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ACT

The magazine for the crane, lifting and transport industry

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**Tower crane
market inches up**

**Cornucopia of new
crane launches**

**Q&A with Terex's
Guntram Jakobs**

The final mission

**Sarens moves Endeavour
through streets of Los Angeles**

Official
domestic
magazine
of the SC&RA



MARKETPLACE

PRODUCTS, PARTS
ACCESSORIES 57

EQUIPMENT FOR
SALE OR RENT 65

SAFETY, TRAINING &
INDUSTRY SERVICES 74

CAREER
OPPORTUNITIES 75

TRANSPORT &
HEAVY HAUL 75



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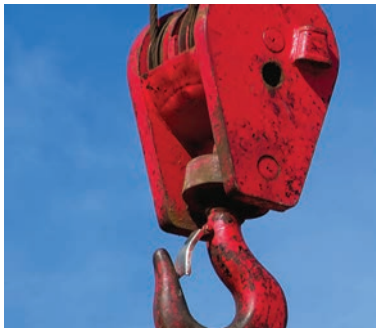
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“Without the Boom Raising System, we would have been pressed to rent another crane or wouldn’t have been able to bid on the job.”

Ron Babb — Crane Operator, Reed & Reed Construction

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➤ See it in action: www.youtube.com/manitowoccranes

Grove Manitowoc National Crane Potain



Who's who at KHL

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Speaking of cranes

One of the fun things about my job is talking to people about cranes. While I have learned a whole lot about cranes over the past seven years as editor of *ACT*, I don't have a thimble full of knowledge about these machines as compared to most of the people I talk to about cranes. There are those who like cranes, those who really like cranes and then there are those who are downright passionate about them.

Through the years of talking with crane owners, I remember one who was proud to point out to me an old, rusted crane sitting in the back corner of his yard. It was the first crane he had ever purchased and he was too sentimental to get rid of it. The crane brought back memories of the days when he started his business and how hard he worked with that one unit.

Such is the case with Guntram Jakobs, product marketing manager for Terex Cranes. He is passionate about cranes and loves to talk about them, especially the newest crane from Terex, the Superlift 3800. In our Interview on page 23, Jakobs talks about this new model and how excited he is to introduce it to the world. You can also find out the specifics of the new Superlift 3800 and Manitex Badger's latest crane launches in our Product News feature on page 37.

Also in this issue is our Regional Report: Mexico on page 27. Hal Lundgren reports that crane companies in the U.S. are gearing up to sell cranes in the Mexico market in 2013. As well, crane and transport companies in Mexico are doing well, but still very conservative when it comes to buying new equipment. The article offers some interesting insight about doing business in Mexico.

Lindsey Anderson takes a look at the tower crane market in North America in our Product Focus: Tower Cranes on page 31. The market for these machines continues to be flat, but there are some bright spots.

And finally, wishing you and your family a wonderful Thanksgiving holiday.

D. ANN SLAYTON SHIFFLER

Editor

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Crane portfolio



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Space Shuttle Endeavour completes its final mission. Sarens hauls the spacecraft through the streets of Los Angeles to a museum where it will be installed as an exhibit



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NEWS

Bardonaro lands at Maxim Crane Works; Barnhart acquires C&S Companies; Myshak gets second Terex CC2800-1; Tadano launches new models; flexible configurations for Goldhofer modules

BUSINESS NEWS

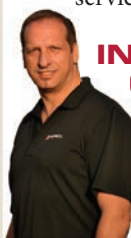
Chris Sleight asks: Is it rally time for the stock market?

SAFETY/TRAINING

OSHA's top 10 crane and rigging citations

CERTIFICATION NEWS

ANSI re-accredits NCCCO; new mechanic/service truck certification in the works



INTERVIEW: GUNTRAM JAKOBS

D. Ann Shiffler speaks with Terex Cranes' Guntram Jakobs about the new Superlift 38000 and all things cranes

REGIONAL REPORT: MEXICO

Hal Lundgren reports on the market south of the border



PRODUCT FOCUS: TOWER CRANES

The market for tower cranes remains flat with a few bright spots in urban areas. Lindsey Anderson reports



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

PRODUCTS, PARTS ACCESSORIES

57

EQUIPMENT FOR SALE OR RENT

65



TECHNOLOGY UPDATE

Lindsey Anderson reports on fleet management software innovations

PRODUCT NEWS:

