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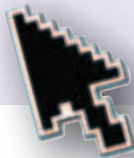
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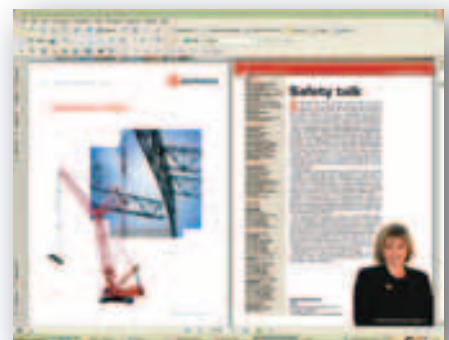
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# ACT

The magazine for the crane, lifting and transport industry

A KHL Group

Publication

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**INTERVIEW:**  
**Manitowoc's**  
**Larry**  
**Weyers**

**REGIONAL**  
**SPOTLIGHT:**  
**Southern**  
**uncomfort**

## MARKETPLACE

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**Inaugural list!**

# SPECIALIZED LIFTING50



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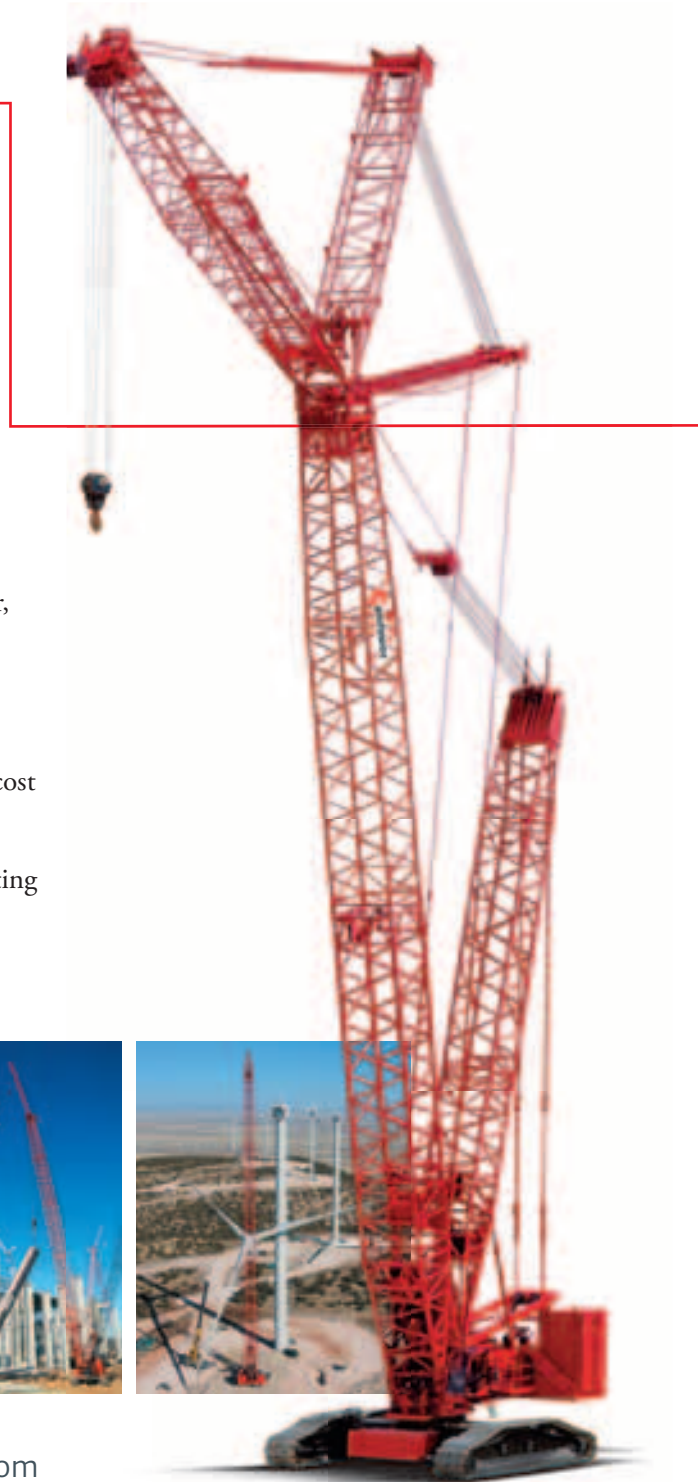
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# What are you hearing?

The big question I'm hearing is, "What are you hearing?" Now typically, I'm the one who is supposed to ask the questions, so it's pretty interesting to be on the other side of the table. Over the past month, I have met with lots of industry folks, mainly at the SC&RA Crane & Rigging Workshop. Recently, I've also had the opportunity to tour the plants at Link-Belt in Lexington and Manitowoc in Shady Grove, and visited with their respective management teams. While everyone I've talked to in crane, rigging and specialized transportation industry is quick to point out that things are, for the most part, better than they have been – people are still weary and still looking for answers.

So, what am I hearing? I'm hearing that certain parts of the country are doing better now than at the start of the year. I'm hearing that power plants, oil refineries, wind farms and public transportation projects are providing a steady stream of work along the East Coast and the Gulf Coast. I'm hearing that a firm recovery has still not taken place in many areas out West and in some areas of the Midwest. I'm hearing that a true economic recovery will begin when private projects start up again.

That's what I'm hearing. What are you hearing?

Sitting down with Manitowoc's Larry Weyers for the Q&A interview, I learned that he analyzes the crane business every day, and he works diligently to determine the precisely "right" build schedules. Predicting whether an uptick might be the start of an upturn has become a major focus for Weyers, who spends his downtime rebuilding a hot rod. The Q&A starts on page 19.

This month we also present our first **Specialized Lifting 50** list. With 24 firms, the list is the Who's Who in the realm of alternative lifting. The big three, Barnhart, Fagioli USA and Mammoet USA, have the capacity to lift more than the entire rest of the list. We expect this list will grow significantly over the next year. If you didn't make the **Specialized Lifting 50** this year, please send me an email and I'll send you a survey form.

And finally, will the US tower crane market improve anytime soon? Associate Editor Lindsey Anderson talked to a lot of folks about this market and things are still none too rosy. Her article provides a strong assessment of the market and how it is poised to rebound.

Do let us know what you are hearing. ■

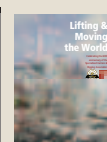
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## Crane portfolio



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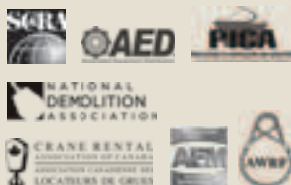


Excavator





**Barnhart Crane & Rigging tops our SPECIALIZED LIFTING 50. See page 34**



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## NEWS

A Linden Comansa 21 LC 400 works at Kansas state capitol; Barnhart adds 600-ton Liebherr LTM 1500-8.1 to its fleet and more news from around the industry

## BUSINESS NEWS

At a time when the stock markets are struggling to hang onto gains, the heavy equipment sector has put together a tentative rally. *Chris Sleight* reports

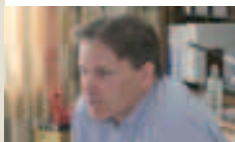
## SAFETY/TRAINING

New aspects of crane inspection. *Terry Young* reports

## NCCCO NEWS

NCCCO rigger/signalperson certifications earn ANSI accreditation; NCCCO to make computer-based testing available for all CCO programs; Commissioner spotlight: Charles R. Sager

## INTERVIEW: LARRY WEYERS



Predicting when the upturn will happen is a job Larry Weyers focuses on every day. *D. Ann Shiffler* reports

## REGIONAL SPOTLIGHT: SOUTH

Work in the south depends on what state business is being conducted in. *ACT* reports on work in the lower half of the country.

## PRODUCT FOCUS: TOWER CRANES

It's a tough market for tower cranes, but a few jobsites shine bright. *Lindsey Anderson* covers the market

## INDUSTRY FOCUS: PRODUCT SUPPORT

Product support happens before, during and after purchasing a crane. *Lindsey Anderson* gets the facts on what customer's should expect after the big buy

## SPECIALIZED LIFTING 50

*ACT* introduces its inaugural SPECIALIZED LIFTING 50 list of firms that offer alternative lifting services

## SITE REPORT: RIGGING

George Young Group rehabilitates Amtrak's Lamokin converters. *Elena Ebner* reports

## SITE REPORT: LIFTING & TRANSPORT

Expert rigging was imperative in the lifting and placement of a prefabricated main electrical building at an industrial site in New York. *ACT* reports



## PEOPLE AND EVENTS

Bardonaro joins Terex; event listings and more



## COMMENT

The SC&RA introduces its newest award, the Environmental Award, which will be presented to a company that has truly embraced going green. By *Joel Dandrea*

## SC&RA NEWS

The SC&RA Crane & Rigging Workshop was full of ideas. *Terry White* covers the event

## RISK MANAGEMENT

Your insurance agent represents your interests. *Brent Moody* reports

## MARKETPLACE

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

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■ Bigge Crane and Rigging has expanded its Richmond, VA location to a complex more than twice the size of the current yard, according to the company. The new facility is located on 12 acres and will serve as the headquarters for all of Bigge's heavy haul transportation and crane and rigging operations on the Eastern seaboard. Along with the new location, Bigge said it is also increasing its crane fleet in the East, adding 20 rough terrain cranes and about a dozen crawler cranes. "Our current location in Richmond couldn't keep up with our work load," said Joe Nelms, vice president of sales and marketing. At Bigge's Houston yard, the company recently took delivery of several Link-Belt HC-278 truck cranes and a large crawler from the port of Galveston, the company said.

■ Empire Truck & Trailer is a new dealer for all Landoll Trailer and Car Carrier product lines throughout Arizona. Empire Truck & Trailer will represent the full Landoll trailer and carrier bed line. Included in this line are traveling axle trailers, traveling tails, utility tag trailers, bottom dumps, detachable gooseneck, hydraulic and non-hydraulic lowboy and agricultural trailers.

## Barnhart tops out fleet with new LTM 1500-8.1

Barnhart Crane & Rigging has taken delivery of a new Liebherr LTM 1500-8.1 all terrain crane, now the largest telescopic-boom mobile crane in the company's fleet. With a capacity of 600 tons, the new crane will be used at refineries, industrial plants and in erecting and

maintaining wind towers.

The eight-axle crane has a seven-section telescopic boom that extends to 276 feet. With the lattice jib, the crane has a hook height of up to 476 feet and a reach of 354 feet. The addition of the Y-type guying system gives lateral support to the boom to enhance lifting capacity, especially when the crane is lifting with a long boom at short radius, the company said.

While the new crane will be available to all Barnhart's 20 branches, it will be based primarily at the Oklahoma City branch. Barnhart took delivery of the crane at the end of August and within days had it operating on its first job, replacing a 125,000 pound vessel at a nearby refinery during a fall maintenance outage. Various

boom configurations up to 276 feet were used for preparatory work, while the main lift itself was carried out with 189 feet of boom at a radius of 67 feet, using 88 percent of the crane's load chart capacity.

"Thanks to its reach, capacity and ease of deployment, we were in and out of the refinery in just four days," said Tony Morelli, manager of Barnhart Crane & Rigging's Oklahoma City branch. "This is roughly half the time that the exact same task took us back in 1997 when the vessel was last replaced – only back then we used a 300 ton conventional lattice boom truck crane, which was the best choice available at the time." ■



**Barnhart's new Liebherr LTM 1500-8.1 is an eight-axle crane with a seven-section telescopic boom that extends to 276 feet**

## Zoomlion set to show 1,000 tonner in China

Zoomlion will show its new 1,000 metric ton capacity crawler crane at the Bauma China exhibition. The lattice boom QUY1000 will star in the Chinese manufacturer's display at the construction equipment exhibition in Shanghai November 23-26.

Load moment is given as 15,800 ton-meters and maximum lifting height is 195 meters. A heavy duty main boom is available up to

90 meters long. It will lift 650 metric tons to a height of 63 meters at 22 meter radius, the manufacturer said.

A target application is construction of nuclear power stations. It can lift the complete dome of the French M310 nuclear power station design in a main boom and jib with superlift combination of 54 + 50 meters at a capacity of 180 metric tons, according to Zoomlion. The manufacturer said it is the

first domestically produced 1,000 metric ton capacity crawler crane delivered in the field.

