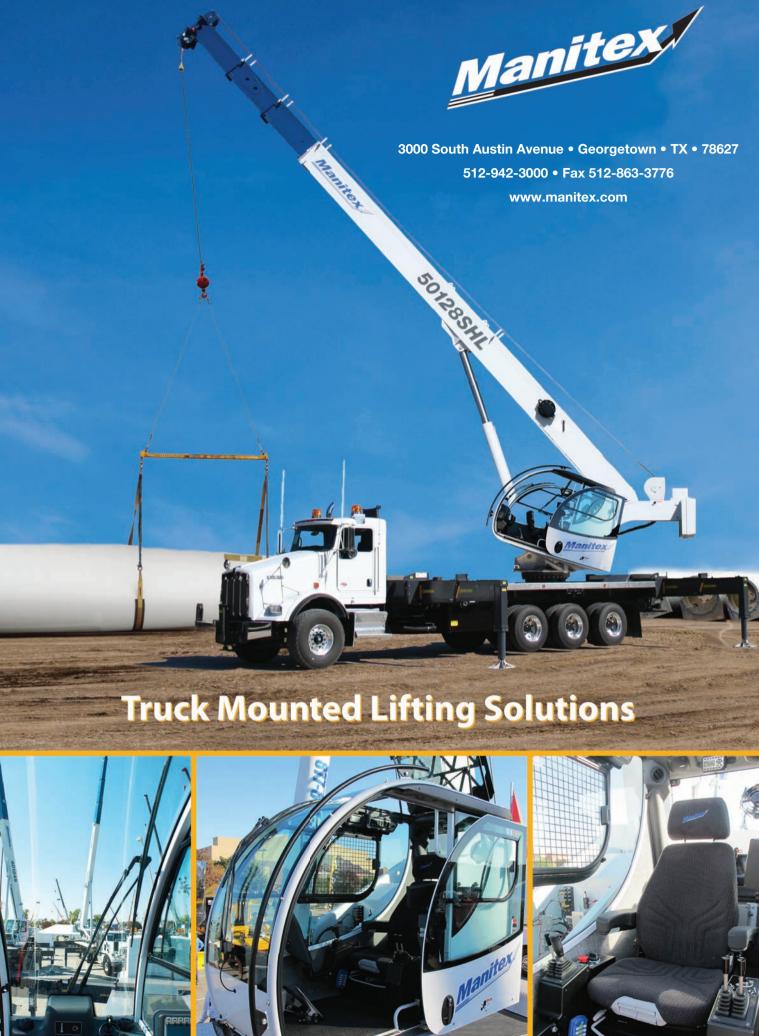
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After a better than expected first quarter, new concerns about the economy saw share prices fall back in late March and early April. Chris **Sleight** reports

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

## Rally cools

f there is one certainty in the stock markets. it's that a sell-off always follows a rally. It may be that shares became over-bought and over-valued, it may be that investors wanted to take their profits or it may be that market drivers and economic conditions worsened. But whatever the case, a market decline after a period of growth is inevitable.

This is what happened during late March and early April, after what was a better than expected and longer than expected rally. The trigger for the sell-off was a combination of factors, and clearly profittaking was a part of this. However, there was also some unwelcome news about the economy driving the decline.

Having made good progress since last summer, February employment data showed a flattening-off in job creation, although the trend improved when the March figures were released in early April. But the fact remains that the March unemployment level was still

stuck above 8 percent, in a country where 5 percent has often been the norm.

Economic growth is also continuing to improve, with manufacturing continuing to look strong and confidence picking up in crucial areas like consumer spending and the real estate markets. However, after better than expected figures earlier in the year, the latest batch of data, while still being positive, has been received as disappointing.

#### Spanish debts

There are concerns in the wider world. Jitters persist in the Euro-zone with concerns now focussing on whether Spain can meet its debt obligations. Mariano Rajoy's government has proposed budget cuts of € 23 billion (\$31 billion), which is equivalent to 2 percent of GDP, in an attempt to start turning around the country's deficit, but with unemployment at 23 percent, it is difficult to see how the country's economy can

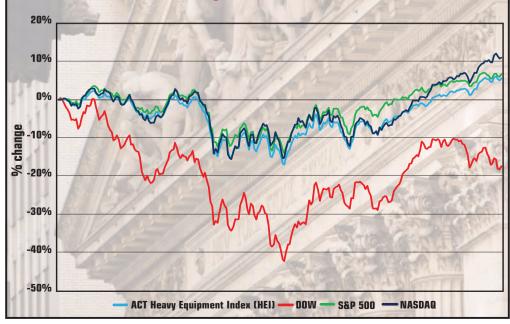
recover in the short term.

There are concerns about the slowing pace of growth in several emerging economies, including China and Brazil. Inflation has been a problem over the last year or two in these countries, and interest rates have gone up to help combat this. This has also slowed economic growth to some extent.

So all eyes are on the U.S. economy to see whether the recovery can pick up pace. So far this year it has been an up and down story. The latest run of more subdued data has added a note of caution, compared to the gung-ho attitude seen on the markets at the end of last year and on into January and February.

The next crucial period will come in late April and most of May, as first quarter results are announced. These of course have the power to push share prices one way or the other, but perhaps more important than financial performance will be the corporate outlooks that form part of results releases. They will provide a signpost not only for future revenues and profits, but also capital investment and job creation.

<u>52 weeks to April 2012</u>



**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

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Workers in the solar energy industry must be trained on specific hazards. Terry Young reports

# Green job hazards

Wind

Energy

GREEN

**JOBS** 

Recycling

Weather

Insulating/

Sealing

Hydroger

**Fuel Cells** 

olar is a growing sector for green energy and green jobs. Employers working in the solar energy business need to train their workers in the hazards related to solar electric or solar water heating systems.

Solar energy can be converted into electricity using photovoltaics (PV) or concentrating solar power (CSP). PV systems are the most common and use semiconductors and sunlight to make electricity. The more solar modules a PV system has, the more electricity will be generated.

Materials currently used Green for photovoltaic include Roofs monocrystalline silicon, polycrystalline, microcrystalline silicon, cadmium telluride and copper sulfide. Cadmium Telluride is a known carcinogen that can create a hazard to workers if controls are not implemented. A key concept for this industry is "Prevention through design," which involves designing the process/equipment in a way that eliminates hazards to the workers who use them. Safety and health professionals are working with design engineers in "designing out" hazards throughout the design phase of these products.

Workers in the solar energy industry are potentially exposed to a variety of serious hazards including arc flash, electric shock, falls and thermal burn hazards. Other hazards include lock out, crane, rigging and hot and cold weather conditions. Construction work related to solar electric systems requires developing strategies to either eliminate or control the hazard. Safe work practices, policies and procedures must be developed for the solar electric systems, including working with new and existing electric circuits, solar electric systems, power tools and

electric cords, and installing, handling and disposing of batteries.

With solar electric systems there are two sources of electricity: the utility side and the solar side. Electricians are used to isolating and locking out the power source from a breaker or disconnect, creating a safe zero energy load.

But with a solar electric system, you work on the power source itself, which is fundamentally different than working on a safe zero energy load. Even low light conditions can create voltage potential that can lead to a shock or arc-flash.

The only method of turning off the fuel source is by eliminating the sun. Wrapping the panels with an opaque cover will block the sunlight to prevent a solar panel from generating electricity. Before working with the solar PV panels you should disrupt the current path

by disconnecting the DC disconnect switch. Tag and lockout the circuit using standard procedures. Remember this does not shut the power off. The solar PV array can still have voltage potential on it. Treat the wiring

coming from the solar PV array with the same caution you treat Geo-Thermal the utility power. Use a current clamp to check for hazardous energy prior to working on a PV array. Working with battery back-up systems can be the most dangerous part of solar electric installations and maintenance. Make sure

all employees working with

batteries have been trained in

the safety codes relevant to the battery system. Refer to NEC and manufacturing guidelines for information on handling, installing and disposing of batteries. Dead batteries are considered hazardous and must be recycled properly.

Energy

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Workers in the solar energy industry are potentially exposed to a variety of serious hazards including arc flash, electric shock, falls and thermal burn hazards.

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With the effective date of the federal rule for crane operator certification fast approaching, states with existing requirements are revising their rules.

West Virginia is the latest.



#### West Virginia maintains CCO certification requirement

rane operators wanting to work in West Virginia still need to obtain CCO crane operator certification following the passage of a bill that maintains a decadeold state requirement.

The state also ruled that only accreditation of a certification body by the American National Standards Association (ANSI) is acceptable, dismissing an appeal by the National Commission for Certifying Agencies (NCCA) for "equivalency" status. The NCCCO mobile crane certification program is accredited by both ANSI and NCCA.

On April 2, 2012, West Virginia Governor Earl Ray Tomblin signed a bill designed to update the state's existing crane operator licensure law to match approaching federal standards. H.B. 4422 received strong support in both houses of the state's legislature and will become effective on June 8, 2012.

#### IBEW Local 98 hosts practical examiner workshops

The International Brotherhood of Electrical Workers (IBEW) Local 98, based in Philadelphia, recently hosted Practical Examiner Accreditation Program (PEAP) workshops for both the CCO Signalperson program and the CCO Rigger Level I program. Over the course of three days, 13 new Signalperson Practical Examiners and three existing Practical Examiners as well as 11 new Rigger Level I Practical Examiners and one existing Practical Examiner earned their accreditation to administer CCO practical

Four IBEW members were among the participants in each workshop, as well as members from the Sprinkler Fitters Local 692, IUOE Local 542, Iron Workers Local 405, the Finishing Trades Institute, and National Elevator Industry Educational. Representatives from Performance Training Solutions, Skanska, The Graham Company, LuMark Consulting, PIC Crane Safety Services, and Atlantic Crane Inspection Service also participated.

With NCCCO Practical Examiners now on staff, these organizations can easily schedule in-house tests to accommodate changing schedules caused by weather, workloads and other factors.



www.ibew98.org

The bill serves to reiterate [West Virginia's] commitment to higher crane operator safety standards by maintaining the requirement for ANSI accreditation.

One of the biggest changes contained in the bill is the lowering of the maximum rated capacity threshold. Operators of cranes in construction, with a maximum rated capacity above 2,000 pounds, are now required to obtain a state license. This is a significant reduction from the previous 10,000 pounds and matches federal construction standards.

While the bill makes small, but important, changes to existing state law, it also serves to reiterate the state's commitment to higher crane operator safety standards by maintaining the requirement for CCO certification as well as ANSI accreditation. Also retained are the provisions for applicants for the state license to pass the appropriate NCCCO written exams.



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Michael Battaini, co-president Sheedy Drayage, was elected president of SC&RA at the Annual Conference in Austin, TX in April 2012

New SC&RA President

#### Michael Battaini

has a long and proud heritage in the crane, rigging and specialized transportation business.

**Terry White** reports



s co-president of Sheedy Drayage, San Francisco, Michael Battaini, SC&RA's new president, leads a company with a long, proud tradition of service to the association and the industry. Of the dozen individuals who have been recognized with a Golden Achievement Award for making an outstanding contribution to the specialized carrier and rigging industry, two came from Sheedy—Adolph Battaini in 1996 and Don Russell in 2008. No other company has had more than one recipient.

The year his father received his award, Michael Battaini enjoyed an auspicious debut at the SC&RA Annual Conference in Hilton Head Island, SC. He delivered his company's winning Rigging Job of the Year presentation for tower crane work on the Stratosphere Tower in Las Vegas. At 1,149 feet in height, it is the tallest freestanding tower in the United States and the tallest structure west of the Mississippi River.

For several years after that, he and his father attended the Annual Conferences together. He said he was almost immediately impressed with SC&RA's members and staff. After several years of attending SC&RA events, he approached J.P. Moery, who then served as the association's vice president, crane and rigging, and told him he wanted to become more involved with the association.

Soon he was serving on SC&RA's Insurance Committee, which he ultimately chaired for seven years. This committee and the Risk Management Task Force have been instrumental in the design of a program that meets the unique needs of companies involved with cranes, rigging and specialized transport.

'One of the very best benefits of belonging to SC&RA is the ability to purchase outstanding insurance products customized for our industry," he said. "SC&RA's insurance program gives members significant cost reductions through the association's group buying power."

He praised NBIS, which has served as SC&RA's exclusively endorsed business insurance and risk management provider for the past 16 years.

"They really understand our industry and its risks, and that's something that's rare to find," he said. "Members of this association are serious about safety, but, regardless of the precautions any of us take, our business can be dangerous. That frightens some insurance companies, but NBIS has stuck by our industry even during those times when other providers moved away from the market."

#### Insurance advocate

Additionally, Battaini credits the NBIS risk management package for the unparalleled success of the program. "It has evolved along with our industry so that accidents become less likely to happen. And when they do occur, all the procedures and paperwork are in order,"

He also played a significant role in adding a package of health care and ancillary benefits as part of SC&RA's strategy to enhance services available exclusively to members. "Getting this right took us 18 months after we made

a serious commitment to use our group buying power to obtain good rates for good policies for our members," he said. "We searched and searched and then changed horses mid-stream because we could see the company we finally went with - Association Benefit Resources offered a better fit for SC&RA's membership."

As SC&RA president, Battaini intends to monitor the program to ensure it meets its full potential. He is hopeful that, through Association Benefit Resources, SC&RA will develop its very own Health Insurance Trust, which would open up many benefits to members who participate in the SC&RA Health Plan. In addition to obtaining average savings of 3 to 8 percent, participants would gain access to additional coverage options, consulting services that provide plandesign strategies and wellness programs.