Terex introduces new Superlift 38000; Manitex Badger launches new models



SITE REPORT LIFTING

TNT Crane & Rigging places a modular MRI building at the Texas Medical Center in Houston

SITE REPORT 44 TRANSPORT

Sarens assists the Space Shuttle Endeavour on its last mission through the streets of Los Angeles



PEOPLE & EVENTS

John Lanning takes new position with Sany and other people and events news

SUBSCRIPTIONS

52

MARKETPLACE

57



SC&RA COMMENT

There is a skilled labor shortage in our industry. By Joel Dandrea

SC&RA NEWS

48

David Sturtevant provides a wrap-up of the SC&RA's 35th anniversary Crane & Rigging Workshop

SC&RA RISK MANAGEMENT

50

Bill Smith discusses the difference between a safety program and a real safety program

MARKETPLACE

SAFETY, TRAINING & INDUSTRY SERVICES

74

CAREER OPPORTUNITIES

75

TRANSPORT & HEAVY HAUL

75

■ **Mazzella Lifting Technologies**, a manufacturer and distributor of lifting and rigging gear, has opened a new branch in Virginia, MN. The Virginia facility is in a central location for serving the local Taconite Mines and other general industry in the region. Mazzella is providing lifting and rigging products and inspection services. Todd Toman is manager of the new branch.

■ **Brennan Industries Inc.** introduces a mobile application that provides easy access to the Brennan product catalog and product cross-reference tool. The mobile app, optimized for iPhone and Android devices, gives users quick access to more than 30,000 Brennan products, product comparison information and the company's contact information. It is available at www.BrennanInc.com/mobile.

■ **Lift-It Manufacturing Co.**, has a new website, www.lift-it.com. The website delivers extensive product and safety information and features improved navigation. The expanded site is designed to provide instant, easy access to the complete line of slings, rigging hardware, load securement, nets, dynamometers, blocks, plate clamps, cordage, fall prevention equipment, hoists, material handling and RFID technology for sling inspection.

■ **North American Crane Bureau** is opening a new, 6,200-square foot training facility in Lake Mary, FL. The new facility, which is scheduled to open in the first quarter of 2013, will allow for hands-on training in many disciplines, regardless of weather conditions. There will be a dedicated space for state-of-the-art simulation and interactive learning.

Bigge supplies crawlers to 49ers football stadium

Construction on the new NFL San Francisco 49er stadium is progressing with four Liebherr LR 1300 crawlers doing much of the structural steel lift work on the new Santa Clara stadium. This stadium, a joint venture project of Turner Construction and Devcon Construction, was designed to rank among the best outdoor sports and entertainment venues worldwide, according to a press release.

The stadium is set for completion in time for opening day of the 2014 NFL football season.

For erecting the steel structure, the four LR 1300s were provided by San Leandro, CA-based Bigge Crane and Rigging Co.

The cranes are rigged with a main boom of 154 feet and a luffing jib of 164 feet. Altogether, they are erecting some 14,000 pieces of steel with a total weight of more than 35,000 tons. The LR 1300 is able to hoist 30,000 pounds of steel beams at a radius of up to 205 feet.



Four Liebherr crawlers work at the San Francisco 49ers stadium

The cranes are working in a two-shift operation in order to complete the framing quickly. Each of the four cranes is lifting 50 steel sections per day. They will be operating simultaneously and continuously on the jobsite for approximately five months.

"High output, full power and multifunctionality are trademark characteristics of the LR 1300 crawler crane," says Bigge's Joe Nelms. "Due to these attributes it is the

perfect crane for this job."

In the first construction phase, more than 3,000 piles were drilled; 30 miles of utilities, cables and pipes were laid underground; and approximately 10,000 cubic yards of concrete were poured by 400 workers. By mid-September, about 15 percent of the stadium was finished.

The \$1.2 billion stadium, with a total capacity of approximately 68,500 spectators, will cover 1.85 million square feet. It is designed to be a multi-purpose facility, hosting a wide range of events such as domestic and international soccer, college football, motocross, concerts and civic events. ■

ATS takes over Waylon Transport

Anderson Trucking Service (ATS) has bought out Canadian distribution firm Waylon Transport, incorporating Waylon's 22 trucks and 40 open trailers into the ATS fleet.