It carries eight patents, according to Zoomlion, and can be built for other industries, for example, petrochemical. The closed-loop hydraulic system with variable displacement pumps is designed for efficiency and controllability. Control is electronic with computer integration via CAN bus. ■

**Zoomlion's new 1,000 metric ton capacity crawler crane will be on display at Bauma China in November 2010**





■ Terex Corporation has acquired 33 percent of Italy-based luffing jib tower crane manufacturer Recom S.r.l. Terex also entered into a long term agreement to acquire the rest of Recom, a privately-held company founded in 2003 by Ferruccio Moritsch. Moritsch formerly founded Comedil, the tower crane manufacturer previously acquired by Terex. Terex Cranes was already exclusive distributor for Recom's machines before this latest acquisition. "This investment helps ensure long-term stability for an important part of our tower crane product portfolio, and reflects our commitment to strengthen and build our tower crane business," said Rick Nichols, Terex Cranes president. "Recom has a demonstrated culture of innovation that will contribute to our new product development, and we are pleased to make this commitment to the company and its team members with whom we have worked for several years."

## International working group meets in San Diego

Leading in to the SC&RA Crane & Rigging Workshop in September in San Diego, CA, SC&RA hosted an international working group session. Joining SC&RA were representatives from the Association of Equipment Manufacturers (AEM), Crane Industry Council of Australia (CICA); the European Association of Heavy Haulage, Transport and Mobile Cranes (ESTA); and the Federation Europeenne de la Manutention (FEM).

FEM is responsible for the development of EN 13000, the new European standard for crane design. EN 13000 was the most important topic under consideration during the working group session, according to SC&RA. Other agenda items included barriers to trade, data loggers, booming down, wind action on loads, and unorthodox



Members of the international working group include (back row, from left) Ron Schad, Essex Crane Rental Corp./SC&RA; Andreas Schwer, Manitowoc/FEM; Graham Brent, NCCCO; Ton Klijn, Wagenborg Nedlift B.V./ESTA; John Gillespie, Gillespies Crane Services/CICA; Oliver Fries, Terex/FEM; Soren Jansen, ESTA; Joel Dandrea, SC&RA; Bill Stramer, Link-Belt Construction Equip. Co./SC&RA; (front row, from left) Larry Weiss, Cranes Inc./SC&RA; Al Cervero, AEM; John Kennedy, Manitowoc/SC&RA; Rick Mikut, ALL Erection & Crane Rental/SC&RA; Jeff Brundell, CraneSafe/CICA; Kira Henschel, AEM; Robert Weiss, Cranes, Inc./SC&RA; Hans-Dieter Willim, Liebherr-Werk Ebingen/FEM; Frank Bardono, Terex/SC&RA. Not pictured, Beth O'Quinn, SC&RA

crane usage, ranging from bungee jumping to dinner in the sky. (See a full SC&RA Crane & Rigging Workshop recap in our SC&RA News column on page 45.)

Representatives of these groups were among those meeting previously in November 2008 in Germany and October 2009 in Amsterdam. ■

## Terex tower replaces neon Virgin Records sign in NYC

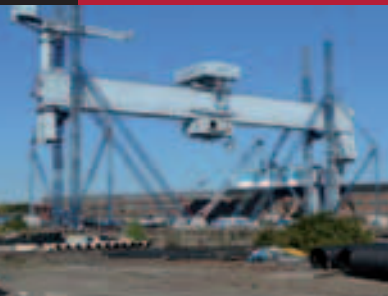
North Shore Crane recently used its Terex AC 40 City crane to replace the famous Virgin Record Store neon sign with a new generation sign for the Forever 21 clothing chain in Times Square in New York City.

The job was carried out in two stages, beginning with the removal of the huge stainless steel and neon tube light set-up. The next step involved the installation of the new sign elements, comprised of giant LED screens, channel letters with flashing LEDs, plus a special canopy with more LED screens and "light band border" that changes color according to screen content, over the store's main entrance, according to Terex.

The AC 40 City was driven straight in, to start work rapidly and perform lifts of up to 5,600 pounds at a 70 foot radius and a 102-foot maximum boom length. Alex Robson, project manager, for North Shore Cranes said: "Offering better compact size and better over the road speed compared to other cherry picker models, the Terex AC 40 City meant that we could perform lifts efficiently, maneuver safely and save time by bringing the crane directly to the jobsite without special permits." ■

**A Terex AC 40 crane was used by North Shore Crane to replace a Virgin Record Store neon sign in Time Square in New York City**





## Ship building gantry crane undergoes disassembly

Two years ago, a large gantry crane was being dismantled for relocation to a new owner in Eastern Europe. Placed into service in 1975 in Quincy, MA, the rail-mounted gantry crane was used for ship building. It is approximately 260 feet tall and measures 400 feet wide. In 2008, an attempt was made to dismantle the crane. During that process, one of the legs of the gantry crane collapsed.

Two years after the accident, an unusual procedure for dismantling the crane was developed. It involved the installation of a sophisticated computer-controlled shoring system to support the main cross member, removal of the legs, and then lowering the main cross member to the ground. Different procedures for the removal of each leg had to be developed, due to site constraints and equipment limitations.

For the leg that fell, the strategy was to install a pair of large custom hinges, cut the leg at the hinge location, and then causing the leg to splay out along a rail by jacking down the cross member.

## 21 LC 400 flat top restores Statehouse

JE Dunn Construction Company is using a Linden Comansa 21 LC 400 flat top tower crane at the Kansas Statehouse Exterior Masonry Restoration project in Topeka, KS.

The \$36 million dollar project required a crane that

would have access to all sides of the drum that supports the dome at the top of the building. A crawler crane was considered, but the cost of hiring one, along with the close proximity of other buildings, resulted in Dunn choosing the Comansa, the

manufacturer said.

The 18 metric ton capacity 21 LC 400 was erected with a height under hook of 103.8 meters, and a jib length of 80 meters, allowing access to the entire jobsite, including slewing over the statue of a Native American archer on top of the dome, at a height of 93 meters.

Rather than tying the crane, a special tower configuration was designed made up of nine 4 meter wide sections, one transition section, and nine 2.5 meter wide sections. According to Blake Graham, JE Dunn project manager, it is the tallest freestanding tower crane in North America. The 21 LC 400 will remain at the job site for about a year, according to the company. ■



**A Linden Comansa 21 LC 400 flat top was recently used on a \$36 million Kansas-based project**

## GMK helps with remodel of Milwaukee courthouse

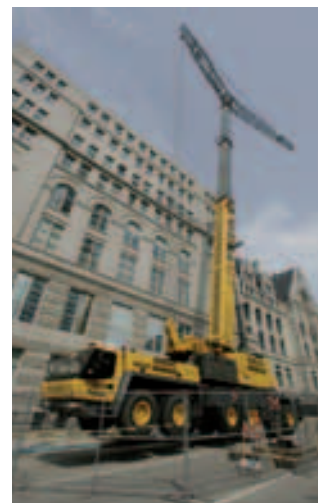
A Grove GMK6350 all-terrain crane from Manitowoc is helping remodel a section of a federal courthouse located in downtown Milwaukee. Owned and operated by Ideal Crane Rental, the crane is working for all subcontractors on the job.

The remodeling project, which is being managed by KPH Construction, involves the demolition and reconstruction of a courtyard area, on the sixth floor of the eight-story building. During the first demolition phase, the crane lifted 10,000 pound pieces of concrete beam up and out of the center of the building. Then as reconstruction began, the crane lifted 8,000 pound

steel beams as well as other construction and roofing materials back into the center of the structure.

For the project, the GMK6350 is configured with 159 feet of main boom and a 200 foot luffing jib and is using 176,000 pounds of counterweight. This allows the crane to lift the loads up 130 feet over the building and then 153 feet into the courtyard area. In the second phase of the project, the crane will be reconfigured with 220,000 pounds of

counterweight to increase its operating radius to 190 feet to deliver beams and other construction materials to the other side of the courtyard. ■



**A Grove GMK6350 all-terrain crane from Manitowoc is helping remodel a section of a federal courthouse located in downtown Milwaukee**

■ Cozad Trailer Sales has acquired Reliance Trailer Co., and Reliance Trailer Sales based in Spokane, WA. Operations will be centrally located at Cozad's manufacturing facility in Stockton, CA, the company said. This purchase will provide complete Northwest coverage of trailer parts, sales and service.





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At a time when the mainstream stock markets are struggling to hang onto gains for more than a few weeks, the heavy equipment sector has put together a tentative rally.

**Chris Sleight**  
reports

# Equipment explosion

**T**he last six months have seen the mainstream stock markets lack meaningful direction. As our graph shows, there have been a series of miniature rallies and collapses, and the good news is that benchmarks like the Dow, S&P and NASDAQ have come out of these as net gainers over the last 12 months.

However, the fact remains that there is no clear direction for the markets. Another way of looking at the three or four cycles of ups and downs over the last half-year is that the indicators have bounced around in a fairly narrow band, without any clear force pushing them either up or down.

The same has been true for the heavy equipment industry, as measured by the red line

of the ACT HEI index. The peaks and troughs in its travels over the last 12 months clearly line up with what has been happening in the wider markets, however the fact that the index is made up of cyclical manufacturing stocks has meant the swings have been much wider than those of the Dow et al.

The cyclical nature of the ACT HEI has helped it achieve much more pronounced gains over the last 12 months. Overall this has been a period of moderate gains for the mainstream indicators, with the strongest performers like the Dow and the NASDAQ putting on about 15 percent in the course of the last year.

True to form this growth has been accentuated by the ACT HEI, with the index putting on more than 60 percent in the

same period.

This has also meant that while the mainstream indicators have rattled around in a fairly narrow band over the last six months, the ACT HEI has enjoyed more pronounced growth.

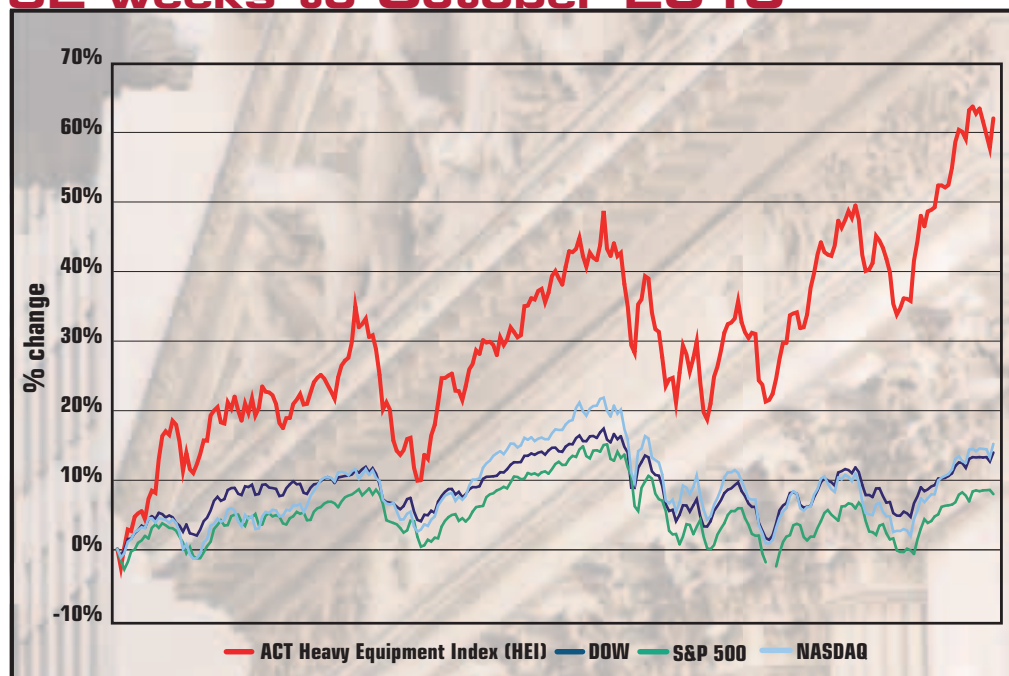
While the peaks and troughs match up across all four indexes on our graph, the periods of growth have been stronger than the losses for the ACT HEI, leading to overall gains. In contrast, the ups and downs of the other indicators have cancelled each other out at times.

As a result, it looks like the ACT HEI has moved into a period of rallying in the last few months, while the other indicators still look a little stranded and directionless.

In absolute terms, the Index is certainly moving up nicely. It finished September close to 160 points, which was the highest it has been for more than two years. However, it needs to grow by another 5 percent or so to take it back above the levels seen just prior to the collapse of Lehman Bros.

That will be an important benchmark, and it will be interesting to see what impact the third quarter results season has on the ACT HEI in this respect. ■

## 52 weeks to October 2010



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





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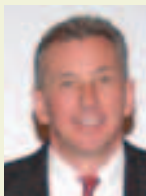


The new OSHA  
Cranes and  
Derricks in  
Construction rule  
contains many  
new aspects of  
crane inspection.