"We need to grow that program to get the 10,000 lives we need to establish the trust," said Battaini. "We're at about 3,000 lives now. We never expected rapid growth for SC&RA's health insurance program, but we always knew it was a good program that would become even better as it grew."

He feels similarly about SC&RA itself. "We've done a very good job of keeping retention above 90 percent even during the three-year economic downturn," he said. "As economic conditions improve, we need to grow and retain our membership."

He sees a continued expansion of SC&RA's international presence as vital to these efforts. "SC&RA showed its international perspective by establishing

We've done a good job of keeping retention above 90 percent, even during the three-year economic downturn. As economic conditions improve, we need to grow and retain our SC&RA membership.

the World Crane & Transport Alliance in 2009," he said. In addition to SC&RA, the Alliance includes the European Association of Heavy Haulage, Transport and Cranes; the Crane Industry Council of Australia; the New Zealand Heavy Haulage Association; the Crane Rental Association of Canada; and Brazil's Sindipesa.

#### Staying informed

He also credits SC&RA's affiliation with KHL, which publishes this magazine and other leading construction publications throughout the world and conducts important international construction conferences, as being instrumental to keeping the association established as a worldwide leader.

"We need to keep our finger on the pulse of what's happening in the world economy," said Battaini. "More and more, SC&RA members in the U.S. buy cranes and trucks from other countries and ship them here while members in other countries buy equipment built in the U.S. and ship it there. We need to share our

ideas with foreign manufacturers and regulatory bodies and make sure we're on the same page concerning safety, capability and quality."

He noted that Sheedy is among a number of SC&RA member companies that have established an international presence. In 1994, the company was contracted to perform heavy hauling and heavy lift rigging work on the Pagbilao Power Project in the Philippines. Sheedy's association with MOF Company, Manila, began then and in 1996 Sheedy and MOF Company formed MOF Company (Subic), Inc., a jointly owned company based at Subic Bay Philippines. MOF Company (Subic), Inc. performs project logistics, freight forwarding, customs clearances, cargo transportation and equipment installation work. Today, MOF Company (Subic) is the largest heavy hauling, specialized transportation and heavy lift rigging company in the Philippines.

"Our company has to pay attention to what's happening overseas," he said. "Once we started purchasing equipment and doing jobs overseas, we didn't have a choice anymore."

As president of SC&RA, Battaini brings a broad base of knowledge about the industry. His life has been linked with Sheedy from birth. When Joseph Sheedy, who founded the company in 1925 with a single truck, died in the 1950s, Adolph Battaini was one of four employees who bought the company from the estate. The youngest of the partners, he bought the others out over time and ultimately became the sole proprietor.

While in high school, Michael Battaini started working for the company during summers and weekends.

He joined the company as a full-time employee in 1982, a year after earning a bachelor's degree in business at the University of San Diego. He gained a

Sheedy Drayage's 7-ton guy derrick hoists materials on a high-rise jobsite in San Francisco

thorough understanding of the business by working in different departments, including safety, billing, human resources and estimating.

"This is a funny industry—one that's very hard to grasp," he said. "You really have to spend time in it to understand all of it." He said he was particularly grateful to his mentors at Sheedy who taught him the idiosyncrasies of the work and how to estimate it.

These varied experiences at Sheedy stand to serve him well as SC&RA president. Moreover, the diversity of Sheedy's business gives him a wider perspective for dealing with challenges across the breadth of SC&RA's membership. The company that first gained widespread recognition for being the principal drayage contractor for the construction of the Golden Gate Bridge has participated in the construction of almost every tall building in San Francisco since World War II.

Notes the company's website: "Sheedy Drayage Co. today is distinguished by the ability to perform any hoisting, rigging, or hauling task efficiently and safely. Whether it involves lifting a piano through an apartment window or steel to ironworkers perched on the beam of a high-rise, hauling a famous sloop to an exhibition or a giant turbine over country roads to a mountain geothermal plant. Sheedy's fleet includes cranes with lift capacities ranging from 10 to 500 tons and platform trailers capable of hauling thousands of tons. The area served by the company extends throughout California - in fact, nationwide for heavy hauling and Sheedy is continuing to expand





its fleet and facilities in response to the region's economic development, as it has for more than a half a century."

#### A natural leader

In addition to being thoroughly versed in the industry, Michael Battaini has gained a keen understanding about the association over which he presides. Besides his work with SC&RA's Insurance Committee, he has served as chair of the Crane & Rigging Group and SC&RA vice president. He also has been a member of numerous other SC&RA groups over the years. In SC&RA's Committee Directory for 2011-12, he is listed as a member of the Board of Directors, Executive Committee, Crane & Rigging Group Nominating Committee, Crane & Rigging Tower Crane Committee, Crane & Rigging Group Workshop Program Task Force, Editorial Advisory Committee, and

traditions of SC&RA," he said. "It is the greatest crane, rigging and specialized transport organization in the world with an active membership and a few key staff members who really make things happen. It appears to be head and shoulders above the rest."

He pointed out that the most important benefit of his active participation at SC&RA has been the enduring friendships he has made throughout the world. "You see the same people at meetings, you see their heart is in the right place, they're smart and they're down to earth. You can't help but become friends."

The feeling is mutual. In the article in this magazine three years ago that introduced Randy Goddard as the next SC&RA president, the executive vice president of Atlas Industrial Contractors, Columbus, OH, mentioned Battaini as an example of members who become both business partners and personal friends. "We got to know each other through SC&RA first," recalled Goddard. "Then we partnered with Sheedy on our first project in California. The relationship has grown from there. He's one of my closest friends. I look forward to seeing him at meetings, and whenever I go to California, I make a point of spending some time with him."

Battaini's sense of family at SC&RA extends even to the Ladies Group, "All the ladies in the association have become like my surrogate mothers who worry about my personal relations," he said. "When I

got married for the first time a year ago, they were happy to see me settle down."

He met his wife at a friend's wedding. She was living in Buffalo, NY, but was born and raised in Thailand.

Battaini's family outside of SC&RA also includes his twin sister and four other siblings. His brother Richard is co-president of Sheedy Drayage Co. He said he works well with his brother, and there is no animosity between them. Because they are both knowledgeable about all aspects of the business, Michael Battaini will be able attend to SC&RA business as president and know that the company is in good hands. "We make sure we're never gone at the same time," he said.

In addition to giving back to his industry, Michael Battaini makes a point of contributing his time, energy and expertise to the community "because it feels good." He serves as a trustee for the Hanna Boys Center, a residential center that that includes an accredited high school. As chairman of the Buildings and Grounds Committee, he relies on his expertise in the building and construction industry to make informed decisions. Under his chairmanship of that committee, a new auditorium, administrative building, baseball field and multi-purpose field were designed and

Clearly, he knows how to get things done. That's a very good sign for SC&RA.

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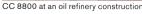


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Crane Service, Inc. utilized its Link-Belt HTC8690 on an industrial job. The Southwest-focused company says it uses Link-Belt hydraulic truck cranes for their versatility

The truck crane market continues to gain steam in oilfield and energy applications while also adapting to changing emissions regulations.

**Lindsey Anderson** 

reports on the market and machines



ruck cranes have long combined some of the best of both worlds: the all-terrainability of an AT crane with the roadability of a truck. Right now, one of the biggest topics of discussion in this crane class is the blurring line between truck cranes and boom trucks.

'We have seen a shift from traditional truck cranes to boom trucks in the smaller size classes, especially in the 40-ton to 50-ton ranges," says Ruben Olivas Saunders, global product director, truck cranes, boom trucks and industrial cranes for Manitowoc Cranes. "Customers like the wide selection of available commercial trucks... and the line between choosing a truck crane or a boom truck has now risen to the 60-ton or 70-ton U.S. size classes."

Saunders says the high-capacity range, such as the 140-ton to 150-ton capacity cranes, is starting to sway customers to consider the options between truck cranes and all-terrain cranes.

"One of the reasons behind this is cost of operation," he says. "The more sophisticated all-terrain cranes are more expensive to maintain compared to a

traditional truck crane. That being said, many customers still require and look for the features and benefits of an all-terrain crane to handle heavy-duty jobsites and shouldn't choose between these two types of cranes based on cost alone."

#### Product updates

Link-Belt Construction Equipment's truck cranes have seen access enhancements and changing emissions technology requirements. Rick Curnutte, product manager of Link-Belt's telescopic boom cranes, says the company's 140ton HTC 3140 and the HTC-3140 Long Boom are keen examples to Link-Belt's shifting truck crane lineup.

"The new 3140s now have Cummins engines in both the upper and lower," Curnutte says. "The upper uses the Tier 4i/Stage IIIB QSB 6.7 engine and the lower uses Cummins' 2010 EPA emissions-compliant ISX15 with a diesel particulate filter (DPF) and selective catalyst reduction (SCR). We have also focused on making the new technology easy to use."

Link-Belt used ample resources to create an interface that plainly informs the

operator about the needs of the on-board emissions systems, "so that while these cranes offer the latest green technology," Curnutte says, 'they still allow the operator to focus on the job - not emissions. We see ease of use as the most important element in the implementation of these new guidelines," he says.

With the new emissions technology though, the 3140 gained no extra weight, according to Curnutte, and the engine packages have made a significant improvement in sound reduction.

Overall, Curnutte savs telescopic truck cranes are far more in demand because of their mobility and ability to set up quickly, "something Link-Belt pioneered back in 1993 with the introduction of the 60-ton HTC-8665 truck crane," he says. "This crane launched Link-Belt into the forefront of the truck crane market by having modular counterweight that balanced the crane's axle loading to meet the toughest transport regulations. It had big horsepower, aluminum wheels that not only looked good, but saved weight, cruise control, and engine compression brakes just to name few features. These features are still the basic ingredients that

#### PRODUCT FOCUS TRUCK CRANES



are in every Link-Belt truck today."

Link-Belt is currently seeing steady growth across the truck crane market, and says its HTC-3140 models "are on fire," while the 75-ton HTC-8675 and 100-ton HTC-86100 are seeing strong demand and the HTC-8660 Series II is seeing some light of day.

Many manufacturers are reporting an increase in interest in the 100-ton-andunder truck crane segment.

"We have seen increased demand for bigger truck cranes, such as in the 81-ton capacity and above range," Saunders says. "That doesn't mean demand had slowed for smaller truck cranes, though, there is still a healthy market for them, too. There is a lot of energy-related construction happening in North America, including power line and especially oil field activities. The tools being utilized at these

Strong business demand convinced H&S **Constructors of Corpus Christi. TX to** purchase a 140-ton Link-Belt HTC-3140 with a long boom

work sites are getting bigger than they were 15 years ago. The cranes must have longer reaches and higher capacities to handle the work thus requiring larger lifting solutions."

#### Taxi cranes

In the smaller vein, Randy Robertson, director of sales and marketing for Manitex, says customers can expect to see a new 30-ton boom truck with a four-section, 100-foot boom from the company in July. "This new model features all new out and down outriggers and a swept-back turret, allowing customers to use longer conventional cabs with higher horsepower trucks all while remaining under 40-feet overall of transportation length," he says.

According to Robertson, Manitex's most popular truck crane is the company's 50-ton telescopic series. "It's by far our top seller," he says.

The 50-ton series is popular in oil field service and transportation, mining and power line work and Manitex says it is looking to soon unveil a 50-ton offering that will be suited for oilfield pump jack installation and service.

The truck crane market is "better from Manitex's perspective," Robertson says regarding 2012 compared to 2011. "Manitex is seeing a trend to replace the aging truck."

Link-Belt is also seeing truck crane work in shale extraction of oil and gas.





A Grove TMS9000E truck crane

"[It is] huge and work across the energy sector is growing," Curnutte says. "We're also seeing the traditional taxi crane business improving as residential and nonresidential construction begins to recover. The market is much better [than 2011]. We've had a steady rebound in incoming orders, our backlog is solid and our factory is active."

The activity in the sector can sometimes blur the lines between truck cranes, boom trucks and all terrain cranes, though.

Jay Barth, Terex truck crane product manager, tells sister publication International Construction, "One trend is to make a more cost-effective crane by mounting the upper works of an AT crane on a truck chassis," he says. "For example, the truck mounted Roadmaster 5300 crane shares the same upper structure with the AC 100/4L, but mounted on a commercial chassis."

"The small all-terrain cranes have intricate multi-axle steering that adds complexity and has higher maintenance costs," Barth says. "This makes it difficult for a small all-terrain to be cost-effective."

Thomas Schramm, Tadano's general manager for sales and marketing, says there is a definite gray area between boom trucks and truck cranes.

"Boom trucks used to have no closed cabin, keeping them relatively simple. However, increasing demand for operator comfort and the safe execution of jobs has led to a closed cabin," he says.



# STRONGCO

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#### Remote controls **TECHNOLOGY REPORT**

From fighting frequency interference to controlling a crane with your mobile phone, technology is everchanging in the remote control industry. Lindsey

Anderson reports on the latest developments



Fassi is researching and testing out the Human Machine Interface (HMI), which is essentially an application installed on an Android-based smart phone or tablet which allows an operator to program and maneuver a crane

ou've seen the commercials: A guy pulls out his mobile phone, taps open an application and then remotely unlocks or starts his vehicle. How about opening a garage door with a mobile phone? Or turning on your home's security system? Or programming the DVR? What about operating a crane?

Fassi knuckle boom cranes is working on a project that could, in time, do just that.