Waylon was founded in 1982 as an intra-provincial carrier in the Province of Alberta. Close to Edmonton International Airport and near major roadways and railroad yards, Waylon provides easy access for loading and unloading of imports and exports. The company has specialized in local and international distribution, and serves the Alberta oil field, transporting equipment and supplies.

Founded in 1955, ATS today offers flatbed, specialized, wind energy, van and international transport. It is the largest truckload carrier in Minnesota and the 39th largest for-hire carrier in North America, operating more than 2,400 tractors and 8,600 trailers.



Barnhart acquires C&S Companies

Barnhart Crane & Rigging has acquired C&S Companies of Syracuse, NY. Details of the transaction were not available.

C&S has served industrial, commercial and public sector customers throughout upstate New York since 2008 with a fleet of 15-ton to 200-ton cranes and specialized rigging equipment.

"This is an extremely positive move for both companies," said Alan Barnhart, CEO of Barnhart. "The acquisition of C&S Rigging Company gives us greater access to a very important geography: upstate New York State. With this new branch we will be able to better serve our customers in this area, particularly those in renewable and nuclear energy."

Landoll Corp. has introduced an air-operated upper deck ramp for its Traveling Tail series. The ramp allows equipment to transition from the lower to upper decks on Landoll's 900 Series Traveling Tail trailer. Landoll engineers redesigned the Traveling Tail frames to accommodate a longer ramp which had previously only been available on the 930 double-drop frame. Based in Marysville, KS, Landoll produces trailers from 5 to 60-ton capacities.

Tadano debuts two new ATs

Tadano's new 450-ton capacity all-terrain crane has arrived in North America. The six-axle ATF 400G-6 was designed for simplicity of use with market-leading technology, the company said. Features include powered luffing jib, Tadano's exclusive Lift Adjuster, the release adjuster load sway prevention, power system and a Mercedes-Benz BlueTec engine. The company says the new engine makes it the cleanest, greenest crane in its class.

The five-section boom extends from 49.2 feet to 196.8 feet under partial load. With the luffing jib, maximum tip height is approximately 400 feet.

The chassis is powered by a Tier 4 Interim eight-cylinder Mercedes-Benz OM 502 LA diesel engine with BlueTec, generating 653 horsepower. Tadano is the first crane manufacturer to use Mercedes-Benz BlueTec emissions reduction technology across its range as standard, the company said. The crane upper is powered by a six-cylinder Mercedes-Benz OM 926 LA engine, rated at 265 horsepower.

Also a first, Tadano said, is the 12x8x12 configuration with ZF-Servocom steering system. On the highway, rear-axle steering is speed-dependent. First and second axles are permanently steered while axles four and five lock in the straight ahead position when a speed of 18.6 mph is reached. Axles three and six lock at 31.1 mph.

A key feature of this crane is the strength of the boom, Tadano noted. Load chart highlights, with the maximum 304,235 pounds of counterweight, has the ability to lift 83,800 pounds out to a



Tadano's 450-ton ATF 400G-6



Tadano's ATF 180G-5

46-foot radius with the boom fully extended.

Also from Tadano is the new 200-ton capacity ATF 180G-5 all-terrain crane. The company reports that customer deliveries of the first five units started in October.

The new model fills the gap between the ATF 130G-5 and the ATF 220G-2, according to Tadano.

The new model features a 10x8x10 five-axle carrier, all-wheel steering with emergency steering pump for maximum maneuverability in all terrains, and engines with Mercedes-Benz BlueTec clean engine technology, first seen on Tadano's larger 450-ton ATF 400G-6.

The standout feature of this crane is the strength of the main boom, giving a load chart that rivals 220 to 240-ton class machines on the

market, Tadano said. With the maximum counterweight, the ATF 180G-5 can lift 34,200 pounds out to a radius of 46 feet with full boom extension.

Like the ATF 400G-6, the ATF 180G-5 is one of the cleanest mobile cranes that has ever been made, the company said. BlueTec technology reduces particle emissions by 90 percent compared to older emission standards, and the Mercedes-Benz engines already meet Tier 4i emissions requirements. Fuel consumption is also cut by approximately 5 percent.

The ATF 180G-5 is equipped with the Lift Adjuster safety system, minimizing any load sway induced by boom deflection when lifting a load off the ground. Both the Lift Adjuster and the Automatic Moment Limiter are standard.