**Terry Young**  
reports



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# Inspection changes

**C**rane inspection is an important part of the work day. The new OSHA Crane & Derricks standard contains many new rules regarding crane inspection.

## Each Shift

**1** A competent person must begin a visual inspection prior to each shift the equipment will be used, which must be completed before or during that shift. The inspection must consist of observation for apparent deficiencies. Taking apart equipment components and booming down is not required as part of this inspection unless the results of the visual inspection or trial operation indicate that further investigation necessitating taking apart equipment components or booming down is needed. Determinations made in conducting the inspection must be reassessed in light of observations made during operation. At a minimum the inspection must include all of the following.

- i** Control mechanisms for maladjustments interfering with proper operation.
- ii** Control and drive mechanisms for apparent wear of components and contamination by lubricants, water or other foreign matter.
- iii** Air, hydraulic, and other pressurized lines for deterioration or leakage, particularly those which flex in normal operation.
- iv** Hydraulic system for proper fluid.
- v** Hooks and latches for deformation, cracks, excessive wear or damage such as from chemicals or heat.
- vi** Wire rope reeving for compliance with the manufacturer's specifications.
- vii** Wire rope in accordance with the 1926.1413 (a) standard.
- viii** Electrical apparatus for malfunctioning, signs of apparent excessive deterioration, dirt or moisture accumulation.
- ix** Tires (when in use) for proper inflation and condition.
- x** Ground conditions around the equipment for proper support, including ground settling under and

around outriggers/stabilizers and supporting foundations, ground water accumulation or similar conditions.

*This paragraph does not apply to the inspection of ground conditions for railroad tracks and their underlying support when the railroad tracks are part of the general railroad system of transportation that is regulated pursuant to the Federal Railroad Administration under 49CFR part 213.*

- xi** The equipment for level position within the tolerance specified by the equipment manufacturer's recommendations, both before each shift and after each move and setup.
  - xii** Operator windows for significant cracks, breaks or other deficiencies that would hamper the operator's view.
  - xiii** Rails, rail stops, rail clamps and supporting surfaces when the equipment has rail traveling. *This paragraph does not apply to the inspection of rails, rail stops, rail clamps and supporting surfaces when the railroad tracks are part of the general railroad system of transportation that is regulated pursuant to the Federal Railroad Administration under 49CFR part 213.*
  - xiv** Safety devices and operational aids for proper operation.
- 2** If any deficiency in paragraphs (D)(1) (i) through (Xiii) of this section ( or in additional inspection items required to be checked for specific types of equipment in accordance with other sections of this standard) is identified, an immediate determination must be made by the competent person as to whether the deficiency constitutes a hazard. If the deficiency is determined to constitute a safety hazard, the equipment must be taken out of service until it is corrected.
- 3** If any deficiency in paragraph 9d)(1)(xiv) of this section (safety devices/operational aids) is identified, the action specified in 1926.1415 and 1926.1416 must be taken prior to using the equipment. ■



108 H5  
50 ton

138 HSL  
80 ton

218 HSL  
110 ton

238 H5  
150 ton

248 H5  
200 ton

298 HSL  
230 ton

348 H5  
300 ton

548  
550 ton

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New credentials  
“Close the Loop” on  
construction safety

# NCCCO rigger/ signalperson certifications earn ANSI accreditation

**T**he National Commission for the Certification of Crane Operators (NCCCO) has been awarded accreditation by the American National Standards Institute (ANSI) for two of its newest certification programs. The CCO Rigger Level I and Signalperson certifications are now accredited by ANSI to the ISO/IEC 17024 International Standard for organizations that certify personnel.

The decision of ANSI's Professional Certification Accreditation Committee to expand NCCCO's accreditation came after rigorous audits of its management systems and psychometric procedures, and detailed scrutiny of its test development and administrative processes.

“ANSI represents the ‘gold standard’ of accreditation,” said NCCCO Commission Chairman Kerry Hulse. “Candidates and employers alike can now be assured that, with ANSI's independent verification of NCCCO's programs, CCO Rigger

Level I and Signalperson certifications meet the highest professional standards of examination development and administration.”

“While riggers and signalpersons often share some of the same duties, the NCCCO certifications clearly delineate the responsibilities of each activity and detail what is required from each to ensure safe lifting operations. These two certifications help to ‘close the loop’ regarding crane safety on the jobsite,” Hulse added.

“Achieving ANSI accreditation is a major undertaking,” said ANSI Program Director Roy A. Swift, PhD, “and NCCCO can be very proud of this accomplishment. No other accreditation process demands the degree of psychometric or management disclosure that ANSI requires for accreditation under ISO 17024.”

Moreover, riggers and signalpersons holding either of these CCO certifications

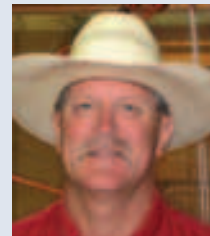
can be assured they are qualified under OSHA's new rules for Cranes and Derricks in Construction, noted NCCCO Executive Director Graham Brent. ■

## Commissioner Spotlight: Charles R. Sager

**C**harles Sager is a Site Lift Specialist with ExxonMobil near Houston, TX, and he brings to the Commission more than 27 years of experience in crane operation and rigging. At ExxonMobil he's in charge of not only all the company's crane operators on site but also those brought in by contractors. And as a CCO certified crane operator himself, he sees the real-world difference in operator capabilities between those operators that have been trained and certified and those that haven't. He regards CCO as the best quality certification available, and he became a Commissioner to show his—and ExxonMobil's—support for the nationwide certification of operators.

“I would like to do whatever I can to help the crane and rigging industry be a safer place to work,” he says. “I want to help develop standards and guidelines toward the mitigation of incidents, injuries, and property damage due to crane and rigging failures.” He sees that NCCCO has had a significant impact on industry safety because CCO certification has reduced incidents and injuries. “Because the CCO exams are so stringent, they make good operators better and help weed out the less qualified,” he notes. When time allows, Charles enjoys getting out with his family on their 32 ft. sailboat and exploring the Gulf. ■

*Mr. Sager began a five-year term on the NCCCO Commission in 2009.*



## NCCCO to make computer-based testing available for all CCO programs

Following the success of its computer-based testing (CBT) option for Mobile Crane Operator written examinations and recertification examinations, the National Commission for the Certification of Crane Operators (NCCCO) is expanding the CBT option to all of its programs.

The CCO Tower Crane Operator and Overhead Crane Operator written and recertification exams were the first to be added last month at more than 250 PSI/LaserGrade test centers in all 50 states.

The Signalperson and Rigger Level I written examinations are expected to be available in December, with CBT versions of the Articulating Crane Operator and Rigger Level II written exams coming on stream in January 2011. Eventually recertification exams for all CCO programs will be offered with a CBT option.

More than five times as many candidates

opted for the CBT option in 2009 compared with the previous year. “CBT has proven to be particularly attractive to operators seeking recertification because of its scheduling flexibility and immediate scoring,” said NCCCO Program Manager Joel Oliva. “Candidates can register and take the tests individually, at a time and place that's convenient, usually with just a couple of days' notice, without having to wait for a scheduled testing session. And they leave the test center knowing whether they passed or not.”

Pencil-and-paper exams will continue to be offered for all programs, and the content of both versions of the exams is identical. A comment form has recently been added to the CBT platform so candidates can ask questions or raise issues about specific questions on the exam, similar to on pencil-and-paper tests.

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Predicting when the upturn will happen is a job Larry Weyers focuses on every day.

**D. Ann Shiffler** reports

# Looking for signs

**L**ike so many of his peers in the management ranks of the crane business, Manitowoc's Larry Weyers grew up in the equipment business. As a youngster, he worked at the parts counter and in the shop at the International Harvester dealership owned by his family. He learned to rebuild engines and transmissions, which put him on the engineering track in college.

Weyers' first job out of college was working in the engineering and product planning department for Kubota in California, where he learned the ropes of product development and distribution. Later he became part owner in Woods Equipment Company, developing his knowledge of acquiring other companies – leading an effort to buy seven companies in five years. In 1998, he was recruited to join the management team at Manitowoc Cranes.

In the 12 years since, Weyers has worked his way through the ranks, managing and growing several aspects of Manitowoc's crane business. While he now is the executive vice president in charge of all manufacturing and sales activities in the Americas region, he has been previously involved in many of the company's strategic moves, including the acquisition of Grove and Potain, as well as developing the Manitowoc Crane Care division.

He says during his time at Manitowoc, working at the Wisconsin headquarters and at the Shady Grove, PA facility, he was motivated by “different things at different times.” As an engineer, he is enamored with crane design and development. But he's also a people person, and he is intensely focused on improving Manitowoc's market share in every product line. “This company offered an array of opportunities, whether it is in product development or global expansion,” he says. “And I really like cranes and crane people.”

Back in early October, Manitowoc held its “Crane Expo” event, hosting more than 1,000 customers and dealer personnel at its Shady Grove facility. I was invited as a member of the press. The plant tour in 2010 was quite a change from the last

tour I took in 2006. The application of “lean manufacturing” principles is quite evident, with the plant floors much more automated, efficient and extremely organized.

I had the opportunity to interview Weyers after a sunny fall day of climbing on cranes and even driving a Manitowoc all-terrain crane along a winding and hilly course. I found Weyers to be easy to talk with and forthright about the company's cranes, product support and dealing with the economic downturn.

Most impressive about Weyers is how focused he is on determining when there's an uptick and when there's a true, sustained upturn.

## What is the biggest challenge facing Manitowoc in the North American market?

To be honest, the biggest challenge is for us to predict when there is truly an upturn in the market. We just hired 170 people back, and we have some models that are now sold out for a while. Right now, everyone is sort of relying on the manufacturer to be a little bit more reactive than they are going to be.

Contractors are expecting [that when the upturn happens], that there is going to be equipment available. Our experience through these downturns is that the supply base coils up. When you try to uncoil that supply base, sometimes you are looking at six to eight to 12 months down the road. If the construction equipment moves before us, some of those supply bases are piggy backed. The construction equipment starts to grab that production time. We've spent most of our time since the downturn getting ready for and positioned for the upturn.

## Considering your career in the crane business, how do you describe/put into perspective the current state of the crane business (during the downturn)?

We went back and tracked the downturns for the last 25 or 30 years, and what is interesting is that every seven to nine years, we see the same cycle. You can



The biggest challenge is for us to predict when there is truly an upturn in the market.

**Larry Weyers**

argue that each one is caused by a different event, whether it was 9/11 or other economic reasons. And it will happen again. But with this downturn, I'm not sure anyone was ready for or prepared for the level of the drop that we've seen.

The first step for us was a steep step. The first step for us as a manufacturer, the one thing we did differently [than in other downturns], is we started taking machines out of the build plan early. Had we not done that, given the level of financial problems and the position our dealers would have been in had we shoved that equipment into the market or the residual value of the equipment – it would have been devastating. It has been very painful for us when we've had to get up in front of our employees and reduce the workforce.

Also, what has been different, and very important to Manitowoc Cranes, is our Dealer Advisory Council. What we are doing right now is we are asking our dealers to keep us informed about their inventories. Most of them are not in the position right now for a stock order. And we are smart enough to know if we expect that, it's not going to happen. But every week we are working with our Dealer Advisory Council, updating their inventories by model. That has given us the flexibility to do a lot of things. We can determine our burn rates on each model. By looking at our dealer inventories and rental utilization rates, that's an inflection point for us.

## **Of all the cranes in the Manitowoc product line, which model is your favorite, or that you find most impressive?**

My answer would be Manitowoc Crane Care. Okay, I could probably pick a few different models of cranes that I really like. But to be honest, I think Manitowoc Crane Care, for us in the Americas, and now our expansion into South America. I think trying to come up with something that can replicate Manitowoc Crane Care is not about drawing and designing a new crane. The years of experience those people have are important to the crane owner. Our contact centers are connected globally. We had a dealer call on a Saturday morning, and his crane was down. The call routing sent them to the crawler crane team in China. That team, and an English speaking person, could respond after hours. The dealer had no idea he was talking to someone in China. The team figured out the problem and called our after hours parts service. The part was shipped and



the crane was up and running on Monday. Even if it's two in the morning, someone, somewhere in Manitowoc Crane Care, is available somewhere in the world to help you.

## **Several crane manufacturing companies have actively become engaged in the used crane market. Does Manitowoc have a program to help its dealers and customers sell used cranes in their inventories?**

We recently created a new global position for Thibaut Le Besnerais. We realize if you control the used equipment you control the new. We realized that customers, especially now, want an option to trade back cranes to buy a new one. In North America, we have an advantage with our dealer network. They are very pro-active in the trades. You don't always see us with a fleet of used cranes in North America.