Fassi's team is currently researching and testing out the Human Machine Interface

(HMI), which is essentially an application installed on an Android-based smart phone or tablet that allows an operator to program and maneuver a crane. "It allows a Fassi crane to 'talk' more freely, more quickly and in more detail with the operator," says Bernie Faloney, president of Fascan International, U.S. importer of Fassi cranes.

The technology is currently being tested in Europe and is still about 18 months out from reaching U.S. shores, but the same type of mechanisms are now being used on a standard remote controls located on

Jekko cranes. (Fascan International's sister company is JekkoUSA, a U.S. distributor for Jekko mini cranes.)

"Jekko mini cranes have a very unique remote control system called Jekko Man-Machine Interface (JEMMI)," Faloney says. "It was designed to support the intricate types of lifting and maneuvering that mini cranes are expected to do in tight

Magnetek introduced its EnrangeMLTX2 wireless controller for mobile hydraulic applications spaces and in sensitive environments like electrical substations, water and sewer plants and other utility operations."

JEMMI allows operators to program the lifted load, parameters of boom position, allowable working area and more while streaming the data through a large, multicolor, user friendly display.

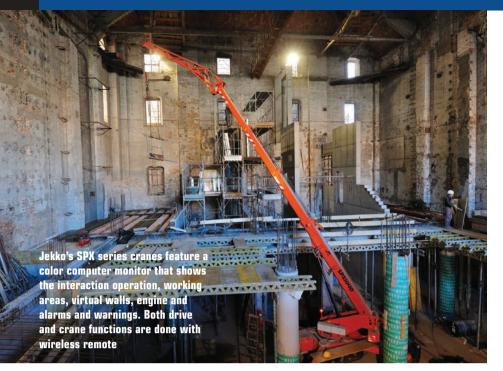
"The system was designed to allow operators to work in very confined spaces, like inside historic buildings requiring repair or restoration, or museums needing help in setting exhibits and in sensitive or potentially dangerous environments – for example, oil refineries, electrical substations or installing glass in high-rise situations," Faloney says.

The Android-based smart phone HMI system will allow operators to do similar tasks but with their smart phones.

"As current remote control technology stands, a crane may be able to alert an operator, via a prompt to a standard wireless remote control, that there is a problem with part of the machine," Faloney says. "The owner or operator would then have to connect the crane to



#### ECHNOLOGY REPORT Remote controls



a laptop and download the report from the crane of the details of the specific

What Faloney hopes the Android application will do is send a prompt to the operator via the smart phone and identify exactly what the problem is and where it is on the crane, locate via GPS the nearest Fassi repair facility and generate directions to get there and also relay the error to the repair facility.

"All of this can be done without the need of an outside computer," Faloney says.

#### Too futuristic?

For those wanting or needing computers to do the "dirty Awork," late last year Magnetek introduced its EnrangeMLTX2 wireless controller for mobile hydraulic applications.

"Our new MLTX2 offers users a number of feature-rich options that enhance productivity and safety," says Ben Stoller, Magnetek's director of radio controls. "Operators are able to configure the new MLTX2 on a Windows PC with our Radio Control Programmer (RCP). Uploading new programming in the field is easy with a USB connection. An optional graphic display keeps the operator informed of system status at all times, and makes configuring system settings simple. Two-way feedback, another new option, provides information such as machine related parameters, engine diagnostic information and Received Signal Strength Indication (RSSI)."

MLTX2 is available in several frequency options including 400MHz, 900MHz, and

2.4GHz.

The transmitter can be combined with Magnetek's MHR Radio Controller to provide a total radio control system for operating mobile equipment. The MHR integrates the components of a radio receiver and hydraulic controller into a single unit and its CAN-6 Receiver is also compatible with MLTX2.

#### Present time

Currently, the control of cranes and other construction equipment by radio or remote controls is a fairly standard application.

"Radio systems save time, increase operator safety and efficiency," says Jeff Allan, CEO of HBC-radiomatic, Inc. "However, the increasing use of radio controls can have some unfortunate consequences. In areas with high radio traffic, for example on large construction sites where a high number of machines are controlled by radio, frequency conflicts may occur."

Frequency interference can occur if two users happen to use the same radio channel. The radio receiver on the crane or the machine then receives unclear signals and triggers a shutdown of the equipment for safety reasons.

There are ways to combat frequency interference, including frequency management systems. HBC-radiomatic has one such system called Automatic Frequency Selection, which searches automatically for a free radio channel once the transmitter is activated. "If another user happens to switch on a

radio system on the same channel, the transmitter only needs to be switched off and on again and ... [the system] will look for a free radio channel. Work continues without any loss of time."

Magnetek, Inc. recently introduced a line of adjustable frequency crane controls. The Impulse Series 4 systems can be used as open-loop vectors or V/F crane controls for traverse motions. mechanical load brake hoists or used as a closed-loop flux vector crane control specifically designed for non-mechanical load brake hoists and high performance traverse motions.

According to Dan Beilfuss, director of sales for Magnetek's material handling business, the Impulse Series 4 drives incorporate new safety and control features that include continuous frequency checks, continuous torque monitoring and motor speed monitoring.

More and more, frequency monitoring and automatic switching is becoming an important player in the remote and radio industry.

#### Tech trends

Allan says trends in the remote and radio industry include larger and more colorful displays as well as a growing desire for customized radio control. "Large, clearly structured color displays offer the indication of diverse pieces of information, warnings or error messages. The operator is at all times informed about all relevant facts and can react accordingly if needed," he says. "[Another] good example is the vibration alarm which... informs an operator about critical crane statuses, among others."

"The trends in radio technology follow the trends in crane technology," Allan says. "For example, with the extended use of interfaces such as CAN-Bus, Profibus or others, radio control technology has been adapted. As a result, HBC radio controls are now available with the most diverse interfaces."

Allan says operators want ergonomic and intuitive operation along with an easily customizable LCD display. "This enables the display of individual graphics and image files," he says. Other notable features include a vibration alarm for low battery indication and transmitters that can be equipped with user identification, front panel lighting, micro/orthogonal drive and more.

As everyday business becomes more mobile, it seems that our crane controls will become so as well.



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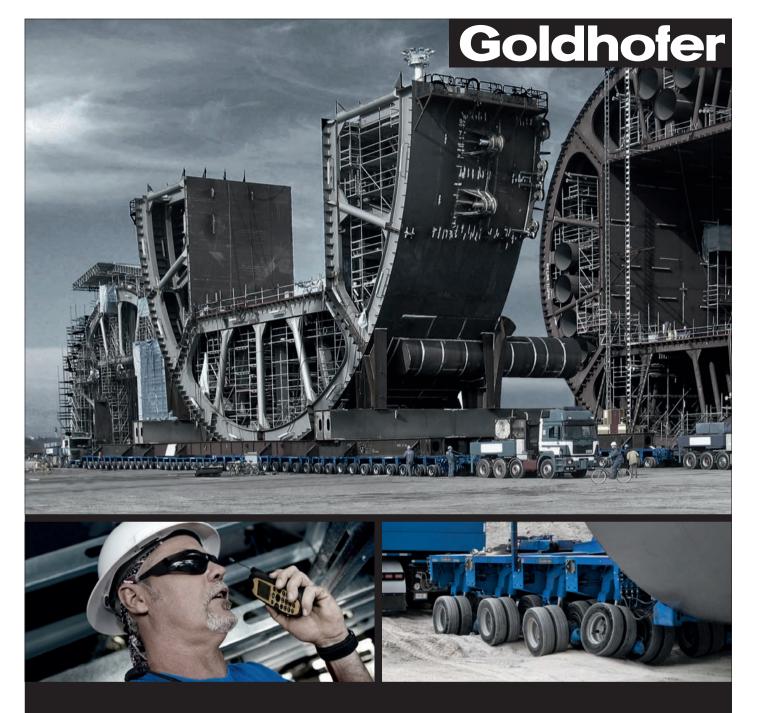
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Good news abounds in Canada. Hal Lundgren reports on the crane, rigging and specialized transportation sector in this vibrant country **Northern Crane Services** dismantled the world's largest tower crane using strand jacks and three heavy lift cranes amid a crowded oil sands processing facility in Fort McMurray, Alberta

Canada! oery van Vlierden, managing director of Mammoet Western

Canada, sees especially strong growth for the commonwealth's western provinces.

"For crane rental and other businesses, like transportation, heavy haul and rigging projects, I'm optimistic," van Vlierden says. "Only the rail side of our business is a little slow."

The last time he was this optimistic about business prospects was 2006.

"I haven't been this encouraged since then," he says. "As I look at economic activity for Alberta, Saskatchewan and British Columbia, I see lots of increases. Power is not quite back, but everything else looks good to me. You look at conventional oil and gas, mining, oil sands and other business opportunities. I would forecast more than average growth for all of them. This year looks like a ramp-up for even more improvement in 2013."

## Red flags?

Asked about any red flags ahead, he says, "I think we always have to be cautious. We only have to remember 2008, when the economy turned south. All at once, projects started getting shelved, even right in the middle of the work. You have to



Hal Lundgren is a Houston, TX-based writer and editor who regularly covers the crane, rigging and transport sector for ACT.

The recipient of journalism awards from nine professional organizations, Lundgren has written hundreds of magazine and newspaper articles.

keep times like that in mind."

But there is one scary thing, van Vlierden says. "Actually, it's not scary, but challenging. All of us face it - a shortage of skilled labor. There are an increasing number of projects today, which translate into a shortage of available skilled workers. We have to train more people for the work we need done."

Irving Equipment also won't limit itself, either in optimism or geography. During one slow period, the company dispatched one of its 140 cranes to Arizona. Irving leases nearly all its cranes.

"When business is really slow, we're willing to ignore geographic boundaries," Irving's Mike Hussey says. "We even sent a crane to Chile. Desperate times call for desperate measures."

Irving's base, the Atlantic region of Canada, has an economy never seems to stride in lockstep.

"Right now, Newfoundland and Labrador are very busy," Hussey says. "There's a lot of mining and oil and gas activity in Newfoundland. The other areas we serve are a little slower. They have no large industrial projects. Overall, I'd say we're not as busy as Canada's larger provinces."

Irving's Labrador and Newfoundland plans include work on ten projects with costs as high as \$7 billion.

"Those projects will end by the end of this decade," Hussey says. "That's part of the boom and bust in our area. We will need to find other major projects when we complete those."



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But Hussey says his company has an advantage because of being loyal to its customers. "That's why we wound up sending a crane to Arizona," he says. "They know they can count on that lovalty."

Urban growth has helped sustain demand for tower cranes. That's especially true in the equipment division of Mississauga, Ontario-based EllisDon.

"We have 35 tower cranes, mostly Terex," says Mike Demelo, vice president of the crane division. He deploys most of them in Ontario and Alberta.

## Condo boom

"There's a housing shortage in Toronto," he says. "A house will go on the market, and buyers will bid it up by \$100,000. That shortage has created a demand for high-rise condos. They're going up 60 and 70 stories. That means a great need for tower cranes. People see how much more efficient they are than other equipment for these projects. We are also seeing a lot more commercial demand. Hospitals. Jails. Lots of infrastructure work."

Demelo says his company supplies the tower crane, erects it and dismantles it. The customer provides the operator.

EllisDon, according to Demelo, is also very aggressive in paying off its fleet quickly. "We try to sell off our older equipment when the opportunity is there," he says. "When the market drops, we try to buy new equipment and replace our older cranes. Nearly all our older equipment is gone from the fleet."

He says the company might own one or two cranes that are older than 1980

"I'd say that three/fourths of our fleet was manufactured in 2005 or later," he says. "That keeps our operating costs lower.



As I look at economic activity for Alberta, Saskatchewan and British Columbia, I see lots of increases. Power is not quite

back, but everything else looks good to me. You look at conventional oil and gas, mining, oil sands and other business opportunities. I would forecast more than average growth for all of them.

**JOERY VAN VLIERDEN** managing director, Mammoet Western Canada

We're a company that pays attention to every nut and bolt. With older equipment, your costs are higher because you have to keep buying expensive parts."

Saskatchewan, Alberta and British Columbia continue to be prosperous markets, according to Ted Redmond, CEO of NC Services.

"Their economies are strong and also growing," Redmond says. "We believe 2012 could be an excellent year."

A division of NC Services, Edmontonbased Northern Crane serves many markets, including Saskatchewan's potash mines and oil and gas business.

The company has a growing number of Alberta projects, including those in the Oil Sands regions, Redmond says. Coal and gold mining are vital in British Columbia, as well as oil and gas.

Improving conditions have required NC Services happily to increase employment from 350 about to 400 in the past year. At the same time, Northern Crane's fleet has risen by about 10 percent.

"I'm very optimistic about the rest of

this year and 2013," Redmond says. "The price of oil is strong, which means western Canada is will remain in good shape."

But Redmond also has concerns. He believes the recent natural gas price spike could slow growth.

"When business gets better, so does competition," he explains. "It comes in the form of a new company or an existing company adding equipment. Labor scarcity can also be a problem when economic conditions improve. For example, we used to have people come to us from Newfoundland on a fly-in, flyout basis. But when business is strong in eastern or central Canada, the people we used to fly in are no longer available."

## A long haul

During 26 years with long-haul specialist Mullen Trucking, Wayne Sellers has seen the extremes of economic condition. It has been, so to speak, a long haul.

"We were downsizing as the 1990s ended," says Sellers, vice president. "Some people had a terrible 2008. It was great for us. Our tough year was 2010. We had moderate growth in 2011."