Crane Service Inc. lifts a new GL-class Mercedes-Benz into position

Crane Service brings Mercedes to the party

Albuquerque, NM-based Crane Service was charged with introducing the new GL-class Mercedes-Benz sports utility vehicle to the world press this fall. Crane Service was called on to place one of the high-end vehicles in the courtyard of the Four Seasons Rancho Encantado Resort in Santa Fe, New Mexico.

Two main challenges presented themselves with the lift – ensuring no damage to the vehicle, and working in a confined space. The lack of space meant working at a high radius to clear the building.

Crane Service used its Terex AC 100/4L for the lift. The crane's long boom was fully extended to 193 feet to place the 2.6 ton SUV at a radius of 118 feet into the resort's courtyard.



The Bronson team with one of the new Potain models

Bronson upgrades to all-Potain fleet

Utah-based Bronson Crane has added three Igo T 85 As and an Igo T 70 to its fleet of 12 self erecting cranes as part of plans to replace every self-erecting crane in the fleet with Potain.

Earl Bronson, founder of the company, said he chose his latest four Igo cranes because of their dynamic hook heights, ease of roadability and extraordinary lifting

capacities.

"We have rented, sold and serviced self-erecting cranes in our area for more than decade," he said. "We have been in the 21 to 42-meter range, but never had the opportunity for the reach, hook heights or capacities these Igo cranes are offering us."

Bronson plans to rent the Igo cranes to companies in a

range of industries, including contractors in masonry, steel erection, framing, concrete and general construction.

With the addition of the four Potains it recently purchased, the Bronson fleet now offers two HD 40s, four Igo 50s, three T 85 As, one T 70 and one Igo 42. Five additional self-erecting cranes are planned to join the Bronson line-up in the near future. ■

MJR buys new Manitowoc for reservoir project

Canada-based MJR Contractors has added a Manitowoc 12000-1 crawler crane to its fleet. The contractor acquired the crane to assist with work it is carrying out on the Tullamore Pumping Station and Reservoir in Caledon, Ontario.

"The job at Tullamore is fairly large and we needed a crane that could crawl between the pumping station and reservoir to make big lifts," said Romeo Duarte, vice president of MJR.

MJR bought the Manitowoc 12000-1 to complement the work being performed at the Tullamore jobsite by its Manitowoc 8500. There, the cranes are setting forms and

pouring concrete, placing large pipes in the ground and assembling concrete forms.

MJR also plans to rent the cranes to a structural steel contractor that will be working at the reservoir and pumping station.

MJR bought both of its Manitowoc cranes from Canadian distributor Strongco.

The \$42.63 million Tullamore Pumping Station and Reservoir project is due for completion before the end of 2013. ■



MJR has added a new Manitowoc Model 12000-1 crawler to work at the Tullamore Pumping Station in Caledon, Ontario

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OSHA responds to certification controversy

The Occupational Safety & Health Administration (OSHA) has posted a letter of interpretation on its website, clarifying whether or not a practical test is required for recertification of crane operators. The letter from James Maddux, OSHA's director of the directorate of construction, was in response to a question posed by James Callahan, general president of the International Union of Operating Engineers.

Maddux wrote: "While the Agency contemplated that recertification could be less rigorous than the initial certification process, at a minimum, there must be some valid assessment of the operator's performance during the time following the

previous certification, such as completing the requisite number of hours without any incident that would call into question the operator's skills in the specified areas... OSHA recommends that any determinations based on demonstrated experience should factor in how recent the operating experience is and count only time spent operating a crane and not time accrued while performing other crane-related activities. Ultimately, however, when a nationally recognized accrediting agency determines that a requisite number of equipment-operation hours are sufficient for verifying an individual's operating skills, no practical exam would be needed for recertification

purposes."

Maddux said in addition to the practical exam, the recertification process must:

- Include a written exam that meets the requirements of the OSHA Cranes & Derricks in Construction standard.
- Be for the same crane type and capacity for which the operator was previously certified.
- Be for an operator who has not otherwise demonstrated during the previous certification period that he or she lacks the required knowledge or ability to operate the equipment safely.
- Satisfy all of the other applicable requirements of the cranes standard. ■



Bardonaro to Maxim

Frank Bardonaro has been appointed president, sales and business development, for Maxim Crane Works. He previously was vice president/managing director of Terex Cranes, global sales.