But it is different in Europe. They sell more direct than we do. In South America and Latin America, with the exception of Mexico, we are selling on a direct basis. We are looking for Thibaut to coordinate this effort globally to sell these used cranes. With our residual values, and the ability to have parts for older machines, it makes

those deals fairly profitable. It shouldn't be that you will take the used cranes just to sell a new crane. That's the old wrap.

But for us, for the area of the world I am responsible for, we have the luxury of a strong dealer network that is proactive in taking used equipment and understand the value and resale value. They will have rental fleets and they will offer rental purchase options. I will say there are less used cranes totally available than the last downturn.

## **What's up at Manitowoc Cranes? What is exciting on the horizon?**

I think the biggest for me right now is probably South America. It's exciting times for us there. This is a strategic region we started working on in 2007, and it's fun to see it come together right now.

I think the other fun thing for us, for me anyway, and the business we are responsible for, is the support that we got from Glen Tellock and Eric Etchart to do what we did in the plant and with Manitowoc Crane Care, despite what was going on in the marketplace. They are willing to look at a good plan and support it and find the resources needed to make it happen.

After we made the Grove and Potain



**Manitowoc held its Crane Expo in early October, hosting more than 1,000 customers and dealers. The company showed off its investment in lean manufacturing as well as its latest models**



acquisitions, and the market fell apart, everyone was saying we were a bunch of knuckleheads. And then three years later, everyone is a genius. It's fun to see this play out again, and we're seeing this with the food service side of the business. Back when we acquired Enodis, that was questioned. But while we are still struggling with the crane industry, Enodis is becoming a global business for us. I may have to thank the food service guys for helping me with our expansions. They are thanking us for supporting their expansion. There's a balance and stability that is an exciting part of Manitowoc.

**What is your management philosophy in terms of managing your team of employees?**

Communicate everything all the time. I think especially when you are going through this level of turmoil. I know personally I try to make extra efforts to have quarterly reviews with everyone in the Americas – I mean face to face. In the plant, we'll bring our workers together to meet with each group. We tell them like it is. We answer their questions. We often hear about something we should be doing

different. Because our companies have such a long tenure, changing the culture on how we build and changing the culture on quality is a challenge, but we've done it. We need to focus on competing against the competition and not each other.

My philosophy is one of Vince Lombardi's: 'When you get in the end zone, act like you've been there before.' Deliver a better quality product on time, all the time, and when it comes to patting yourself on the back, let your customers do your talking. Again the biggest part is to communicate everything, all the time.

**What's your favorite leisure time activity?**

When I'm not working, and this may be cliché, but I focus on my family. With my two daughters still at home and a son in college, I like to spend time with them. When there is extra time, I spend it rebuilding an old hot rod. It's a 1947 Dodge pickup. I've had it since I was 15 and it's travelled with me all that time. I just bought a 392 Hemi off E-bay. I'm doing all the welding and work myself. Doing this sort of work allows me to relax.

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**STOCK HELD ON THE EAST AND WEST COAST FOR FAST SHIPPING THROUGHOUT N. AMERICA**

Despite economic setbacks, crane, rigging and transport companies in the South are making ends meet through diversification and grit. **Hal Lundgren** reports

# Southern uncomfort

**W**hen J.E. Oswalt started his company in 1927, the mule made things happen. South Carolina was turning dirt surfaces into paved roads. Oswalt's fledgling company did much of the work, relying on a steel capstan, wooden rollers and its power source – the mule.

The company has kept its capstan as a museum piece. There's still a "mule" in the picture, but it's a figurative one. This mulish foe is a stubborn economy that can't seem to get going.

"We had a record year in 2009," says David Oswalt, who, with brother Gary, owns and runs the company their grandfather founded. "This year, our business will be off about 30 percent. In 2011, I expect us to be down about that much again. We saw some this of coming. So we paid off all our debt."

Oswalt says the management team also adjusted its lifestyle. "We used to give our employees all the overtime they wanted," he says. "Now there's no overtime. There isn't enough work to require it."

Based in Batesburg, J.E. Oswalt & Sons serves its founding state as well as North Carolina and Georgia. Services include heavy hauling, heavy lifting, rigging, railcar loading/offloading and house moving.

"Our press business is still good,"

**McTyre Trucking has expanded into hauling wind components as well as generators and transformers for power plants**

Oswalt says. "The paper industry in our area has had a little uptick. But power companies here are not spending money on capital improvements. There's just no money to be borrowed. As for housing and real estate, I think we're looking years down the road before there's much improvement. The shoe hasn't dropped yet on our area's commercial property. When that happens, we'll have a bloodbath."

Right now, things might be worse in Florida than here in South Carolina, Oswalt says. "A friend there was telling me about thousands of residential lots in one area of Florida. The lots are developed. They have electricity, water and sewer. But they're just sitting without buyers."

## Diversifying

The president of Orlando-based McTyre Trucking, John McTyre, has an up-close view of Florida's conditions. "Our core business for 15 or 20 years was pre-stressed concrete for bridge construction, parking garages and other use," McTyre says. "It was at least two-thirds of our work. That business in our area is absolutely dead."

About one-half of those projects were in Florida with the other half out of state. "We've had to grow our customer base in other directions," he says. "We've been willing and eager to haul transformers, generators and rotors. With that expansion, we're now a little better off than many of our core customers. We've



“Texas has more wind energy than the next three states combined. Wind towers have three or four sections. There’s a rotor assembly. They all need lifting.”

**Dave Ramm, CEO,  
Turner Bros. Crane & Rigging**





**Chemical plants, oil refineries, ports  
and wind farms are providing steady  
work in the South**

also been using fewer trucks but larger loads. We had to do that. Our first quarter this year was a disaster. Our employment is down 30 percent from one year ago. As far as major improvements, I see no light at the tunnel's end," he admits. "And I'm looking three to five years ahead."

McTyre considers the 2009, \$800-billion "stimulus bill" a waste of tax money because it did not improve the national economy. "All that bill did was kick the can down the road," he declares. "State and local governments that were supposed to benefit from the stimulus are now deeper in debt. My thought about that is, if anyone holds anything higher than a county office, that person should be required to have met a private-sector payroll. But now, we have to stop whining. It's time to go forward. Our company isn't where it needs to be. Still, we're better off than lots of folks."

By "better off," McTyre means his company has had success hauling generators, rotors and transformers for plants. The company has also engaged in serving wind-power developers.

Diversified, quality services have enabled Turner Bros. Crane and Rigging to withstand much of the recession's impact. Its offerings include lifting solutions, specialized transportation and wind-energy services. With major locations in Houston and Oklahoma City, the company has carefully placed its sites to maximize service to energy interests.

According to Dave Ramm, the company's new CEO, wind energy has become a Turner focus. "Texas has more wind energy than the next three states combined," Ramm says. "Wind towers have three or four sections. There's a rotor

assembly. They all need lifting."

Turner trucks also haul the components. Despite wind energy's promise, Ramm predicts that adequate transmission will continue to be a major obstacle.

Apart from wind customers, Ramm classifies Turner's lifting business as "steady." Most projects are for chemical and oil companies. Turner also offers pipe services, which remain profitable. Despite the post-disaster Gulf Coast drilling shutdown, the company has experienced "reasonably good" market share at Gulf locations.

"A large percentage of our crude oil comes in through the Gulf," Ramm says. "A lot of that oil flows in on ships, and they haven't been affected by the shutdown. That business in 2010 has been steady for us, even growing a bit. I can see reasonably strong growth in 2011. Remember, this is still a country that runs on oil." ■



“Our press business is still good. The paper industry in our area has had a little uptick. But power companies here are not spending money on capital improvements. There's just no money to be borrowed. As for housing and real estate, I think we're looking years down the road before there's much improvement.”

David Oswalt, J.E. Oswalt



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Tower cranes were corralled when the economy tanked and took private funding with it. The market has been slow to recover, but a few jobs across the country tick away.

**Lindsey Anderson**  
reports

**A Linden Comansa 21LC400 18T tower crane at the Audie Murphy VA Hospital in San Antonio**

**AmQuip, who owns one of the largest tower crane fleets in North America, has towers on this Music City Convention Center project in Nashville**



# Grounded

It's no secret – the tower crane market is hurting. Between 50 and 70 percent of tower cranes are currently grounded in the United States due to the general lack of work and halted funding for private projects. Some companies have scored contracts with education, hospital,

municipality and other publicly funded projects, but the general feeling in the tower crane industry is that the soft market will continue for months to come.

“Right now, there is no light at the end of the tunnel,” says Dennis Bates, vice president of AmQuip Crane Rental's tower crane division.

## Market stillness

If 2009's tower crane utilization rate was a mere beep on the radar, then 2010's has nearly flat-lined.

AmQuip, who owns one of the largest tower crane fleets in North America, ranked second on *American Cranes & Transport's* tower crane listing in 2010 (see table) and is finding demand slow and low for tower cranes. Two companies in the tower crane top five have filed Chapter 11 – Coast Crane and General Crane USA – and Texas-based Lewis Equipment Company's tower crane division has also declared bankruptcy.

According to industry sources, many of Coast's, Lewis' and General's towers remain in the US, however, Lewis has sold a few units to European customers to balance their yards, and General Crane has returned some fleet to Comansa USA which have been sold in Mexico. A “large portion” of Coast Crane's fleet remains grounded in the US.

“All regions are showing a generally soft >26



2009 RANK	NAME OF COMPANY	BRANCHES	# OF EMPLOYEES	WEBSITE	LARGEST TOWER CRANE
1	<b>Morrow Equipment Co.</b>	25	279	www.morrow.com	Liebherr 1800C 60
2	<b>AmQuip</b>	14	600	www.amquip.com	Potain MR615
3	<b>All Erection &amp; Crane Rental</b> (Central, Dawes, Jeffers)	30	1,550	www.allcrane.com	Potain MD650/40
4	<b>Maxim Crane Works</b>	32	1,800	www.maximcrane.com	Comedil CTL 630
5	<b>Coast Crane</b>	14	160	www.coastcrane.com	Potain MD560A
6	<b>Oxford Builders Supplies</b>	2	20	www.oxfordbuilders.ca	Comedil CTL 630
7	<b>JF Lomma Inc.</b>	6	175	www.jflommainc.com	Favco 1280
8	<b>Skycrane Limited</b>	2	15	www.towercranes.net	Jaso J-600
9	<b>United Tower Crane &amp; Hoist</b>	2	35	www.unitedcraneandrigging.com	Linden Comansa 21LC 550
10	<b>Dielco Crane Service</b>	1	95	www.dielcocrane.com	Potain MD560/40
11	<b>Eagle West Tower Cranes</b>	3	25	www.eaglewestcranes.com	San Marco SMT 551
12	<b>Linden Comansa America*</b>	10	NA	www.lcacrane.com	Linden Comansa 21LC 750
13	<b>Bigge Crane and Rigging*</b>	9	350	www.bigge.com	Comedil CTL 630
14	<b>Crane Rental Corporation</b>	2	92	www.cranerental.com	Peiner SK415
15	<b>Guay, Inc.</b>	18	450	www.gruesguay.com	Peiner SK315
16	<b>JCrane Inc.</b>	2	13	www.jcrane.net	San Marco SMT 522
17	<b>LJ Crane &amp; Rigging</b>	2	57	www.ljcrane.com	
18	<b>Connelly Crane Rental Corp</b>	3	35	www.connellycrane.com	Peiner SK415
19	<b>Allstate Crane Rental*</b>	1	18	realpagesites.com/allstatecrane/	Potain IGO MA 21
20	<b>A-Quick Pick Crane Service</b>	1	30	www.quickpickcrane.com	

**Editor's Note:** Surveys were completed in the summer of 2010. *American Cranes & Transport* is not responsible for errors or omissions. Information was provided by the companies listed.

\* estimate



market presently with no particular area standing out more than others," says Gary Vosper with Morrow Equipment Co.

Oregon-based Morrow is the largest tower crane owning company in North America. In 2009 the company owned 518 towers, which has now been reduced to 461. Today, nearly 65 percent of its fleet is grounded and the company is sitting at a 30 percent utilization rate.

"Commercial projects are very limited," Vosper says. "We are seeing most of our activity directed to hospitals, airports, stadiums, colleges/universities and industrial applications."

Vosper says the used crane market outside of the US has been active in terms of buying and selling, particularly in South America and Asia, but even despite slight increases in North American activity, the market remains soft.