And this year? "Steady growth for us," Sellers reports. "We were at about 130 (owner-operator) trucks at the start of 2012. By the end of the year, we'd like to be up 15 percent. That would get us to about 150, which is where we want to be. We see the growth continuing in 2013.

Sellers says the company has a staff of about 70 and he doesn't envision much change in that number.

Edmonton-based Mullen shares prosperity related to western Canada's natural resources. But the company's diverse service area broadens its vulnerability to economic peril.

"We're about 80 percent long-haul,"



## **REGIONAL REPORT** Canada



says Sellers. "And our service is North America-wide. At least 60 percent of that service is to the U.S."

Sellers says the company is not out there chasing new business.

"Our 100-percent effort is to concentrate on meeting our customers' needs and taking care of them the way they want to be served," he says.

Peering one year out, Sellers says "it looks like we'll have a slight increase in business next year. As I look ahead to problems we might face in 2013, there's nothing huge that I see."

## Bright spots

Anderson Haulage, located far east of Mullen Trucking's home turf, moves forward with optimism, though it's tempered. Anderson Haulage founder Don Anderson says the best one-word description of Ontario's economy is "growing."

"Wind energy used to be big," Anderson says. "It's not as rosy now because the government canceled some projects. There are other bright spots, like mining in northern Ontario."

The company also transports large

amounts of aluminum to the U.S. The metal comes by train from northern Quebec, then gets transferred to trucks. After smelting, the aluminum becomes beverage cans.

"We have \$40 million invested in rolling stock, so we concentrate on the big stuff," Anderson says. Most often, that concentration pays off. But not every year.

"We actually had a small loss in 2010," he recalls. "Last year was a good one for us. This year will be one, too."

Anderson, who founded his company 52 years ago, is now chairman. His son serves as president.

"I'm still here five days a week," the chairman says. "I don't want to be this busy, but our business requires lots of hands-on."

Louis Juneau and his company, Nova Permits & Pilot Cars, has established a steady business stream from their Ouebec City headquarters. At the same time, uncontrollable factors impact them: Four U.S. states share borders with Quebec.

"We are an effective conduit for Englishand French-speaking companies," he says. "We depend on U.S. companies. About one-third of our business is in the eastern



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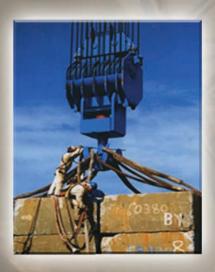




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by \$100,000. That
shortage has created
a demand for high-rise
condos. They're going
up 60 and 70 stories.
That means a great
need for tower cranes.
We are also seeing a
lot more commercial
demand.

MIKE DEMELO vice president, crane division, EllisDon

U.S. When the U.S. economy struggles, we also struggle."

Though it is Quebec based, Nova only does about 35 percent of its business in Canada.

"We typically work with non-Quebec customers," Juneau says. "Quebec-based carriers do not need our services. If Nova relied only on Quebec opportunities, we'd be out of business."

What encourages Juneau about 2012? "I see positive signs in many areas," he says. "I'm very encouraged by the growth of IT and pharmaceutical companies in Canada."

Ontario's G. M. Smith has served specialized carrier and machinery-mover customers for 55 years. After the 2008 economic setback, the company is now beginning to serve them more frequently.

"In 2011, we had a getting-back-towork year," says Warren Smith, whose father founded GM Smith. "Things are improving for us in 2012. Our first quarter was definitely better than last year's first quarter. Ontario's auto sector is still recovering, and that affects us. We did a lot of machinery moving in that industry. It still has a long way to go. And we're rebounding with it."

## Highly competitive

The company serves all of Canada and the U.S. Smith estimates that 35 percent of that business is in Ontario. There, bidding on oversize and overweight transport remains highly competitive.

"In a slower economy, everybody is looking for the cheapest and best service," says Smith. "We have to do a lot of quoting. Most of that quoting today is in equipment replacement, mining and oil and gas."

Asked about upward movement for the



EllisDon's utilization of tower cranes continues to rise

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rest of this year and 2013, Smith says, "There's momentum, and that's good. At the same time, we don't have the luxury of knowing the strength of that momentum. I couldn't tell you we're going to have this 200-load project next fall or next winter. There's nothing out there that I could pinpoint."

British Columbia's K-Line Trailers has experienced such growth that its bookings carry well into 2013. According to founder Les Knight, K-Line is busily designing and building four-axle, off-highway trailers for northern BC's coal industry.

"We'll be building them right through the year," Knight says.

And the work goes on for this specialist in custom low beds and transfer trailers. K-Line will also be providing 35 trailers for shipment to mining interests in Brazil. The orders upsurge keeps the company's more than 200 employees busy. The first of two shifts starts at 7 a.m. Knight arrives about an hour earlier.

"Somebody's got to put the coffee on," he explains.

Right now, Newfoundland and Labrador are very busy. There's a lot of mining and oil and gas activity in Newfoundland. The other areas we serve are a little slower.

MIKE HUSSEY **Irving Equipment** 

Though 72, he still works 12-hour days and, in spare moments, flies his helicopter. It's the sort of dedication that tugged his company through hard times.

"We probably made \$40 million in 2006 or 2007," he says. "Those were good years for us. Then everybody got hit, and we were slow for at least a full year. Things started picking up after that. We were probably back up to that number in 2011. This year should be quite a bit better. And we have plenty of work through 2013."

His biggest concern? "Manpower," Knight says. "We can't always get enough people."

For those who do sign up, they can come in early. The boss will have fresh coffee ready.







sales@loadsystems.com



Entrec Transportation Services uses its vast Goldhofer fleet to perform challenging specialized transportation projects for the oil and gas sector. **ACT** reports.





The sulfur reduction unit was transported on a dual Goldhofer 4-file, 10-line trailer configuration. The total gross weight on the highway reached 1.731.519 pounds

It is estimated that the Athabasca oil sands in the province of Alberta, Canada are comprised of about 1.7 trillion barrels of crude bitumen, from which 173 billion. barrels of oil can be extracted. Beyond these estimates, there are also 1.6 billion barrels of crude oil in the region.

In 2006, 1.26 million barrels of bitumen were extracted daily from the oil sands, from which 660,000 barrels of crude oil or distillate were refined and 466,000 barrels of bitumen was sold. This accounted for 42 percent of the Canadian oil production from oil sand, and in Alberta itself, for 62 percent of the oil production from oil sand. An increase to 86 percent is expected by 2016. The potential mining region covers an area of about 140,000 square kilometers and comprises three main regions: Athabasca, Cold Lake and Peace River.

t's one thing to haul huge oil refinery components, and it's another huge thing to haul these payloads while dealing with below-zero weather conditions. But such is the norm for Entrec Transportation Services.

Based in Spruce Grove, Alberta, Entrec is well versed in providing challenging specialized transportation services, especially for oil and gas industry customers engaged in mining and refining crude bitumen from the Oil Sands region of Canada. Projects of this nature require several weeks of preparation to determine the best route, to achieve the required permitting and approvals and to engineer the hauling of over-dimensional vessels, modules, and other oil and gas sector specific equipment.

Entrec specializes in the transportation and rigging of overweight and oversized cargo for the oil and gas, construction, petrochemical, mining and power generation industries. Approximately 85 to 90 percent of Entrec's heavy haul services are for the oil and gas sector according to Lee Bergmann, technical project coordinator.

"There's still a lot of refinery building and maintenance work going on," says Bergmann.

## Record haul

Last winter, Entrec set a record for the company, hauling an 837,335 pound sulfur reduction unit for an Albertabased refinery company. The unit was transported on a dual Goldhofer 4-file, 10-line trailer configuration. The total gross weight on the highway reached 1,731,519 pounds, Bergmann says.

"It was a record haul for us," says

Bergmann. "It was probably the biggest vessel we have hauled over the roads in Canada."

The 155 foot long (47 meter) vessel was transported using a Goldhofer dollied system with the vessel being an integral part of the configuration, by holding the two trailers together.

Adding to the challenge was the extremely cold weather.

"It was a winter haul because the extreme axle group weights were not allowed during other seasons," explains Bergmann. "Alberta Infrastructure and Transportation, which is our government regulated ministry of transportation, has different weight schedules which apply to different seasons. This particular haul was only possible during the winter."

The project required constant communication among crews and a convoy that included load supervisors, pilot crews and even bridge engineers to monitor bridge crossings. There were four push trucks at times.

Similarly, hauling a 147.5 foot (45 meter), 244-ton crude oil extraction depropanizer absorber from Edmonton, Alberta to Fort McMurray, Alberta was another challenging heavy haul project for Entrec. The five-day transport was also conducted during harsh winter conditions, with below zero temperatures reaching -31 degrees F (-35 Celsius). There were times when Entrec crews had to assess whether the transport could continue, Bergmann says.

"The extreme temperatures are often the greatest challenge for us, requiring us to repeatedly check whether or not the outside conditions will allow the transport to continue," says Bergmann.



## Going Goldhofer

Bergmann says Entrec decided the optimal configuration for hauling the crude oil extraction depropanizer was to use its Goldhofer heavy-duty module systems. The transport configuration included 28-axle lines, THP/HL P(1+1/2) split combination. This side-by-side combination  $P(1 + \frac{1}{2})$  was ideal for

Last winter. Entrec set a record for the company, hauling an 837,335-pound sulfur reduction unit for an Alberta-based refinery company

spreading the weight of the 244-ton vessel and for dealing with the extremely cold temperatures.

The THP/HL heavy-duty axle line modules were developed by Goldhofer especially for road transportation in North America. They feature a large, 1,500 mm wheelbase and larger tires (235/75 R 17.5) than the THP/SL series. With a vehicle width of 3,200 mm, these modules are ideal for large volume loads and for use on highways, Bergmann says.

Goldhofer's swing axle system provides for high axle compensation of 300 mm and a high steering angle of up to 55 degrees at all ride heights. With high axle loads of up to 45 tons and the module's high flexural strength, the Goldhofer THP/HL system provides the user much flexibility.

"The Goldhofer module will also be the basis for our heavy-duty transports in the future," Bergmann says.

In March 2012, Entrec took delivery from



The 155 foot long vessel was transported using a Goldhofer dollied system with the vessel being an integral part of the configuration by holding the two trailers together

Goldhofer of an additional THP/HL axle line, growing Entrec's fleet to more than 200 Goldhofer THP/HL heavy-duty axle line modules and more than 30 Goldhofer spacer decks.

"For us as the manufacturer, it is of course the best possible recommendation when our customers use our systems for their major projects and continue to invest in new Goldhofer transportation technologies," says Stefan Fuchs, chairman of Goldhofer AG in Memmingen. "That proves that our quality products make us exactly the dependable partner they want."



Crane work on a dismantling project in Kitimat, BC lands Northern Crane Services a segment on The Discovery Channel in Canada. ACT reports

The most tedious lift was a 360-ton vertical vessel that was lifted in tandem by a 1,350-ton capacity Liebherr LTM 11200 and a 1,000-ton capacity Liebherr LG 1550 and tailed by a Liebherr LR 1200



t's not every day that a television production crew is dispatched to a jobsite to chronicle cranes performing lifts. But that's just what happened back in February of this year in Kitimat, BC, where Northern Crane Services was working to dismantle a Methanex plant.

The plant, which had been out of service for several years and built more than 30 years ago, had been sold to a company in China. The company planned to dismantle the plant and reassemble it at a location in the Far East.



Onsite were the two largest cranes in Northern's fleet, a 1,350-ton capacity Liebherr LTM 11200 and a 1,000-ton capacity Liebherr LG 1550, according to Pat Carrigan, director of sales and marketing for NC Services Group Ltd., Northern Crane's parent company.

"The project included several heavy lifts between 100 tons and 220 tons performed by our largest mobile cranes," says Carrigan.

The Discovery Channel's "Daily Planet" program was interested in the project, which featured some pretty fancy heavy lifting. Narrator/producer Mark Miller was especially interested in the Liebherr LTM 11200, which he referred to as "the world's largest crane on wheels."

Miller described the LTM 11200 to viewers as "strong enough to lift 12 loaded space shuttles all at the same time."

He wanted to know why Northern Crane services had chosen the ATs for the job.

"The advantage of a hydraulic crane is that the boom, when it is fully collapsed, is much shorter, you can actually drive it around on location and get it to one spot and then to another spot on location much quicker than you can with a crawler," Steve Fryer, corporate training

manager, explained to viewers.

The most tedious lift was a 360-ton vertical vessel that was lifted by the two large cranes and tailed by a Liebherr LR 1200. On February 27, 2012, "Daily Planet" crews filmed the lift, which required careful planning and crane operation.

The cranes were lifting a reconditioning tower that had been in place since 1981, Carrigan says. There were several challenges to overcome, especially unbolting the tower from its foundation.

"We had a lot of difficulty getting the vessel off its moorings because it had been sitting there so long," he explains. Essentially, the anchor bolts wouldn't

budge. Crews finally decided to cut the bolts using welding torches and hammering equipment around the base of the tower. Finally, after two days of cutting, hammering and prying the base of the tower, crews freed it from its base.

About three hours before sunset on the second day, crane operators were given the go-ahead to start the lift.

The two cranes worked in tandem, sharing the load. There were still a few unknowns, such as the major weight of the tower. Crews hoped it was bottom heavy, which was the case.