## Projects

For what little work has been captured by companies, a few jobsites across the country are underway. One of the most interesting sites AmQuip is supplying right now is the Music City Convention Center in Nashville. CeCo Concrete Construction

**A Linden Comansa LC5211 5T the Audie Murphy VA Hospital in San Antonio**



CAPACITY	# OF TOWERS IN FLEET	ACT TOWER INDEX
1,500	518	177,932
615	106	50,635
560	108	48,055
630	79	31,640
560	109	19,665
640	33	18,553
100	60	10,850
600	35	7,966
550	19	7,582
560	40	4,785
90.8	50	3,437
48	170	3,000
35	30	878
100	9	725
20	31	398
73	6	320
30	7	221
20	7	90.8
85	1	85
	2	26

has rented out five Potain MD485 cranes and one Potain MDT412. The project covers six city blocks and is 2.1 million square feet.

"The tower cranes are in place for CeCo Concrete Construction to build the concrete structure," says Mike Dastrup with CeCo. "The concrete structure is only five stories high but it sprawls out to cover

six city blocks and includes parking on the lower levels and a heavy exhibit hall floor on the upper level."

Dastrup says the Potain tower cranes are ideal for the project because the units provide speed and capacity to support the concrete construction. "As soon as the section of the exhibit hall floor is completed under a tower crane, that tower crane will have to be dismantled to allow the structural steel erector to bring in a crawler crane operating on the exhibit hall slab to start erecting the steel roof," he says. "Makes for all kinds of hooks to build this project."

The Music City Convention Center also had its fair share of challenges, Dastrup says. With the six tower cranes covering the footprint of the building, and the hoisting demands for six concrete crews requiring additional hook time, there were additional mobile rough terrain cranes on site, as well. "This creates a challenge coordinating the work areas of each crane," Dastrup says. "CeCo's general superintendent was overhead talking to the newly hired operator for tower crane 6, 'Pay close attention to the cranes next to you.'"

The project is slated to be finished in early 2013.

Linden Comansa America made news earlier this year when it opened a local dealership in the Houston area. Heede Lonestar serves the Houston, Dallas, Fort Worth, San Antonio, Austin markets, as well as Louisiana and Mississippi. Heede recently began work on two jobs in Texas: the Cook Children's Hospital in Fort

Worth and the Audie Murphy VA Hospital in San Antonio.

For the Cook Children's Hospital project, a Linden Comansa 21LC290 18T tower crane was chosen. "Jason Kenna, the general manager for Heede Lonestar had to deal with the issue of a helicopter pad very close to the crane," says Edward Sidenstricker, sales and marketing director for Linden Comansa America. "Linden Comansa tower cranes were the first to develop the flat top modular design and therefore eliminate any risk of a helicopter running into the pendent lines that are on many other manufacturers' machines."

For the Audie Murphy VA Hospital, a Linden Comansa LC5211 5T was chosen over a crawler crane because of its horizontal travel and line speed capabilities. "The crane did 'infill' work and set steel throughout the project," Sidenstricker says. "The 21LC400 18T was used on the project also because of its ease of use and exceptional load chart."

Another project in the works is JCrane Inc.'s 6-month-long residential housing build at the Virginia Commonwealth University in Richmond, VA. The six-story project will have four levels of student housing that will hold 540 beds and two levels of parking. Ohio-based JCrane says the market isn't what it used to be, but they do value the work they have.

"The market for tower cranes seems a little soft at present," says Evan Robbins, tower crane manager for JCrane, Inc. "[But] considering the state of the economy, we are happy with our utilization." ■

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How and what kind of service do crane OEMs provide for customers? **Lindsey Anderson** reports on new initiatives from some of the industry's biggest companies

**Manitowoc Crane's Jeffersonville, IN distribution center has extended hours for orders that last until 10 p.m., allowing shipments to be delivered the next day**

# Help when it's needed

Product support is more than just after-market care. It happens before equipment arrives, when it arrives and when it's out on the job. Manitowoc's Crane Care program – its customer services division – was improved in 2009 with the addition of its Jeffersonville, IN parts distribution center. This year, the company is adding a new extension to its EnCORE program, the EnCORE Partners program.

The new Partners program will provide interested dealers with tools and experience to become aftermarket service providers, whether refurbishing or remanufacturing a crane. Manitowoc's Crane Care program, meanwhile, is geared toward providing complete support services for Manitowoc cranes. Crane Care includes an on-hand inventory of replacement parts in

distribution centers around the globe and trained technicians to help with installation. Distributors around the world are backed by 24-hour Crane Care contact centers.

"The idea is to do remanufacturing at the dealer [locations] and we will provide them with remanufactured components," says Bob Hund, executive vice president of Manitowoc's Crane Care. "What we're doing is working closely with certain dealers that meet certain qualifications and that have an interest in getting into the [remanufacturing] business."

EnCORE Partners are dealers who will then make necessary investments in facilities, people, training and equipment to be called upon to perform various rebuild and structural repair functions that have been previously performed at a Manitowoc-owned EnCORE facility.

"We become more of a component remanufacturer but the total machine is done out at the dealer's site," Hund says. "We've just rolled this out and are just announcing it. We have had interest from four dealers so far, and we have two pilot dealers."

The two pilot dealers are H&E Equipment Services in the United States and Trasca, a Cat dealer, in Mexico. Hund says Cat dealers are interested because the company has long completed certified rebuilds for Cat for decades. "It puts us in the mode where a Cat dealer would receive the components and then they do the remanufacturing at their facility."

But not all dealers will be interested or qualified for Manitowoc's EnCORE Partners program.

"It takes an advanced shop," Hund says. "You have to have more advanced training of your welders – and we'll provide that for dealers who sign up for the program."

Manitowoc plans to unveil more information as it becomes available.

## Network

Kobleco Cranes North America has its own diagnostic simulator in house that it built in January 2010 as a supplement to its onsite training program.

"We ship the simulator to our dealer's location and train our dealers and end users," says Jack Fendrick, vice president of Kobelco Cranes North America.

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**Link-Belt's trucks are sent out for repair work in the field**



The “bring-the-training-to-you” concept is something the company prides itself on. “Kobelco has always provided service personnel to assist with delivery, erection and training,” Fendrick says. “If a customer took the time to research and invest in our product, then it is our responsibility to take the time and invest in his education and ultimate satisfaction.”

Kobelco therefore puts a large focus on training. “We have an excellent dealer network and we utilize their skills across the country to make sure our end users are productive,” Fendrick says. “The best way we can assist them is to train their personnel and the end users’ personnel.”

Kobelco will provide end users with training at its headquarters in Houston as well as regional schools, where the company takes it simulator school on the road and trains dealers and end users at a specified location. Kobelco also features training videos on its website, where educational tools and videos are available at the click of a mouse.

## Customer support

Frank Snapp, manager of technical product support for Link-Belt Construction Equipment Co., says Link-Belt is “always tweaking and improving” its product support program. While

the “basics” of the program remain unchanged, the company is always thinking how they can make the program better.

“Simply put, we feel that we have the best distribution network in the industry supporting our customers,” Snapp says. “Standing behind those distributors are highly qualified, regionally located Link-Belt service representatives.

“We also have a corps of technical support specialists at our headquarters that actually answer the phone. As technology has progressed, we have required our distributors to provide their personnel with the necessary tools to keep up, such as laptop computers. But, the basic program of having the right people with the right tools and information at the right place has not changed – and it won’t.”

Manitowoc Crane’s Jeffersonville, IN distribution center has extended hours for orders that last until 10 p.m., allowing shipments to be delivered the next day. Hund says because of this, parts are shipped faster and reach areas of the world quicker.

“With its location being in the breadbasket of the shipping area – [with] UPS, FedEx – it’s paid off for us that we can greatly improve our shipping time of

**A Link-Belt factory district service representative and technical support specialist delivers a Link-Belt 348 HYLAB in Naknek, AK**



parts around the world,” Hund says. “We have some new agreements with some of the shippers that we can take about 30 percent off delivery time – even for parts that come from Europe to the US.

“[Jeffersonville] is providing benefits not just for the parts that are provided but because of the relationships that we’ve developed with the shipping companies. We can get parts to the west coast faster than ever before. And our availability has improved.”

But parts and repair services will tank if customer service isn’t top notch. “In an industry where safety and cost are paramount, quality customer support is critical,” says Link-Belt’s Snapp.

Link-Belt offers its customers a comprehensive support program both in the field and online. The program, created 10 years ago, touches on many aspects of owning a crane. “Most importantly, though,” Snapp says, “it helps keep customer cranes running and earning money.”

Link-Belt Preferred starts with factory trained distributor and support personnel who are trained at Link-Belt’s factories in every aspect of servicing Link-Belt products. “[They are trained] by some of the best trainers in the industry,” Snapp says. “Experienced Link-Belt technicians then stand behind the distributor personnel with expert field welding, boom inspection and 92 percent parts availability, 24 hours a day, seven days a week.”

Snapp says Link-Belt Preferred also gives crane owners access to online specs,



**Manitowoc says it will continue to develop new suppliers for components and remanufacturing. “We do remanufacture boom truck bearings, which is a rare thing for a manufacturer to do,” says Bob Hund, vice president of Manitowoc Crane Care. “We’re proud of that and we will continue to do other components with time – including hydraulics amongst other things – to provide lots of [remanufacturing] options to our EnCORE Partners and customers.”**





operator manuals, service manuals and parts manuals no matter the age of their crane. "All manuals are the latest, most current information available and are continually updated," he says. "It also puts the owner into exactly the same system

that Link-Belt distributors use so both owner and distributor are literally on the same page."

### SLEPs

Two to three years ago, service life extension projects, where customers would get old cranes refurbished like new versus buying new or used, was quite the hot topic.

"Generally, we see refurbishments much more during up markets due to limited availability of new cranes rather than down markets," Snapp says.

Hund, with Manitowoc, says he typically sees an "attractiveness to refurbish really old cranes," he says, referencing the old beasts as nothing more than "carcasses."

"[SLEP] is less attractive than it was a few years ago simply because used equipment prices have dropped," he says. "You can buy a used machines – the economics are not what they used to be."

However, Hund says, for customers who really want to squeeze the last drops out of their machines, Manitowoc will assist with refurbishment. "We've been doing that type of work for the military for a long time – they call it 'Military Resets,'"

Hund says. "They bring the crane in and we do a service life extension on it. We have also done this for accounts outside of the military, but for smaller operations, we haven't seen a lot of activity in that [area]."

Washington-based WHECO Corp. specializes in restoring accident damaged cranes, remanufacturing and SLEPs. Over the course of the past two to three years, WHECO's SLEP business has been boosted due to customers needing their equipment updated and repaired.

In early 2010, WHECO carried out SLEPs on eight rough terrain cranes for one customer. The company said it made more sense to update the existing fleet rather than attempt to sell the cranes back into the market and replace them. In an interview with sister publication *International Cranes and Specialized Transport*, Jay Shiffer, vice president of business development at WHECO, says the price of new cranes is also a factor.

"Crawler cranes have always had a long service life – you refurbish them and put them back into action," Shiffer says. "But now people need more service life out of hydraulic cranes. A company cannot

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**WHECO continues to restore accident-damaged cranes and provide service life extension projects**

“In an industry where safety and cost are paramount, quality customer support is critical.”

**Frank Snapp, manager of technical product support for Link-Belt Construction Equipment Co., says in regard to the company's customer support training**

spend \$2.5 million on an all terrain and then dispose of it after seven or eight years. Right now there is not an after market for that and you need to generate revenues. We have done a lot of work on ATs in the last couple of years.”

WHECO specializes in the repair of large capacity cranes. “For us \$500,000 to \$700,000 dollar turnkey projects are a lot fewer and further between now. But we are doing service life projects and some Tier III projects, including some re-power projects.”

While the economy has been a negative factor for many companies, WHECO, on the other hand, has found niches in the market. In 2010 the company opened its sixth location in Houston to meet growing demand for the company's services in the south and in the region rich with cranes due to the oil industry.

The 3.5 acre, 38,600-square-foot facility accommodates WHECO's full turnkey crane repair and restoration capabilities. The new facility will house a full fabrication and hydraulic service center as well as a full-service machine shop and multiple service bays.

## Helping hands

Even though the economy has slaughtered crane sales for the most part, manufacturers say their practices for delivery and commissioning of new cranes remains the same. “If we sell direct, we always do the first erection and commissioning,” says Hund. “If we sell through a dealer, the first one or two of a brand new model that the dealer gets, we will go there and work with the dealer on the first erection and commissioning to make sure the dealer can go ahead and do

the first erection and commissioning for his customers on any new product.”

Link-Belt, too, takes pride in supplying personnel for new crane delivery, from both the distributor and the factory, Snapp says. “If the machine type is new to a customer or if it's a large capacity crane,

[we supply personnel] and also hours of service and operator training.”

Assisting customers is also at the top of Kobelco's list; the company has always – down economy or not – provided service personnel to assist with delivery, erection and training, Fendrick says. ■



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# SPECIALIZED

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# Innovative



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The innovation just doesn't stop. When it comes to lifting and replacing machines and other equipment and objects located in tight spaces, gantry systems, strand jacks and other alternative lifting equipment are often the solution. For some projects, specialized lifting machines and equipment are the only answer.

For several months, we have been working on compiling a list of companies that do business in the specialized lifting realm. We sent surveys to more than 200 companies that we know have this equipment in their fleets. However, as always, companies are often reluctant to reveal information about their companies and their business. But we are very pleased with the list we've compiled, and

we feel sure the list will grow once more companies realize they should be included.

In analyzing our list, we've discovered that most of the companies on the list also have conventional cranes in their fleets. More than half of the companies on the



PHOTO COURTESY OF EMMERT INTERNATIONAL

RANK	NAME OF COMPANY	LOCATION	# OF DEPOTS	SCOPE OF OPERATION	# OF EMPLOYEES	SENIOR CONTACT
1	<b>Barnhart Crane &amp; Rigging</b>	USA	20	National	800	Alan Barnhart, CEO
2	<b>Fagioli USA</b>	USA	2	Worldwide	46	Edoardo Ascione, president
3	<b>Mammoet USA</b>	USA	26	Worldwide	26	Hans van Breukelen, exec. VP sales
4	<b>Bigge Crane &amp; Rigging</b>	USA	14	Worldwide	600	Weston Settlemier, president and CEO
5	<b>Emmert International</b>	USA	3	Worldwide	110	Terry W. Emmert, president
6	<b>Burkhalter</b>	USA	6	Worldwide	110	Delynn Burkhalter, president
7	<b>Lampson International</b>	USA	10	Worldwide	275	Kate Lampson, director of PR/marketing
8	<b>George Young Group</b>	USA	4	National	102	George S. Young, president
9	<b>Rigging Gear Sales</b>	USA	1	Worldwide	16	Ben Forster, general manager
10	<b>Dozier Crane &amp; Machinery</b>	USA	3	Worldwide	60	Dozier H. Cook, CEO
11	<b>Crane Rental Corporation</b>	USA	2	Worldwide	75	Alan Ashlock, president
12	<b>Process Group Inc.</b>	Canada	4	National	300	Cliff Snyder, president
13	<b>Southwestern Industrial Contractors and Riggers</b>	USA	1	Worldwide	46	Bill C. Fiske, president
14	<b>Wolfe House Movers LLC</b>	USA	3	National		Mark Buckingham, management member
15	<b>TNT Crane &amp; Rigging</b>	USA	7	Regional	260	Mike Appling, president and CEO
16	<b>Deep South Crane &amp; Rigging</b>	USA	4	National	400	Mitch Landry, president
17	<b>CSE Inc.</b>	USA	3	National	250	Lisa Moon Stinnette
18	<b>Selinsky Force</b>	USA	1	Regional	150	John M. Selinsky, president and CEO
19	<b>Transportes Telleria</b>	Mexico	1	National	90	Daniela Soto Ortega, marketing
20	<b>Southwest Industrial Rigging</b>	USA		Worldwide	110	Andrea Williams, marketing director
21	<b>Holland Moving &amp; Rigging</b>	USA	1	Worldwide	8	Chris Holland, president
22	<b>Caribbean Heavy Lift &amp; Transport Aruba</b>	Aruba	1	Regional	50	Marco J van Daal, managing director
23	<b>Riggers Group</b>	Mexico	3	Worldwide	36	Carlos A. Torres, CEO
24	<b>Turner Bros.</b>	USA	7	National	500	David Ramm, CEO

**Editor's Note:** American Cranes & Transport is not responsible for errors or omissions. Information was provided by the companies listed.



# LIFTING 50 strategies

list offer services only in the spectrum of specialized lifting and rigging.

As we endeavored to compile this list, we asked several industry leaders to help us create the SPECIALIZED LIFTING 50 survey. We lumped a lot of equipment in a few categories, and next year we will likely be a bit more specific.

A few statistics regarding our list:

- The top 20 firms employ **3,904** people.
- Eleven firms on the list also have conventional crane rental fleets.
- The SPECIALIZED LIFTING 50 own **198** hydraulic gantries
- The SPECIALIZED LIFTING 50 own **690** strand jack units
- The entire ACT SPECIALIZED LIFTING 50 has a capacity of lifting **723,312** tons.

PHOTO COURTESY OF FAGIOLI



WEBSITE	# OF RUBBER TIRED GANTRIES	# OF HYDRAULIC GANTRIES	# OF OTHER LIFTING UNITS*	# OF STRAND JACK UNITS	MAKE AND MODEL OF LARGEST LIFTING UNIT	CAPACITY OF LARGEST LIFTING UNIT (US TONS)	SPECIALIZED LIFTING INDEX (US TONS)
www.barnhartcrane.com	0	44	688	18	Barnhart Modular Lift Tower	5,000	238,800
www.fagioli.com	0	16	72	514	Fagioli elevator system	8,000	177,396
www.mammoet.com	2	14	21	74	Mammoet JS-500	2,000	108,740
www.bigge.com	0	27	178	60	Modern Hydraulics	6,800	62,809
www.emmertintl.com	1	4	135	4	J&R Engineering Lift & Lock	700	19,050
www.burkhalter.net	0	6	58	14	Hydrospec BSET	2,204	14,136
www.lampsoncrane.com	0	4	8	0		1,200	13,500
www.gyco.cu	0	25	203	0	Enerpac Jacking System	2,000	13,477
www.rgsinc.net	0	29	32	0	Lift Systems 34PT10060 WTIC	1,000	9,090
www.doziercrane.com	0	0	30	0			7,788
www.cranerental.com	0	8	19	4	J&R Engineering Lift & Lock	700	4,000
www.processgroup.ca	0	4	4	0		1000	3,626
www.southwesternindustrial.com	0	3	33	0	Lift Systems 34PT5400WS	500	3,155
www.wolfhousebuildingmovers.com	0	0	30	0	JSJS United Jack System	1,000	3,000
www.tntcrane.com	0	3	19	0	Hydrospec Gantry System	1,100	2,325
www.deepsouthcrane.com	0	2	4	0		800	2,100
www.cseonline.net	0	1	6	0	J&R Engineering Lift & Lock	900	2,000
www.selinskyforce.com	0	3	25	0	J&R Engineering Lift & Lock	500	1,815
www.transtell.com.mx	0	2	10	2	Lift Systems 44PT8200	800	1,600
www.swirusa.com	0	4	3	0	Lift Systems 850	850	1,262
www.hmrssupplies.com	0	0	20	0	Holland Power Dolly	40	800
www.atcoaruba.com	0	0	10	0			800
www.riggers.mx	0	2	7	0	Lift Systems Gantry	400	744
www.turnerbros.com	0	1	10	0	J&R Engineering Lift & Lock	450	725

\* includes jack and slide systems, skates, mobile pick and cary machine, rigger trucks, etc.

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Expert rigging was imperative in the lifting and placement of a prefabricated main electrical building at an industrial site in New York. **ACT** reports

The MEB was loaded onto a Goldhofer trailer configured in a double-wide, 6-deck-6 configuration for the short haul to the installation point



# Fabulous prefab

**P**refabrication and assembly are increasingly popular in today's rigging and transportation business. Valuable time and space can often be saved when project and shipping constraints allow massive prefabrication.

Bay Crane, based in New York City, recently handled the lifting and placement of a massive prefabricated building at an industrial site in New York. The feasibility of constructing, shipping and erecting the Main Electrical Building (MEB) in one

piece was carefully studied, and detailed rigging and crane placement studies were produced to ensure that the building could be handled on the confined site without undue impact to the work of other contractors.

Since the project had direct access to the water, the final dimensions of the MEB were not constrained by normal over-the-road hauling restrictions. The unit could be fully assembled in Houston, TX prior to shipping. The MEB's final details were

impressive: 150 feet long, 30 feet wide and a weight of 369,000 pounds. Total lift weight with rigging tackle was 410,489 pounds. The rigging tackle alone weighed just under 42,000 pounds.

## 12 lift points

The MEB was delivered to the project on a 200 by 48 foot flat deck barge, and offloaded by a barge-mounted 500-ton capacity Clyde 52 revolver supplied by Weeks Marine. The rigging tackle layout was necessarily complex in order to accommodate the 12 non-symmetrical lift points on the base of the building, and the offset center of gravity.

To comply with the manufacturer's requirements, the MEB was loaded onto a Goldhofer trailer configured in a double-wide, 6-deck-6 configuration for the short haul to the installation point. This ensured the building was fully supported along its entire length, and that there was no overhang at either end of the trailer deck.

Towed by a Kenworth C500 prime mover, the MEB was brought under the hook of two of Bay Cranes' Liebherr LTM 1500 8.1 hydraulic all terrain cranes. Due to the offset center of gravity, one end of the building was 20 percent heavier than the other. For greater capacity, one LTM1500 was fitted with 92 feet of luffing fly jib, while the lighter end was lifted by main boom only for greater maneuverability.

The MEB was lifted using Bay Cranes' Liebherr LTM 1500 8.1 hydraulic all terrain cranes. The MEB measured 150 feet long, 30 feet wide and weighed 369,000 pounds



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George Young Group  
lifted and placed  
components to thousands  
of an inch tolerances  
to rehabilitate Amtrak's  
Lamokin converters.  
**Elena Ebner** reports

# Power move

**K**nown as the "Lamokin Converters," three motor generator sets were placed in service in the 1920s. Since then, they have been part of the Pennsylvania Railroad's electrification of its mainline between Philadelphia and Wilmington, DE, which today is known as Amtrak's Northeast Corridor (NEC). Moreover, the three 16-megawatt motor-generator sets have been in continuous use to convert commercial electric power (operating at 60 Hertz alternating current), to the 25-Hertz alternating current, which powers Amtrak and commuter trains driving along the NEC.

After more than eight decades of continuous use, the frequency converters needed a major rehabilitation to ensure their future reliability. Power outages that tied up Amtrak and commuter rail services in the Northeast on various occasions in 2006 were caused by frequency converter equipment. These incidents showed that the reliable supply of electric power still is essential to the NEC, as it is one of the county's most energy-efficient examples of transportation infrastructure.

## Tedious rehab

The rehabilitation of the Lamokin Converters involved the disassembly, rebuilding and reassembly of both the generators and motors. This is where General Electric (GE) and its subcontractor, George Young Group, come into play.

George Young Group, (GYG) headquartered in Swedesboro, NJ, specializes in rigging, millwrighting and transport of items as diverse as the 2,080-pound Liberty Bell and a 7.5 million pound Goliath Crane. Founded in 1869, GYG is organized into three business units: George Young Company (GYCO), George Young Mechanical (GYM) and George Young Installations Puerto Rico (GYIPR).

George Young Group was engaged to dismantle the generators, motors and associated component parts, enabling GE to rebuild the components. GYG crews would then re-install the components with exacting precision to tolerances as small as two-thousandths of an inch. Multiple components weighed in excess of 100-tons, and a combination of overhead cranes at the site and GYG's hydraulic telescopic power tower gantries were utilized to handle the components.

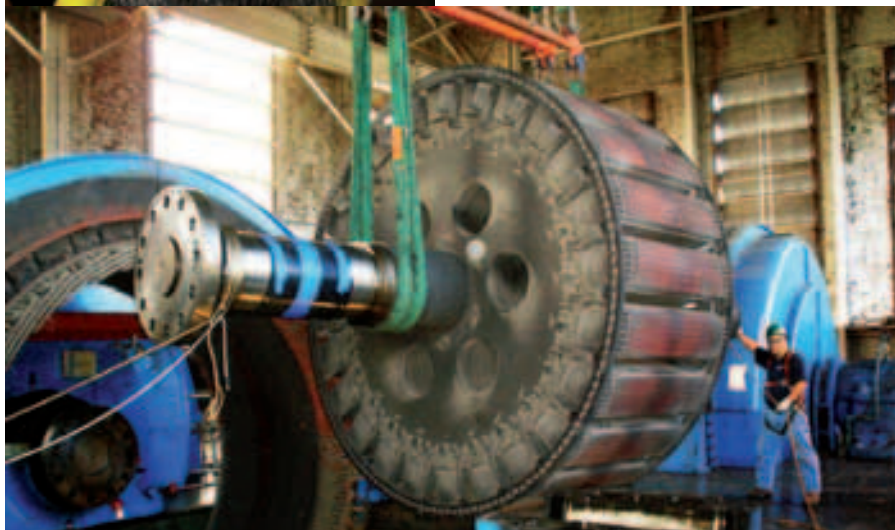
Each gantry leg has a capacity of 100 tons. They were used with chain hoists attached to them to remove bearings, bearing caps, and bearing pedestals. The overhead crane would often be holding the rotating pieces of the machinery and the power tower gantries were needed as an additional method of lifting.