While dismantling the tower was a big deal in Kitimat, **Northern Crane Services'** crews considered the job all in a day's work



It took the cranes more than an hour to raise the tower off its base and begin the slow process of taking it from vertical to horizontal. By about 5 p.m., the job was done and the tower was safely on the ground ready for cutting into pieces. "We didn't have much boom clearance, which made the planning of the lift so important," Carrigan says.

Adrien Van Genderen, project manager, described the lift as "perfect. Very good team work."

While the "Daily Planet" crew was impressed with the project, Northern Crane's crew considered it all in a day's work. "It was a big deal in Kitimat that the cranes were lifting and dismantling this big tower," says Carrigan. "But it's not that big a deal to a crane rental company. This is what we do."

Northern Crane's LTM 11200 is the largest all terrain crane working in Canada, he says, and one of only three operating in North America.

The segment aired on March 20, 2012. View the segment at http://watch. discoverychannel.ca/daily-planet/ march-2012/daily-planet---march-20-2012/#clip641568.



Once the tower was freed from its base, the two cranes worked in tandem, sharing the load. There were still a few unknowns, such as the major weight of the reconditioning tower





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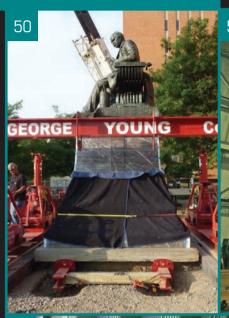
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Exclusive coverage of the 2012 award winners

## Jobs of the Year

















rexel University was founded in 1891 by Anthony J. Drexel, a financier and philanthropist. Based in Philadelphia, PA, the private university started an expansion project that involved the construction of a 12-story College of Law. The first challenge in the process was to relocate a 107-year old, 103,000pound monument that sat where the new building would be constructed. The monument is a bronze statue of Anthony J. Drexel sitting atop a granite base. A call was made to George Young Companies, an expert in handling fine art and historic monuments, to perform the project.

The effects of time and pollution had taken their toll on the monument's base which was constructed of seven large blocks of Italian granite. Fissures, cracks and broken lettering marred the surface of the valuable work of fine art. The monument's site was ringed with underground subways and above-ground buildings making the use of a large crane expensive and heightening risk.

Goals were set for the project including implementation of Young Group's Beyond Zero Safety Program as the project's number one goal. Protection of the monument's stone base and eliminating stone loss was considered vital. Soil and ground strength were reviewed and additional loads of crushed stone were installed to provide a stable lifting and skidding surface.

Young's Heavy Rigging Group reviewed the site and suggested using heavy rigging systems to relocate the monument. They decided to relocate the monument monolithically as opposed to suffering the stone loss that dismantling and subsequent re-assembly would pose.



Prior to handling and rigging the monument, the granite's multiple fissures were injected with epoxy to stabilize the stone. Areas where engraved lettering was unstable were fortified with Japanese Tissue, a long-fiber vegetable material. Corners were edged in protective devices, and Ethafoam was placed between the rigging equipment and the monument base to absorb vibrations that might cause fissures to spread.

Young's Heavy Rigging Group developed a lifting plan that involved in-house rigging systems that could lift the delicate monument, valued at up to \$5 million, without a problem or issue.

The university was able to supply notes to the Young Group from when the monument had previously been moved in 1966 and again in the mid 1990s by George Young Companies. The notes from the move in 1966 were instrumental in the rigging plan.

"They were my father's handwritten notes in how he designed the foundation, including a pair of 10-inch square beam pockets underneath the marble base," explains George Young. "Since the

foundation was covered, without that information we would have never had any idea that those pockets existed."

After excavation of the area surrounding the monument, a pair of beams were threaded into foundation pockets below the monument's granite base. The lower lift beams threaded into the foundation pockets were attached to lift beams supported by Young's 100ton capacity J&R Engineering hydraulic gantries. The gantry lifted the monument to its new elevation so that a Young Group 400-ton capacity turntable could be placed under the monument's base and on top of crane mats. The monument was rotated on the turntable exactly 14.5 degrees to match the new foundation orientation located 60 feet away.

After re-configuration to a four-lift beam arrangement, the hydraulic gantries lifted the monument a second time and Young's 500-ton Hydra-Slide system was installed under the base.

Multiple 8-foot long custom built skidshoes allowed for numerous safety cribs to support the lower lift/skid beams and the granite base and easily slid the 103,000-pound monument into final position over the new foundation. Upon inspection, all of the engineering and precautions taken resulted in a zero stone loss result and a satisfied client.

George Young Company is a regional leader in handling large works of fine art and historic monuments, Young said. "We have been blessed to handle almost 150 different large works of fine art, many of them multiple times," he says. "These include things like the Liberty Bell and performing preconstruction engineering for the Tomb of the Unknown in Arlington National Cemetery."



n January 2011, at the peak of the winter lighting and heating season in Ohio, a generator at FirstEnergy Corporation's Sammis Station threw its rotor. National Electric Coil (NEC) was dispatched to perform the emergency repairs. NEC in turn called Columbus, OH-based Atlas Industrial Contractors to assist in the tedious job of rebuilding the damaged generator.

The main obstacle in the repair process was that the 835-megawatt generator was located astraddle two building bays with structural steel obstructions directly overhead. NEC's method for repairing the generator was to upend the stator housing. But due to the overhead obstructions, the stator housing would have to be relocated before upending could occur.

As NEC and Atlas prepared their safety, lifting and repair plan, FirstEnergy was anxious about potential damage to the stator housing and turbine pedestal. Generator OEM Siemens was also concerned that the end bell might deform during the lift or while resting on the foundation during the core installation, irreparably damaging the generator.

Atlas turned to Ruby and Associates of Farmington Hills, MI to perform a finite element analysis of the stator housing and the lift plans. It was determined that reinforcing plates should be temporarily installed on the stator housing during the rebuild. In addition, support stands were designed to distribute some of the weight of the stator to the lower lift trunnions.

By mid-February all specialized components had been fabricated, a 1,000-ton gantry system procured from Rigging Gear Sales installed and the stator ready to be relocated and rotated. In preparation, the rotor was removed from the stator housing, decoupling the generator from the turbine. NEC also removed the existing core, which was comprised of some 750,000 individual laminate plates that weighed 400,000 pounds. Given the reduced weight of the empty stator, this was the easier part of the move. Fully assembled, the generator weighed 400 tons, and the plan and the engineering had to account for this.

Atlas employed a Lift Systems 34PT10060WTIC 1,000-ton gantry system with a height elevation of 40 feet. Atlas also used two legs of its 34PT5400WT 500-ton gantry connected to Atlas' tailing fixture to act as the tailing gantry during the lift process. Eighty feet of 30-inch track and 30 feet of 15-and-ahalf-inch track were deployed to support and direct the rolling gantries.

With the gantries and tracks in position, the reinforcing plates on the side of the stator were installed and four lifting trunnions were mounted on the stator housing. Engineers determined that high friction forces would have to be overcome during the uprighting or there was a chance that the stator and lift system would lurch unpredictably during rotation. In response, an ultra-low friction bearing was incorporated into the lift links. The lift links, lift trunnions

and other specialty components were fabricated by Atlas Steel. The lift links fit snugly over the upper trunnions and assured a smooth up righting process and kept the assembly in a plumb condition.

For the stands to share load with the end bell of the stator as it increased in weight due to reinstallation of the laminate plates, shims were installed under the stands at a critical point in the restacking process. Shims were also employed under the steel grillage supporting the stator end bell to provide uniform contact of the stator bell against the steel.

Safety was paramount in Atlas' pre-job planning and project execution. The Atlas team submitted pre-task planning and job hazard analysis to both NEC and FirstEnergy. All project personnel attended FirstEnergy's site-specific safety orientations. Atlas conducted its own full-scale safety orientation, including comprehensive schooling of all team members and conducting walk-throughs of all phases of the project. A series of test lifts were also performed.

With the tailing fixture in place, the generator was moved away from the turbine in a series of coordinated vertical lifts and horizontal gantry movements to keep the stator and attached piping clear of the turbine and generator foundations and to maintain clearance with overhead obstructions. As the tip-up operation began by raising the 1,000-ton gantry system at the turbine end of the stator, the 500-ton system was used to synchronize

with the movement of the 1,000-ton system during rotation of the stator. Preplanned hold points were built into the lifting schedule to ensure all axis' of the stator and gantry systems were within allowable tolerances.

Once the stator housing was vertical,

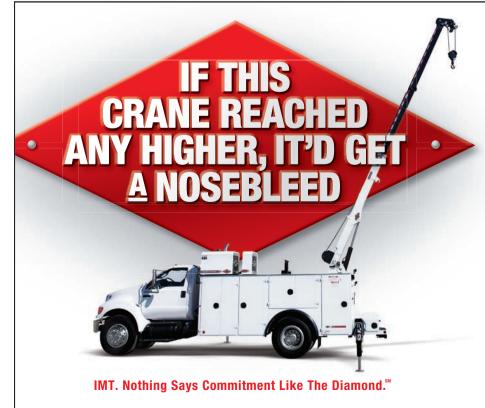
it was moved to the far west end of the gantry tracks. At this point, support steel grillage beams were put into position and the lower trunnion support stands were moved into place.

Atlas crews left while the rotor was repaired and NEC began restacking the core, which took about three months. During restacking, Atlas crews returned once to install shims beneath the support stands to support the additional weight added during restacking. With the rotor and laminate plates reinstalled, the stator weight was back to its original 400 tons.

After the restacking of the laminates was complete, it was time to return the unit to horizontal and remarry it to the turbine and exciter. Gantry lifting pressures and the tractive effort to overcome rolling resistance would be markedly different this time since the stator was twice as heavy. With the stator clear of the support stands, the generator was repositioned through a series of coordinated vertical lifts and horizontal gantry movements.

"Sometimes, helping your client understand that you have the skills and experience he needs are as important as the skills and experience themselves," said Atlas Executive Vice President Randy Goddard. "Atlas took the time to reassure FirstEnergy it was the right contractor for the job. Then it went out and proved, once again, that the toughest jobs take the Atlas touch."





With increased reach and capacity, our Dominator® III with 12000 Telescopic Crane is both high and mighty. It has a reach of up to 30 feet — the longest in the industry — and it can perform lifts at full capacity of the crane load chart. The fully proportional "pistol grip" radio remote control features two multi-directional jov sticks for multi-function control, and the crane's patent-pending Penta Boom™ design eliminates stress concentrations for exceptional strength and durability. All this translates into superior overall performance, versatility and reliability in a variety of applications.



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arnhart Crane and Rigging routinely takes on projects that require thinking outside the box, or in some cases, thinking within the narrow confines of the box.

Such was the case for a Barnhart project at the Point Beach Nuclear Station (PBNS) in Two Rivers, WI that called for removing and replacing four feedwater heaters, a condensate cooler and two main feed pump/motor skids inside the condenser shells of both units. The job seemed achievable on every level, but then there was the elephant in the room. In many places, the flooring of the facility would not support the weight of the feedwater heater. Plus, height restrictions added major challenges.

The general contractor was Bechtel Power, with Barnhart working as a subcontractor. The plant upgrade would result in two power units receiving a 17 percent increase, equal to 260 additional megawatts thermal (MWt).

Barnhart's job was to provide design fabrication and field engineering, project management, field supervision, operators, equipment and rigging for the removal and replacement of the components in two units. The most challenging task was to remove and replace four feedwater heater vessels through a challenging travel path. The feedwater heater vessels measured 42-feet-long, about 6 feet in diameter and weighed approximately 124,000 pounds.

Barnhart's plan was to cut doors into the side of the building to pass the feedwater

heaters in and out of the building using their Tri-Block rigging system. In the building, there were numerous obstacles and elevation limitations, plus the floor limitations. Lightweight grating and floor beams would not support the feedwater heaters' 100 pounds psf. The feedwater heaters had to slide through the facility on a tedious obstacle course that involved raising, lowering and rotating.

Critical to the removal and replacement of the feedwater heaters was Barnhart's design of several tools. All of the tools developed for the job were tested and retested at Barnhart's Memphis facility.

Among the new tools developed for the project was a sliding gantry and track system used inside the plant. It required four jacks per gantry for a total of eight jacks in each bay, double acting jacks, a light slide system to run each gantry leg, slide shoes on top of each header beam and 28 LP/HP hose connections and two multi-purpose pumps.

Barnhart also designed a crossing gantry track system and a sliding swiveling rigging device, known as SSRD, which allowed the long, narrow heaters to be rotated when fully suspended by the SSRD and two legs of gantry. Barnhart also designed a gantry saddle system for holding the new heaters in place during lifting and installation. Rigging innovations included the use of air skates, jacking and traditional sliding, sliding gantry and sliding heater links.

To move the feedwater heaters in and out of the building doors, a 500-ton

capacity AT crane was used outside of the building. The heaters were transported in and out on Goldhofer SPMT systems.

The engineering of the project required 5,000-plus man hours that included methodology, concept design, interference identification, integrated planning with Bechtel and the owners, fabrication design, new equipment mockup and testing and field-based risk management. For the project, more than 200 engineering drawings were submitted.

The key distinctions on this job were the overall limitations imposed including contractual limitations; time/schedule limitations including a crunched planning schedule and critical path activity; physical limitations including ground, floor, ceiling and condenser structure bearing limitations; travel path limitations; quarter-inch clearances of immovable plant; single pick point required on Unit 1 heaters; and weather limitations including rain, cold and blizzard conditions and consistent wind gusting.

Working in a nuclear environment requires above and beyond safety measures. For Barnhart, Bechtel and the owner, safety was the number one priority. For the job Barnhart provided an overall job risk assessment, provided new tools that would assure safer operators, employed full time safety champion on each shift, performed two-minute drills, instituted continuous improvement cards and participated in a plant observation and rapid trends program.



rom April to July, Emmert International, Clackamas, OR, successfully moved seven compressor skids from the plant where they were manufactured in Midland, TX, to the project site in Tupman, CA. Each compressor weighed 140,000 pounds and measured 44 feet, 7 inches long by 19 feet, 4 inches wide by 12 feet, 10 inches tall.

Over the course of a month, Emmert International's logistics team and engineers developed a transport plan and specially designed vehicle for crossing 2,180 miles over four states. The plan took into account the need for approvals from the various agencies at the city, county and state levels.

Upon gaining the necessary permits, Emmert International sent personnel and equipment to Abilene, TX for assembly and loading of the compressor skids. Due to a tight delivery schedule, the job required two transport vehicles running simultaneously.

Each transport vehicle consisted of a specially designed dolly frame with six dollies per frame and a gas powered hydraulic power unit, used for controlling the steering and leveling of the transport vehicles. Four of the six dollies would be Emmert International steerable-type and the other two would be caster-type dollies.

Emmert International assembled the frames and dollies using forklifts to unload them from the trucks that had brought them in and staged at a height that allowed the dollies to be easily installed by hand. With all the dollies

in place, the crew made the necessary hydraulic and air connections, completed final adjustments and safety checks, and then proceeded to load each dolly frame with a compressor skid.

After lashing down the compressor skids to the frames, Emmert International gathered the transport team for a review of the transport plan and the first of many safety talks that would be conducted throughout the transport. In addition to Emmert personnel, that team included police escorts, private escorts, pole cars for checking overhead obstacles and bucket trucks. After a final safety check of the transport equipment and placement of the team, the compressor skids departed.

Because of the extreme Texas heat, the first leg of the journey required movement at night. Also, that timing minimized the impact on school traffic and the general public. During this three-night portion of the transport, special precautions had to be taken to entirely avoid damage to any wires, traffic lights, other overhead obstructions, the compressors or the transport equipment due to impaired visibility, even with additional lighting, and the shadows cast from the lights of

The second leg of the transport took the compressors through New Mexico, down to the U.S. and Mexico border. The New Mexico State Police joined the transport to escort the compressor skids through the state and safely into Arizona. Once the compressors had reached Arizona, a Level II inspection was conducted on

the transport equipment and special arrangements were made with the Arizona State Police for four troopers to escort the vehicles.

The four-day Arizona leg crossed into Tombstone, Tucson and other historic towns before arrival at the California state line. Before advancing to Tupman, CA, all transport equipment passed a full Level I inspection.

In gaining the California permit, Emmert International arranged for four California Highway Patrol officers to escort the compressor skids to the final destination. Like the Texas portion of the journey, this final leg would require movement by night—with extra lighting and special precautions in place.

After three nights in the state, the equipment arrived safely at the plant site in Tupman. Having reached the plant, the Emmert International team began removing all the additional lighting and the lashing from the compressor skids in preparation for the offloading of the compressor skids using cranes.

Once the compressor skids were removed from the transport vehicles, Emmert's team began disassembly and demobing of the frames and dollies for transport back to Abilene to repeat the process for the five remaining compressor skids.

"This was accomplished with team work and the mindset of Emmert International. that safety comes first, for all personnel and equipment involved in any evolution," said Terry Emmert.



he ordinarily quiet, scenic drive on U.S. Highway 12 along the Lochsa River provides dozens of vistas of the National Wild and Scenic River and its many whitewater rapids as it meanders past high rock cliffs through the Clearwater National Forest in northern Idaho. However, Emmert International found the drive to be less than charming.

Along that route, Emmert transported for ConocoPhillips four mammoth reddish, barrel-shaped coke drum sections. Two weighed 410,150 pounds and measured 47 feet, 9 inches long by 25 feet, 1 inch diameter, and two weighed 350,600 pounds and measured 50 feet, 4 inches long by 25, feet 1 inch diameter.

The two transport trailers were named "Lewis" and "Clark" in honor of the two explorers who followed the same route on their expedition in the early 1800s. The 224-foot long trailers, built around the drums, moved on 32 axles and 128 tires. Like their namesakes, they encountered snow and ice along with subzero temperatures and spring floods.

Emmert received the coke drums at the Port of Longview, WA after their arrival from Japan. Under Emmert's care, the eastbound odyssey continued for 695 miles from Lewiston, ID to the ConocoPhillips refinery in Billings, MT.

In addition to inclement weather, the hauls had to overcome flurries of legal procedures between the owner of the drums and a group wishing to block the job. The opponents claimed that the four drum shipments would represent the

first of hundreds of oversized loads that could transform a scenic byway into a busy transportation corridor for oversized trucks, creating a public safety risk.

The two-lane highway winds through a federally protected corridor and parallels the Lochsa and Clearwater Rivers, prized by anglers and rafters. Attorneys for both sides made their case in town hall meetings along the corridor and eventually before an administrative hearing officer appointed by the Idaho Transportation Department (ITD).

The ITD barred Emmert's trucks from moving until an independent judge could determine if opponents had a right to intervene and make a case against the loads. Emmert provided technical support and drafed multiple revisions to a transportation plan exceeding 500 pages.

The permits specified night travel and required drivers to pull over in turnouts every 15 minutes to allow traffic to pass. Emmert's plan also enabled ambulances, police and firefighters to respond quickly to calls on either side of the transport.

The first megaload finally pulled out of Lewiston late on February 1, 2011 and started its three-week trek to Billings. The convoy including police cars, pilot cars, an ambulance, a pull truck and a push truck stretched several miles long. The curious, as well as the doubters, tagged along in their own rigs.

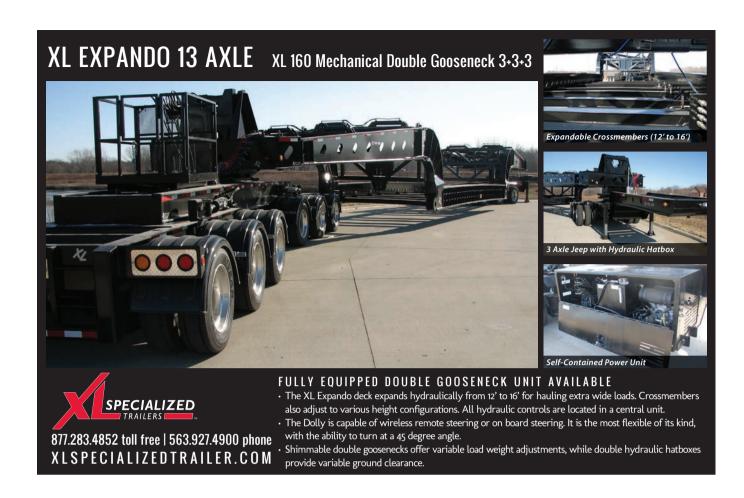
The first load, carrying the bottom half of one drum, took four nights to reach Montana at Lolo Pass, with additional stopovers at Kooskia, ID, and an isolated turnout on the Lochsa River between Powell and Lowell. As a condition of Emmert's permit, the second load – the first drum's top half – left the parking area in north Lewiston the following Monday night to join the first one on the pass.

The historic route, chosen because the megaloads were too tall to fit beneath overpasses, included such obstacles as narrow passages with rock faces on one side and steep drop-offs to the river's edge on the other. The tight clearances demanded extreme driver concentration.

Making the drive more challenging were permit requirements for moving the two shipments east along the Lochsa River and ascending nearly 4,000 feet to Lolo Pass at the Idaho-Montana border. The Idaho permit and the Montana DOT permit required travel from midnight to 6 a.m.

Each night the crew had to make it to one of four designated daytime parking stops along the entire passage through Idaho while adhering to speed limits of 5 mph. Along the way, they had to stop every 15 minutes to allow traffic to pass. A DOT officer traveling with the convoy at the company's expense used a stopwatch to ensure the trailers stopped every 15 minutes to allow traffic to pass.

Because of permit restrictions and weather conditions, the first two coke drum shipments included 31 days of actual driving and took more than 60 days to complete. The second pair of coke drums was delayed due to weather and spring runoff and arrived in June.









erard Transportation, Inc., based in Loreauville, LA., provided transportation and rigging services to move the world's largest flood sector gates from the fabricator's vard in Houston to the final operating position in waters south of New Orleans, LA. Each of the two 690ton floodgates measured 130-feet long by 120-feet wide by 32-feet high.

They were a major feature of the U.S. Army Corps of Engineers \$1 billion project to provide protection from a 100-year storm. Ultimately, the various components would need to tie into the world's largest pumping station and to connect with 25 miles of levees and sea walls - before the start of the next hurricane season.

The stakes could not have been higher for the federal government, which was inundated by criticism after Hurricane Katrina in August 29, 2005. The project had been in the works since August 2009, but Berard became involved about a year before scheduled completion. After agreeing to complete the project to meet the strict construction deadlines, Berard's team devoted 510 hours of engineering time over the course of eight months under strict monitoring by the Army Corps of Engineers, which continued to scrutinize the entire project through completion.

The scope of the project for the Berard team including loading out at the fabricator's plant, designing the barge transport plan, receiving the floodgates from cranes and installing the floodgates to span 225 feet across the Gulf Intracoastal Waterway. Because of the complexity of the move, the Berard team became involved at the construction phase.

The floodgates themselves had to be designed in such a way that the location of components, their orientation, and support points were adaptable to the transporter. The detailed transport plan called for a combination of transport equipment arrayed strategically in a skewed configuration on the barge deck. Grillage locations required minimal support points and properly supported cargo. The weight distribution on the barge deck had to take into consideration the center of gravity, combined with the use of minimal support. Allowances had to be made for a total of 28 axle lines of PST-ESE Goldhofer trailers. The abnormal size of the floodgates necessitated overhangs of 13 feet and 45 feet on each side of the transport barge.

There were plenty of other complications, beginning at the fabrication plant. Four forklifts maneuvered the steel plates used to prevent sinking on the soft ground at the plant. At one point, a 180-degree turn of the floodgates was required. A ramp onto the barge rose 7 feet above the grade during loading.

Throughout the load-out phase, which took about 1-1/2 hours for the first floodgate, the barge never touched the bottom of the channel, and the mooring systems held it perfectly in place. Accompanied by three tugboats, the barge departed the Houston ship channel and began its 48-hour cruise. High winds buffeted the cargo, but it held tight throughout the volatile Gulf of Mexico transit.

During installation on March 8, 2011, which was Mardi Gras, the floodgates were lifted with derrick barges as Berard crews awaited 16 feet below sea level at a jobsite accessible only by boat and barge.

Water intrusion at the site complicated marking and planning and heightened anxiety. After the floodgates were received by Goldhofer transporters, the rigging and cranes were removed.

Permanently securing the floodgates required a 4-foot diameter hinge pin with a mere 5/8-inch difference between the pin and the hole. The transporters accurately positioned the hinge pin on the center of the hole through electronic steering, and then lowered the pin four inches into the hole. Making this task easier was the fact that the transporter had undertaken the job at a lowered height of 39 inches.

The installation phase also incorporated eight 200-ton climbing jacks designed and built by Berard. Cramped working conditions at the worksite under a 690ton suspended load contributed mightily to an ever-present element of danger.

Proper communications, knowledgeable personnel, and inspection of high-quality equipment - along with an unyielding commitment to safety – proved to be a winning combination as two-inch stroke jacks with 3/8-inch increments between strokes enabled the final tight fit of the hinge pin.

The Berard team left the scene with a high degree of satisfaction, knowing it had completed this complex challenge without any accidents or damage to the cargo while leaving their neighbors much safer from hurricanes than ever before. Heavy competition,

The 2012 SC&RA JOY competition featured a host of incredibly interesting and complicated jobs. In all cases, those who didn't take away the trophy were still winners.

**D.Ann Shiffler** and **Terry White** report

## Rigging job, under \$150,000

Emmert International was awarded the contract to lift, rotate and load two huge boilers. The complexity of the project was due to the fact that each of the boilers stood at 400,000 pounds, 59 feet long, 12-feet wide and 25-feet tall. Each of the boilers had to be lifted, laid over and loaded onto a waiting over-the-road transport system.

Bragg Companies installed a "test article" that measured 22-feet long by 8-foot wide and 5-feet high and weighing 15,000 pounds within a space chamber at the NASA Jet Propulsion Laboratory in Pasadena, CA. Bragg used its gantry systems and custom designed several pieces of equipment to lift, rotate and install the test article in a very tight and high space.

**HPW Rigging** rigged, loaded, transported, unloaded and set two 206,000-pound horizontal LOX storage tanks from a rail siding to a foundation at the Air Products plant in Granite City, IL. The storage tanks measured 13 feet in diameter and were 126-feet long. HPW Rigging used several rigging innovations to complete the job, including a jack and slide system to unload the rail cars and a gantry for installation.

Mountain Crane Service removed an old concrete silo that was in the way of a new railroad track line being constructed in Utah. Filled with asbestos and not structurally sound, typical demolition methods were not an option. Using its Link Belt 348 Hylab 5 and Liebherr LTM 1400-7.2 with Superlift, Mountain's crews installed lift brackets on the bag house so that it could be lifted safely and securely. The two cranes lifted

■ Look for job stories of these projects in future editions of American Cranes & Transport!

the bag house in tandem and set it on the ground for hauling away.