A challenge for George Young crews was the highly precise alignment and leveling of all of the components during reassembly. Precision alignment reduces friction and bearing wear, lessens maintenance costs and allows improved efficiency through decreased energy use. GYG's millwright specialists combined their experience with sophisticated lasers specifically designed for aligning rotating equipment to precise measurements.

"The precision tolerances for reinstalling the equipment were down to ten-thousandths of an inch," says George Young. "It was very interesting to dismantle equipment that had been built back in the 1920s, and some of it hadn't

&gt;40

**The second of three converters successfully came on line in late September 2010, and completion of the project is scheduled for February 2011**



been refurbished since the 1940s. It was a good challenge to do both heavy lifting and precision installation at the same time."

George Young Mechanical's group faced different challenges. Attempting to identify clogged or wearing portions of the

80-year-old high and low pressure piping systems that lubricated the converters was time consuming, and might leave less than reliable systems. This is why George Young Mechanical chose another approach.

Because no piping diagrams had survived, GYM diagrammed the entire

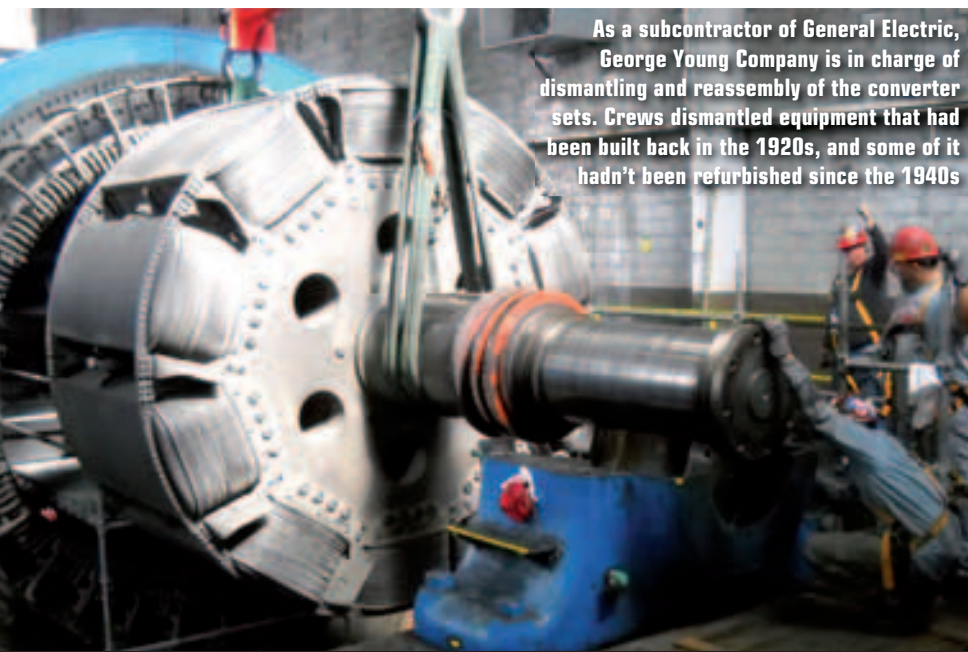
systems, fabricated new oil coolers and specified new copper and stainless steel piping and hanger assemblies. Furthermore, they fabricated and installed new piping systems and performed pipe flushes and pressure tests to promote a reliable start-up.

The second of three converters successfully came on line in late September 2010, and completion of the project is scheduled for February 2011.

### Working together

As many different companies, and also different specialists within one company, work together on that enormous project, it was absolutely necessary to communicate with each other. This is why representatives of every company come together for weekly meetings on the project. In these meetings, milestones for the next steps were defined. Furthermore, time schedules were optimized and analyzed.

After the project is completed, an increase of 35 percent in the output of the converter station is expected. Reliable power conversion for generations to come will be assured. ■



As a subcontractor of General Electric, George Young Company is in charge of dismantling and reassembly of the converter sets. Crews dismantled equipment that had been built back in the 1920s, and some of it hadn't been refurbished since the 1940s

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which will be presented  
to a company that has  
truly embraced  
going green

### Who's who at the Specialized Carriers & Rigging Association



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**Treasurer: George Young**

George Young Company

# Green & clean

One of the objectives identified by the SC&RA Board of Directors for the association's Strategic Plan 2009-12 is to "go green with increased awareness and visibility for environmental issues." To help meet this objective, we are pleased to announce a new Environmental Award, which will be presented annually to one member company that has made outstanding contributions to environmental protection.

SC&RA's involvement in environmental issues predates the current strategic plan. In spring 2008, we signed on as an affiliate of the SmartWay Transport Partnership. This public-private initiative of the US Environmental Protection Agency (EPA) supports freight shippers, carriers and logistics companies in setting and achieving ambitious goals that increase fuel efficiency and reduce emission of greenhouse gases and air pollutants.

Among the fuel-efficient technologies and strategies advocated by SmartWay for carriers are idle reduction, improved aerodynamics, improved freight logistics, automatic tire inflation systems, driver training, advanced lubricants and improved powertrains.

One of the five questions on the application form asks, "Is your company a participant in the EPA SmartWay program?" Although being a SmartWay participant is not a prerequisite for winning the award, we believe it demonstrates a commitment to environmentally-sound practices.

Numerous SC&RA member companies already have demonstrated commendable corporate citizenship by becoming SmartWay Transport Carriers. Companies that prove their performance and commitment to the program earn the right to display the SmartWay Transport Partner logo.

Ultimately, we would like to see that logo on the vehicles of all SC&RA member carriers. This is one more way for our members to earn distinction and recognition. To find out more about how SmartWay can help save fuel, money and the environment, go to [www.epa.gov/smartway](http://www.epa.gov/smartway).

In addition to ascertaining whether a company participates in SmartWay, the SC&RA Environmental Award

application form asks about specific office practices as they relate to environmental consciousness. Examples include recycling, alternative energy, programmable thermostats, carpooling and public transport incentives.

Another question requests descriptions of environmental policies and practices as they relate to company vehicles and equipment. Still another question asks for examples of company environmental policies and practices as they relate to job sites, including any hazardous materials and environmental training and certification required of employees and/or contractors.

The final question calls for a brief description of "any other extraordinary, environmental practices, programs or initiatives undertaken by your company." We believe that lessons we learn from answers to these question can be compiled in a Best Practices document that members everywhere can adopt to improve our industry's image.

Just as our members have attracted customers by demonstrating a commitment to safety, they may also be able to gain business by showing definitively they have substantial green policies and practices in place.

America increasingly is turning to alternative power sources to manage the risks associated with dependence on fuels such as oil, which could spike in price or become more heavily regulated. Whether these alternatives involve the construction of new wind, nuclear or solar installations, SC&RA member companies will be called upon to haul, lift, and set up large components. That fact alone should make us want to go Green. ■

■ To find out more about our Environmental Award, as well as other components of our extensive Awards Program, visit [www.scranet.org/awards](http://www.scranet.org/awards).

### EXECUTIVE VICE PRESIDENT



**Joel Dandrea**

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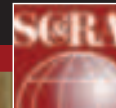
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The SC&RA Crane & Rigging Workshop was a forum of ideas, with everyone from CEOs to crane operators weighing in on a range of important topics. **Terry White** reports

**SC&RA Past Chairman Randy Goddard, Atlas Industrial Contractors, introduces a panel of some of the world's most respected, innovative crane design engineers during "The Future of Cranes" session. From left are Bruce Yanagido, manager of product development, Kobelco; Hans-Dieter Willim, general manager of design, Liebherr-Werk Ehingen; Andreas Schwer, vice president of global engineering and innovation, Manitowoc; and Oliver Fries, director of engineering operations, Terex-Demag**

**With humor and wisdom, Bruce Wilkinson explains effective strategies to develop and implement "first line" leadership and a climate of trust, respect, integrity, teamwork, communication, inclusiveness and customer service that empower employees to think and act like owners**



# Workshop recap

**T**he SC&RA Crane & Rigging Workshop, September 22-24, at the Hilton San Diego Bayfront, San Diego, CA, attracted 370 industry experts, including equipment designers, safety directors, crane operators, operations managers, sales representatives and top management. Participants came from 11 nations: the United States, Australia, Canada, Denmark, Germany, Guatemala, Italy, Luxembourg, Puerto Rico, the United Arab Emirates, and the United Kingdom.

Especially encouraging was participation by more than 50 first-time attendees, many of whom noted that they looked forward to attending next year's Workshop. That event will be September 21-23, at the Sheraton Philadelphia City Center, Philadelphia, PA.

"Just staying atop the latest developments in safety, equipment, regulations, human resources and management sometimes can seem as challenging as taking on major crane and rigging operations," said Frank Bardono, chair of the Crane & Rigging Group Governing Committee, in his welcome message. "When it comes to keeping you informed, SC&RA is well prepared to do the heavy lifting at the Crane & Rigging Workshop."

That process began even before the opening educational session during meetings of three SC&RA Crane & Rigging Group committees. Many attendees took the opportunity to watch committee members working diligently on the industry's behalf during these meetings.

The Safety Education & Training Committee meeting was noteworthy because it gave attendees a unique opportunity to watch as committee members earnestly discussed and made specific changes on the spot to two



**SC&RA President Bill Stramer, Link-Belt, presents an Apple iTouch to Nicholas Barnhart, Barnhart Crane & Rigging, who won the door prize at the First Timers Briefing. Barnhart attended with his father, Alan, who showcased the company's 2010 Rigging Job of the Year during the final educational session of the workshop**

significant projects under development – the Accident Investigation Guide and the Crane Inspection Form. Also covered were alterations being made to six existing SC&RA safety tools to make them compatible with the new federal cranes and derricks safety standard.

The Labor Committee meeting was particularly significant because it marked the first time in 10 years that representatives from each of the participating unions appeared together at an SC&RA event. Presenting reports were officials from the Unified Brotherhood of Carpenters and Joiners of America; International Association of Bridge, Structural, Ornamental and Reinforcing Iron Workers; and International Union of Operating Engineers. "It has been a long time coming," said Committee Chair Randy Goddard, who has led efforts to gain more active participation on the committee by the unions.

The Governing Committee featured

>46



**ABOVE:** The Exhibit Center provided a relaxed atmosphere for attendees to learn about products and services designed especially for their businesses. Wayne Cornelius, CraneWorks, won the Apple iPad during a drawing at the Exhibit Center



recaps of the other two committee meetings, as well as reports from the EN13000 Task Force, which concerns itself with the new European standard for crane design; the Association of Equipment Manufacturers, which discussed developments concerning data loggers; KHL, which covered crane and rigging coverage in SC&RA's official magazines; and the National Commission for the Certification of Crane Operators, which elaborated on its new and planned programs.

The 11 workshop sessions were well-attended, with lively question-and-answer segments being the order of the day. More than usual, the focus was on significant regulatory developments that will have an impact on the industry for years to come. As always, a number of speakers provided meaningful guidance on tools and techniques that can contribute to the overall safe operation of crane and rigging companies.

**A group of attendees use the Internet Cafe to find out more about an article in the September issue of *American Cranes & Transport***

Another highlight was the Exhibit Center. The three-hour event featured 66 booths, the most ever at a Crane & Rigging Workshop. Attendees also took advantage of networking opportunities during refreshment breaks, receptions and breakfasts.

**Daniel Erwin, Southern Industrial Constructors/Southern Crane, provides insights about how mobile cranes operating in interstate commerce are going to be affected by sweeping new regulations from the U.S. Department of Transportation, known as the Comprehensive Safety Analysis (CSA) 2010. He also examined steps crane companies can take to prepare for the transition**



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Number of Other Specialized Lifting Units in Fleet:	21
Number of Strand Jack Units in Fleet:	74
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# The value



Your insurance agent represents your interests.

**Brent Moody** reports

“Your agent is the face of your organization when dealing with insurance companies. Company underwriters, especially in the crane and rigging industry, want to work with knowledgeable agents.”

## THE AUTHOR



**Brent Moody** is an underwriter for NBIS Construction & Transport Insurance Services, Inc. He is a member of the casualty team with a focus on the transportation and specialized hauling industry.

**M**aybe insurance is a dirty word to you. Something you have to deal with once a year. Something you look forward to about as much as an afternoon car wreck. Right up there with heading to the DMV to have your driver's license renewed.