## Rigging job, between \$150,000 and \$750,000

Barnhart Crane & Rigging was contracted to rewind a 90-ton stator on top of a dam where access was limited. The scope of the job was to jack the stator frame 10 feet to clear the rotor so workmen could go in and rewind the stator. Pull-up gantries and specially designed lifting lugs were used to grab and lift the stator.

**Bragg Companies** used its Scheurele SPMT and Goldhofer trailer to install two crude oil separating vessels for OXY-THUMS in Long Beach, CA. The first vessel weighed 184,000 pounds and the second weighed 160,000 pounds. They were set using Bragg's 400-ton and 850ton gantries in tandem with a 30-ton capacity crane.

## Rigging job, over \$750,000

### **Northern Crane Services**

dismantled the world's largest tower crane that stood at about 400 feet. The dismantling was performed using strand jacks and three large, heavy lift mobile cranes amid a very crowded oil sands processing facility in Fort McMurray, Alberta, Canada, The Kroll 10000 had been working on the \$1.6 billion Syncrude Emission Reductions Project at Syncrude Canada Limited. Northern Cranes used its Liebherr LR-1200. LR-1300 from its fleet and a Manitowoc 18000 from its sister company Mullen Crane & Transport's fleet.

**Fagioli** performed the installation of the largest slurry reactors ever in Italy. To perform the installation, Fagioli tailor made a structure used to perform the tailing operation during the hoisting phase. Equipment utilized included 80 lines of SPMTs, a tailing frame, a jack support beam assembly, two L600 strand



jacks, four skid shoes, an 80-meter high tower lift system utilizing four L600 strand jacks and a swivel system. Before the operation, Fagioli performed a test load of 2,400 tons in order to guarantee maximum safety.

## Specialized Transportation, under **160,000** pounds (net) **Bragg Companies-Heavy**

**Transport** hauled a Dehexanizer Feed Surge Drum over 2,000 permitted miles from Longview, TX, to Wilmington, CA, over two weeks of travel time. The drum weighed 159,000 pounds and measured 54-feet long by 16-feet, 6-inches wide by 16-feet high. Loaded, the dimensions were 145-feet long by 19-feet, 6-inches tall, with a weight of 330,845 pounds. The trip included two pilot cars, two supervisors, one to three bucket trucks the entire route, a highway patrol escort, a pull truck and a push truck.

## Specialized Transportation, over **160,000** pounds (net)

**Tradelossa** transported a generator for Abener from Port "Dos Bocas" Tabasco, Mexico, to Nuevo Pemex, a petrochemical plant 93 miles away. The generator weighed 535,000 pounds and measured 30-feet, 5-inches long by 15-feet wide by



14-feet high. Equipment used on the job included a high girder bridge adapted to a pair of modular platforms with 10 hydraulic lines each. Absolute accurate planning was required to avoid disruption of rural villages in very poor condition and several bridges unprepared for a heavy load.

**Barnhart** moved a 749,795-pound steam generator and a 346,122-pound HPIP turbine from the Port of Memphis to Knoxville, TN by barge and then transported them 76 miles to a power plant in Rogersville, TN. The extreme height of the cargo called for many utilities to be removed. Other issues included crossing I-40 due to a low overpass, shoring a bridge over a set of railroad tracks, jumping a bridge on a two-lane highway and temporarily removing an overhead railroad crossing sign. The transport took place in the Appalachian valley with 5 percent grades, and a 20-foot transporter that was one foot narrower than the road.

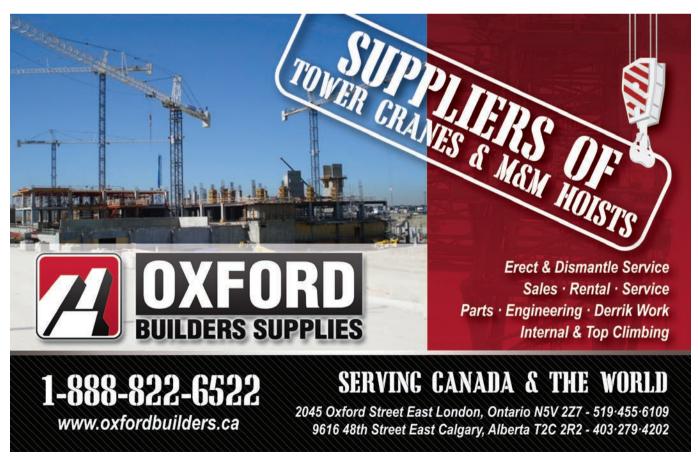
Omega Morgan planned and executed the complex transport of a 417,000-pound transformer out of the PacifiCorp substations in Albany, OR,

using a suspension beam trailer, railcar, platform trailer, temporary bridge and a hydraulic skidding system. The load was transported through downtown Ashland OR, on Interstate 5 over the Kiskiyou Mountains, on 20-foot substandard winding mountainous county roads and across a temporary bridge.

Mammoet USA South transported more than 200 pieces of equipment for a grassroots gold mine project along an 80-mile route from the port to the plant in the central, mountainous region of the Dominican Republic. In addition to the transport, Mammoet was also responsible for the installation of four autoclaves, measuring 124-feet long by 20-feet, 10-inches wide by 23-feet, 3-inches high and weighing 1.7 million pounds.

## Moving Job (with specialized equipment)

Crane Rental Corporation moved a 319,000-pound, 150-foot-long cold box almost 79 miles through three Florida counties. After issuing the permit, the Florida Department of Transportation realized it was unworkable. In response, Crane Rental Corporation worked to reduce the gross vehicle weight.





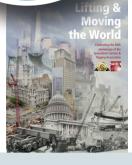
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PROFILE CLOSING DATE: October 2012 PUBLISH DATE: April 2013











What we now have are simultaneous worries about high unemployment rates and a shrinking labor force

## Who's who at the Specialized Carriers

& Rigging Association



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## Workforce wo

t a time when America's brightest economists seem stumped by the labor market, our members also struggle to make sense of what the various statistics mean for their businesses. As U.S. Chamber Chief Economist Martin Regalia recently reported in his Free Enterprise magazine column, the most recent data that show the unemployment rate unchanged in February at 8.3 percent understates the true slack in the labor market.

"In addition to the unemployed, about 2.6 million people are marginally attached to the workforce, including those who are discouraged over their prospects," he wrote. "These people want to work but have not actively searched in the past four weeks, so they are not counted in the workforce or as unemployed. This number is over 1.5 million workers higher than the figure prior to the recession."

Meanwhile, planned job cuts declined in March to the lowest level since May 2011, as U.S.-based employers announced layoffs totaling 37,880 during the month, according to a report released April 5 by Challenger, Gray & Christmas, Inc. The March total was 27 percent lower than the 51,728 job cuts announced in February and nine percent lower than March 2011, when 41,528 planned layoffs were recorded. It was the lowest monthly layoff tally since 37,135 job cuts were announced last May.

Exactly one week after the release of that analysis, the Labor Department reported that new claims for unemployment benefits had risen unexpectedly, heightening concerns that the job market recovery was stalling. Also on April 12, the Washington Post parsed Labor Department numbers and speculated about the meaning of a U.S. labor force that was growing at about half the rate of 20 years ago. "Slower growth in the number of workers tends to hold back gross domestic product and employment," noted reporter Peter Whoriskey. "And that makes it less likely that the economy will pick up steam at the rate it did in previous recessions."

He wrote that a primary cause for the decline of labor force growth was retirement among baby-boomers. Also, the rapid rise in the percentage of working women led to a surge in the

size of the labor force that stalled once it reached 60 percent, and economists see little immediate sign that it will rise again, Whoriskey pointed out.

So what we now have are simultaneous worries about high unemployment rates and a shrinking labor force. Just imagine what would happen to those unemployment rates if the available labor force suddenly expanded.

Economists within our own industry find themselves explaining unanticipated labor statistics. When the American Trucking Associations reported on April 11 that the turnover rate for truck drivers at large truckload fleets unexpectedly dipped 1 percent to an annualized rate of 88 percent, ATA Chief Economist Bob Costello said, "This reprieve, while surprising, is likely temporary." An improving economy and regulatory challenges would cause the driver market and turnover to rise, he speculated.

The Associated General Contractors of America reported on April 6 that the construction industry lost 7,000 jobs between February and March, following a similar decline of 6,000 the month before. While somewhat alarming at first glance, the latest numbers continued a pattern of modest year-over-year job increases. The association's officials said that lack of long-term federal highway and transit funding threatens to hold down future job gains.

Within SC&RA's membership, we saw clear signs of confidence and optimism at our 25th Specialized Transportation Symposium in Kansas City in March. More than any time in the past three years, we heard encouraging discussions about burgeoning work backloads, major equipment purchases and, yes, even plans to expand workforces. Of course, we like to think that our members tend to be quality companies that will be at the forefront of any economic recovery.

## **EXECUTIVE VICE PRESIDENT**



Joel Dandrea 2750 Prosperity Avenue, Suite 620. Fairfax, VA, 22031-4312. USA Ph: 703-698-0291 Fax: 703-698-0297



CSA 2010 changes are effective July 2012.

Are you ready?





Compliance ★ Safety ★ Accountability

The use of this logo does not indicate endorsement by the Federal Motor Carrier Safety Administration.

he goal of the Federal Motor Carrier Safety Administration (FMSCA) is to reduce commercial motor vehicle crashes, fatalities and injuries on our nation's highways. It is no surprise that the programs and systems are constantly changing. The Safety Measurement System (SMS), originally implemented in December 2010 as part of the agency's broader Compliance, Safety, Accountability (CSA) initiative, is the latest system to undergo improvements.

The SMS is designed to help prioritize enforcement resources and monitor whether a motor carrier's safety problems are improving. By quantifying the on-road safety performance of motor carriers, FMCSA can identify trends in safety problems that need to be addressed.

According to the FMCSA's official Federal Register notice issued on March 27, 2012, feedback and data was analyzed from a number of different enforcement personnel, safety advocates, state partners and industry representatives to identify areas where improvements were needed.



BIO: Bill Smith is executive vice president of claims and risk management for NBIS.

## Improved

The result of this stringent analysis is that a number of enhancements that are being made to SMS. These improvements are the first in a series that will take place as frequently as twice a year. A customary, preview period will be provided for public comment.

The first seven changes that are taking place in July 2012 are as follows:

- 1 Strengthening the Vehicle Maintenance Behavior Analysis and Safety Improvement Category (BASIC) by incorporating cargo load securement violations from today's Cargo-Related Basic.
- 2 Changing the Cargo-Related Basic to the Hazardous Materials (HM) BASIC to better identify HM-related safety problems.
- **3** Better aligning the SMS with Intermodal Equipment Provider (IEP) regulations.
- 4 Aligning violations that are included in the SMS with Commercial Vehicle Safety Alliance (CVSA) inspection levels by eliminating vehicle violations derived from driver-only inspections and driver violations from vehicle-only inspections.
- 5 More accurately identifying carriers involved in transporting HM.
- 6 More accurately identifying carriers involved in transporting passengers.
- 7 Modifying the SMS display to:
  - Change current terminology, "inconclusive" and "insufficient data," to fact-based descriptions.
  - **b** Separate crashes with injuries and crashes with fatalities.

## Improving BASIC

The FMCSA implemented SMS as an avenue for identifying high-risk motor carriers for on-site investigations. It also serves as the barometer for deciding which carriers are issued warning letters, and works in coordination with other types of roadside inspection software to help determine carriers that could benefit from additional inspections. SMS quantifies the data and groups it into seven Behavioral Analysis Safety Improvement Categories.

These categories are:

- 1 Unsafe driving
- 2 Fatigued driving (Hours-of-Service)
- 3 Driver fitness
- 4 Controlled substances and alcohol
- 5 Vehicle maintenance

- 6 Cargo related
- 7 Crash history

According the FMCSA, it has always expected to continually modify SMS as their evaluations led to new insights and as new data became available. The last two years have proven that there are some inefficiencies and confusion as it relates to the current system.

To that end, most of the improvements that are being made are being done in an effort to more accurately reflect the true safety profile of a specific company. For example, industry members have continually complained that carriers that haul predominately open trailers – or flatbeds – have higher than expected Cargo-Related BASIC percentiles due to readily identified load securement issues with these types of trailers. Industry members have pointed out that this causes a potential bias.

In its analysis, the FMSCA determined that the best way to address the potential bias while still correctly identifying carriers with cargo securement issues was to move the cargo/load securement violations from today's Cargo-Related BASIC to the Vehicle Maintenance BASIC. Their data shows that by implementing this change, they will still be able to identify carriers that have a higher crash risk while addressing the bias, and continue to hold carriers accountable for cargo securement violations.

## Ready for change?

Anytime we face change – whether it's in our industry or in our personal lives – we tend to resist it. It seems that the CSA changes to SMS are no different. There are, however, a few things that your company can do to ready itself.

The preview period for the changes started on March 27, 2012 and will run through July. The data preview can be found at http://csa.fmcsa.dot.gov/. Your DOT number and PIN number will be required to log in. This allows motor carriers to preview how the improvements will impact their individual safety data within the system and make decisions based on their findings. It also gives motor carriers the opportunity to provide feedback, bringing the voice of America's motor carriers into the conversation.

## RISK MANAGEMENT SCRA

SCRA

Each of the areas within the system where a change is being made is highlighted. NBIS highly recommends that you take the time to acknowledge the changes and understand why they are being made. Through ongoing research and careful consideration of the public's comments, the FMCSA will continue to be able to make the necessary improvements. Your company's voice is imperative to the process.