Insurance for the crane and rigging industry is complex. It can be expensive. But ultimately, it is a very necessary cost of doing business. Due to its complexity, the majority of your friendly neighborhood state governments, in conjunction with a multitude of insurance companies, have mandated that you as a prospective insured hire someone to represent your interests when it comes to purchasing an insurance policy.

## Why?

Think about it. Do you want to spend countless hours analyzing 15-page coverage forms? Do you have time to sift through a 90-page policy to try and figure out if property of others in your care, custody or control is covered? Consider premiums. Let's say you get a quote for \$50,000. Is that good? Terrible? Illegal? How would you know?

After all, we're not talking personal auto insurance or a term-life policy here. Insurance coverage for the crane and rigging industry is as complex as it can be costly. Construction contracts are becoming more and more obtuse with legal jargon. The insurance requirements

have grown stricter. The Department of Transportation and countless other state agencies are constantly instituting new filing requirements.

Without a knowledgeable liaison, you'd be left to navigate this maze of words and procedures on your own and if we can be honest, you've got better things to do.

When you choose to do business with a particular vendor, consider the factors you take into account before making that decision. There are hopefully a few basic pieces of information you gather before moving forward. For instance:

- How long has (fill in the blank) been in their particular industry?
- Has (fill in the blank) successfully worked with others in my own industry?
- Does (fill in the blank) truly understand what I do as well as the needs of my company?

In other words, is the potential vendor the absolute best at what he or she does? You wouldn't choose to purchase a sling from a supplier who "kinda" understands what you need for a particular job and maybe made a "sorta" similar product for another company that almost worked like it was supposed to right?

No. You go with the guy who has been manufacturing a high-quality product for decades and who might even understand what you need better than you do. Countless *Fortune* 500 CEOs cite the key personnel they surround themselves with as the single biggest factor contributing to their success. Former Ford Motor Company CEO Bill Ford II once stated he wanted to be the least intelligent person in the room whenever he met with his key staff.

## Knowledge is key

That's exactly the kind of qualities and dynamic you want to see in the agency representing you and your company in the insurance marketplace. You want an agent who knows insurance better than insurance companies. You want an agent who works with other organizations like yours. You want an agent who can translate contractual language so that you understand exactly the kind of agreement you are entering into. That agent should be able to look over the insurance requirements of your biggest clients and



# of an agent

know precisely what coverages you need as well as the best places to purchase them.

Your agent is the face of your organization when dealing with insurance companies. Company underwriters, especially in the crane and rigging industry, want to work with knowledgeable agents. That guy sitting in an office 2,000 miles away from your address has no idea what kind of company you are running. It's your agent's job to "paint the picture." The better the relationship between your agent and the insurance companies he deals with, the fewer the headaches, not to mention the better the terms and pricing. This becomes even more important in the event of a large loss.

Everyone assumes that when they have an accident, their insurance company will pay for it. This is completely true as long as the accident is considered a covered loss. That is, the cause of the accident is

covered under the terms and conditions of your insurance policy.

## Comprehensive coverage

In the crane and rigging industry, your insurance program should cover everything. There shouldn't be an accident scenario where you're left liable on your own, with no course for indemnification. It's your agent's job to make sure this doesn't happen. If he or she doesn't do their job, you run the risk of facing a crippling situation should the unthinkable occur.

How about industry experience and knowledge of the rating structures and pricing models used by the companies underwriting your organization? Your agent is the sole individual standing between you and a multi-million dollar insurer. He or she needs to be up to the challenge. They should know what type of premium an organization of your size

and loss experience can expect to pay. Again, if the worst-case scenario does occur, this becomes exponentially more vital. Your agent might be working side-by-side with claims adjusters ensuring that things run as smoothly as possible. Cutting a check right off the bat isn't always the best move, but if it is, it needs to be done in a hurry. This should be a decision made after input is contributed by all the parties involved. If your agent doesn't understand the first thing about transfer of rights of recovery or action-over suits, what kind of position might you suddenly find yourself in?

Work with the best when it comes to your insurance and risk management program. Someone with experience who understands your business and the industry as a whole. Someone who worked with companies similar to your own in the past. Ultimately, how can you afford not to?



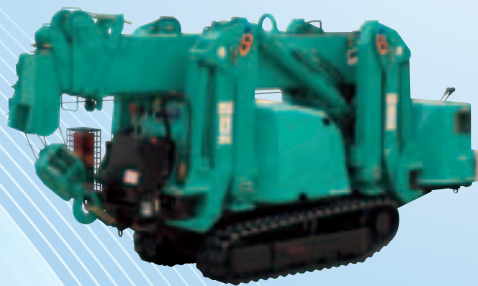
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- Capacity Moment Limiter, Fully Automatic Boom
- Diesel Engine, Remote Control



### MC285 Specifications:

Max. Capacity: 6,210 lb.

Boom Length: 28'1"

LxWxH: 9'0" x 2'6" x 4'10"

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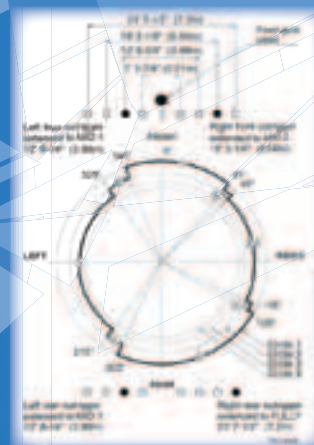
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■ **Jim Robertson**, Cattron Group International's executive director of business development, retired from the Aluminum Association's board of directors recently. The Association's chairman, **Steve Demetriou**, recognized Robertson with a plaque during the association's annual meeting.

■ **Brett Woodland** has been appointed as vice president of sales for Associated Wire Rope & Rigging. Woodland has more than 22 years of experience in the overhead lifting industry.

■ Man & Material Lift Engineering (MLE) has promoted **Jim Dawson** to director of operations. Dawson has previously worked on streamlining MLE's production operations and will be assisting the lift manufacturer in growing over the next five years.

■ Southern Industrial Constructors founder and chairman **Earl Johnson, Jr.**, and his wife, **Margery Scott "Margie" Johnson**, were honored by Mayor Charles Meeker during a ceremony at the Raleigh Convention Center. Longtime SC&RA members, the Johnsons were among 11 people and two organizations that were recognized for contributing time, effort and financial resources toward improving Raleigh.

■ SMIE has appointed **Jean-Charles Delplace** as managing director. Delplace previously worked with Dassault-Aviation in various project management positions.

■ Manitowoc Cranes has appointed **Giles Martin**, its current executive vice president for the Asia-Pacific region, as manager of all countries except China, and **John Wheeler** has been appointed as executive vice president for China.

## Bardonaro joins Terex

Frank Bardonaro has joined Terex Cranes as vice president and managing director in the Americas.

Bardonaro moved from his position as president and chief executive officer at Amquip Crane Rental Company.

"I am looking forward to it," Bardonaro told ACT. "I have been in the crane industry for 30 years and grew up around the Terex product. We have a lot of good manufacturers today, but I really feel that the opportunity at Terex is second to none. We have a complete worldwide product line that fits every class. There is a focus on service and product support to meet customers' expectations.

"We are poised to take advantage of the market turning and satisfy customer needs. I am looking forward to working with Rick Nichols [Terex Cranes president] and the others at Terex to help take some market share in the Americas."

"We are extremely pleased that Frank Bardonaro is joining Terex Cranes," said Rick Nichols, president of Terex Cranes. "Coming from the distribution and



Frank Bardonaro

operational side of our industry, Frank's considerable knowledge will be a great asset to our Terex team as we develop even stronger dealer and customer relationships supported by superior aftermarket services."

Bardonaro assumes his role as Marco Gentilini moves to the new position of vice president, cranes business integration projects. Bardonaro spent nine years at Amquip, prior to which he was operations manager at Maxim Crane Rental. ■

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## Hull to lead Manitowoc's North American crane sales



Dave Hull has been named senior vice president of sales and marketing in North America for Manitowoc Cranes. Hull will report to Larry Weyers, executive vice president of Manitowoc Cranes for the Americas region.

"Dave has worked for Manitowoc since 1995 in a number of roles, including director of trade finance, general manager for our Australian region and, most recently, as vice president of sales for mobile and lattice cranes," Weyers said. "These experiences, his customer focus and strong leadership skills position him for success in his new role."

Hull is replacing Ingo Schiller who recently was named the company's senior vice president of worldwide marketing. Hull will be responsible for leadings sales and marketing efforts for Manitowoc Cranes in North America.

David Hull



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- 1. Products, parts and accessories;
- 2. Equipment for sale or rent, new or used;
- 3. Crane and lifting services;
- 4. Transport and heavy hauling.

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### PRODUCTS, PARTS & ACCESSORIES 53

Operational aids; communication systems; components; controls; software; crane mats and outrigger pads; engines; transmissions; hydraulics; jacks; attachments; personnel baskets; rigging hardware; rollers; slings; tires; winches; wire rope; batteries; braking systems; and new, used and refurbished parts.

### EQUIPMENT FOR SALE OR RENT 60

Top sales and rental suppliers for the North American crane and specialized transport markets advertise their equipment here.

### CRANE & LIFTING SERVICES 65

Certification, financing, insurance, rigging jobs, training, and recruitment.

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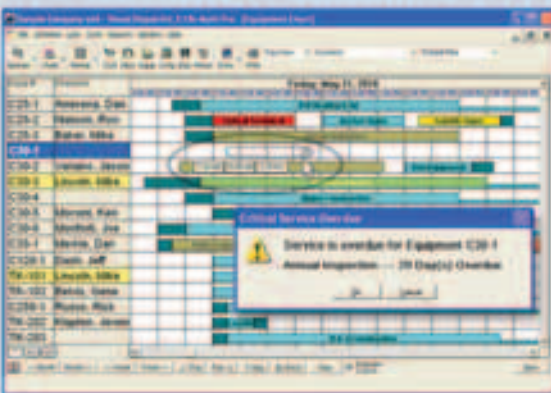


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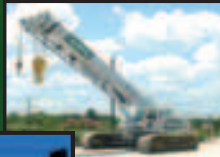
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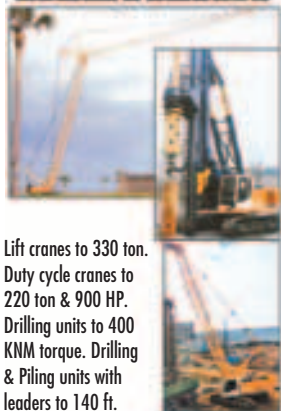
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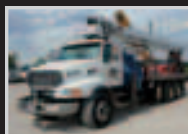


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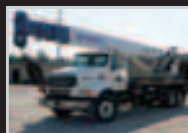


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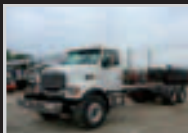


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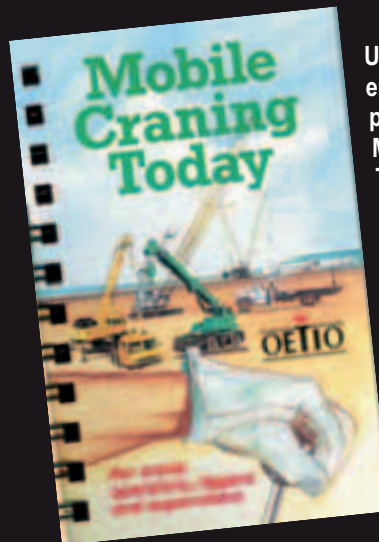
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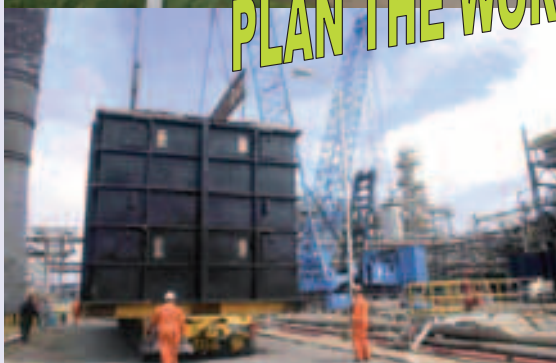
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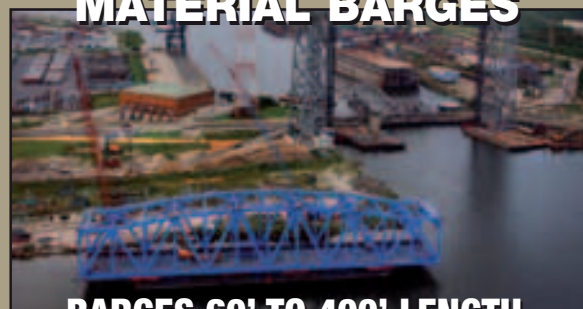
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