The FMCSA rules are not stagnant, as the industry and technology improves, the FMCSA will leverage your feedback and make every attempt to improve safety rulings. We won't know exactly what the next round of changes to SMS will bring until later this year, but we do know one thing for certain: our comments as an industry matter.

Take the time to preview the changes and see how it will affect your company's scores in the seven BASIC categories. It may seem like a trivial exercise, but we can assure you it is not. In fact, in an effort to get an unbiased, objective opinion of SMS data, the FMCSA ordered an independent evaluation of the data by the University of Michigan

Transportation Research Institute (UMTRI). Not surprisingly, the UMTRI found that crash rates were higher for motor carriers identified with safety problems in SMS's seven BASICs. In sum, BASIC scores have a direct correlation to a company's ability to perform safely.

Although it may be difficult, NBIS encourages all business owners to embrace the changes that are being made and speak up when you have an opinion. For when we do this as an industry, when we implement positive change, as a result – the industry improves.

### **RESOURCES**

- Foundational Document can be found at: http://csa.fmcsa.dot.gov/Documents/ SMS\_FoundationalDoc\_final.pdf
- 2 The Federal Register notice can be found here: https://www.federalregister.gov/articles/2012/03/27/2012-7360/improvements-to-the-compliance-safety-accountability-csa-motor-carrier-safety-measurement-system-sms
- 3 The data preview can be found at http:// csa.fmcsa.dot.gov/. DOT number and PIN needed to log in.

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It also serves as the
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MAY 23

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The June webinar brings together numerous industry experts from Manitowoc and MTU to discuss the importance of following manufacturers' guidelines throughout the life of the crane to keep it in good working condition and to maximize its life. This online round-table will cover the following topics:

The importance of training and education for operators, riggers, and technicians on the rules of crane safety; following the manufacturers' recommendations for proper preventative maintenance; the advantages of tracking the crane during its working life via telematics; adhering to the manufacturer's guidelines if the crane detects an overload occurrence; the value of getting the manufacturers' input and authorization of any structural repairs, throughout the entire life of the crane.

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## Manitowoc hones management team



Josef Matosevic has been named Manitowoc's senior vice president

of manufacturing. In this new role, Matosevic will be responsible for overseeing the full scope of Manitowoc Cranes' fabrication, materials management and manufacturing activities. Working in close partnership with regional and functional teams worldwide, he will help ensure efficient and cost-effective operations supporting overall strategic goals toward operational excellence.

He will report directly to **Eric Etchart**, president and general manager of Manitowoc Cranes.

Etchart says that Matosevic's extensive experience in international operations makes him a perfect fit for the position.

Before joining Manitowoc, Matosevic gained more than 20 years of experience in manufacturing and operations, most recently as the executive vice president of global manufacturing operations with Oshkosh Corp., where he held worldwide responsibility for 56 operational sites and 30 sales and service sites. Matosevic will be based at Manitowoc's corporate



headquarters in Manitowoc, WI.

Also, **Mike Heacock** has been named vice president of sales for

Manitowoc's Potain tower crane line in North America. He will be responsible for sales of all Potain products, as well as distribution management and major accounts management in the region.

Heacock brings with him more than 20 years of experience in the crane industry. Prior to his position with Manitowoc, he worked for 10 years at Coast Crane, most recently as the general manager of the West Coast dealer's tower crane group.

Heacock will report directly to David Hull, senior

vice president of sales and marketing for North America. Lastly,

**Bruce Peterson**has been
promoted to
senior regional
business
manager for



the North America Midwest territory. In this role, he will work with Manitowoc Crane distributors Kirby Smith, Hayden Murphy and Walter Payton Power to develop and strengthen Manitowoc's market presence and share.

Peterson has worked in the equipment industry for more than 27 years, the vast majority of those with Manitowoc Cranes. His previous roles with the company have included regional business manager, as well as product specialist positions with the Potain tower crane and GMK allterrain product lines.

Peterson will report directly to Joe Maslizek, vice president of sales for lattice and hydraulic cranes in North America.

## 2012

## Cranes & Transport Latin America

May 28 San Paolo, Brazil www.khl.com/ctla

## Crane Rental Association of Canada 2012 Annual Meeting

May 30-June 2 Banff, Alberta Canada www.crac-canada.com

## AWEA Wind Power 2012

June 3-6 Atlanta, GA www.awea.org

## Cranes & Transport Turkey

June 5 Istanbul, Turkey www.khl.com/events/

## SC&RA Crane & Rigging Workshop

Sept. 19-21 Louisville, KY www.scranet.org

## Associated Wire Rope Fabricators Fall Conference

Sept. 30 - Oct. 3 Washington, D.C. www.awrf.org/

## ■ Turner Construction Company has appointed Joe Price as business development manager to lead business development efforts in Houston and throughout southeastern Texas.

■ David Cheleen has been named as Omaha Standard Palfinger's (OSP) account specialist, western region. Located at their facilities in Council Bluffs, IA, he will be primarily responsible for both inside sales activities and external regional management of specific accounts.

## CICB announces personnel changes

The Crane Inspection & Certification Bureau (CICB) has made a number of appointments within its ranks. **Jerry Longtin** has been promoted to the position of general manager – project operations of CICB. Longtin has served as the company's senior training instructor/inspector both internationally and domestically for the past 11 years and has more than 35 years of industry experience.

**Billy Cook** was promoted from sales manager to sales and marketing manager. Cook's 42 years in sales and management involve increasing sales and improving marketing. **John O'Connor** has been named manager of

the Houston training center operations. In addition to being a senior instructor/inspector at CICB, O'Connor has more than 24 years of experience in training, inspections of various types of lifting and earth moving equipment. **Larry Kime** has been promoted to senior technical advisor. In addition to his instructor/inspector duties, Kime, will develop and update the training manuals, written and hands-on exams.

**Fred Petrelli** and **Ken Lance** have been named as senior training instructor/inspectors. Both are NCCCO Certified Mobile Crane Operators and NCCCO Accredited

Practical Examiners. Petrelli is accredited by California-OSHA for crane inspections and has been a trainer in the crane and lifting industry for 30 years. Lance is accredited by U.S. DOL-OSHA for Maritime Inspections and has been a trainer in the industry for 25 years.

Angelo Alverio has been named CICB's instructor for the numerous training programs in Spanish. Angelo has been an instructor/ inspector with CICB since 2010 and is an NCCCO Certified mobile crane operator. Lastly, **Scott Crowder** has joined CICB as an instructor/ inspector. He has more than 30 years of experience.





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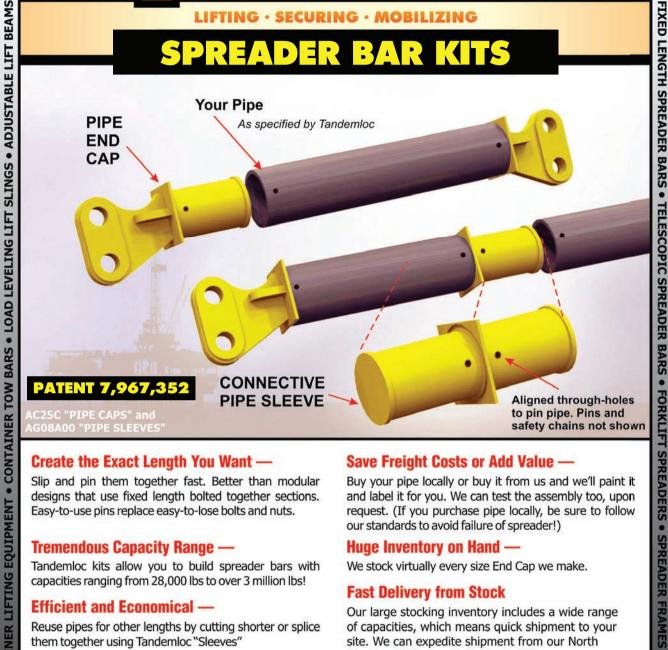
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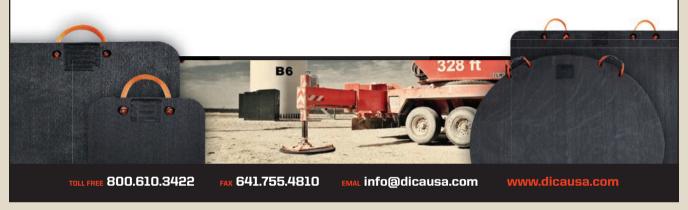
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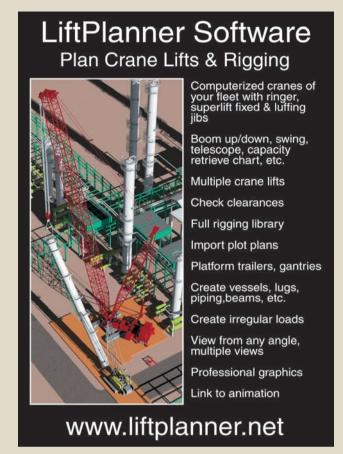


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#### Grove RT 600E 2009

50 Ton, Cummins 6 CVI Turbo, 105' Main Boom, 29'-51' Jib, Two Winches, 23.5 x 25 Tires, Ball, Four Sheave Block, 1,660 Hours, FOB Cleveland Ohio

#### Grove RT 9130E 2008

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#### Grove RT 600E 2009

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#### GROVE RT 880E 2009

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#### GROVE RT 890E NEW 2012

90 Ton , Cummins 142' main, 33'-56' Jib, Block, Ball, Tilt Cab to 20 degrees , aux Winch, Aue Lighting package 16800 Single Line Pull, 6 Hours FOB Cleveland Ohio

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175 Ton Crawler, Cummins,160' # 22 Main Boom,30'# 123 Jib, Three Piece Counterweight,24' Crawlers With 48" Pads, Fresh Manitowoc paint. Fob Cleveland OH

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#### Manitowoc 888 S2 1999

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#### Manitowoc 12000 2004

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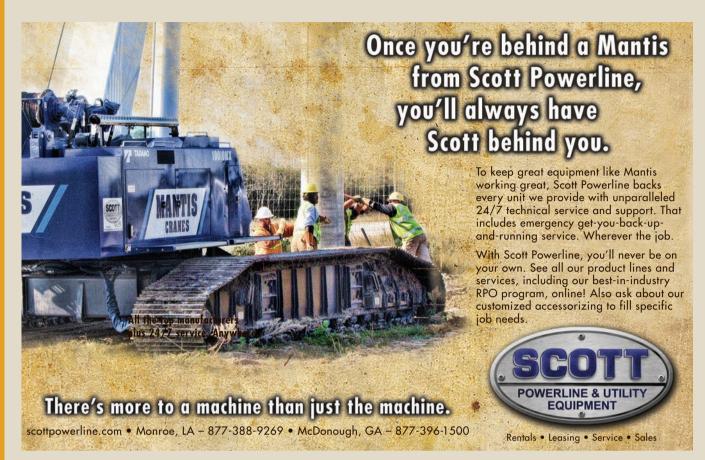


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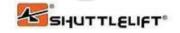
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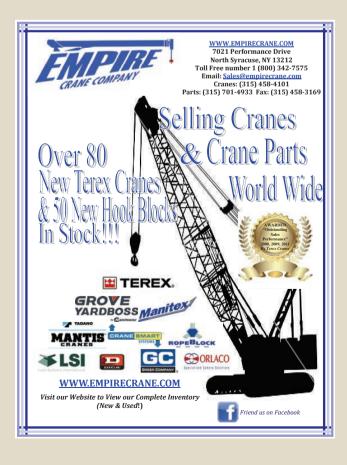
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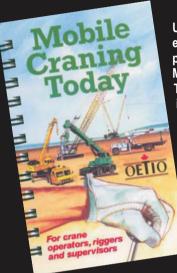






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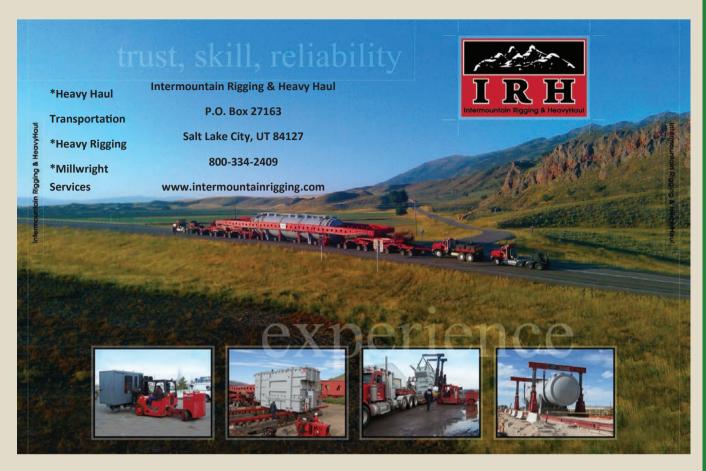




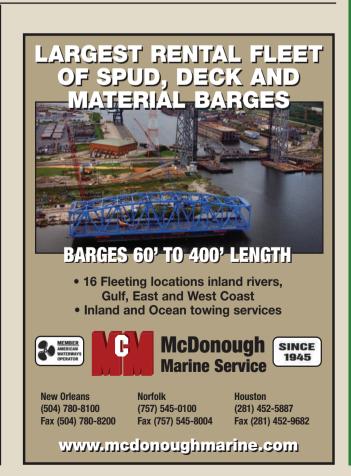


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