Bardonaro started his career with Carlisle Equipment, which later became a part of Maxim. He also served as CEO of AmQuip Crane Rental.

"I am very excited to work with Art Innamorato and the Maxim organization," he said. "Art is a strong leader and has put Maxim in a position of strength in the North American."

Maxim is owned by Platinum Equity, a private equity company with a focus on industrial holdings. ■

Alternative solutions with Goldhofer THP/CA

About six years ago Goldhofer introduced the first modular trailer system type THP/DL for dual lane transportation on public roads in North America. The THP/DL was based on 6-foot wide tandem axles with a 14-foot spacing between the axle groups and based on a basic width of 16, 18 and 20 feet, which adheres to road regulations in most U.S. states.

More recently, in partnership with long-time customer Barnhart Crane & Rigging, Goldhofer developed a new style of dual lane modular trailer type, THP/CA with a 9-foot axle spacing suitable for operation on the West Coast. These new modules are available from 2 up to 6-axle lines and are equipped with 7-foot-wide axles based on 18 and 20-foot width.

"The main focus during this

development was to optimize the technical features like steering angle, hydraulic suspension stroke, dead weight but also to make sure that this new type of equipment is user-friendly for daily efficient operation," said the company.

As an alternative Goldhofer offers a THP/CA solution with 6-foot wide axle too, which makes it possible to get an even wider range of basic width from 16 to 20 feet.

"This is increasing the flexibility of this system a lot, especially for customers on the West Coast, Gulf area or Midwest," the company said.

However, the real revolution is the fact that it is possible to change the width of the entire combination without unloading the cargo, which is unique in the industry. This will help the owner to adapt the equipment under load to

the various road and bridge regulations of the different states and save time and money, especially for long distance hauls.

The THP/CA can be adjusted to the load by using different axle configurations and pulled by a drawbar or a gooseneck. As well, customers can use the existing accessories from their off-road modules type THP/SL, like drop-decks, goosenecks and power packs. ■



Three Terex units assist with Donald Bridge build

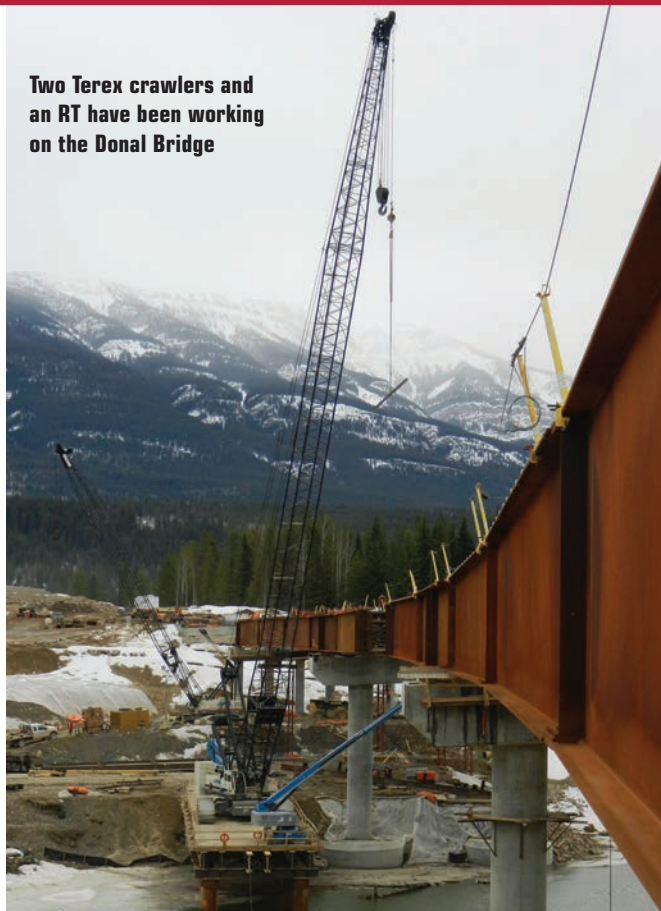
Using three Terex cranes, Flatiron's Canadian division has completed a 12-month project to build the 984-foot long Donald Bridge, using three Terex cranes.

The contractor, working on the CAD\$40 million Trans-Canada expansion,

met several challenges when building the bridge crossing the Columbia River at Donald. Steep slopes, a small workspace and limited access led to the contractor bringing in three Terex cranes to assist with construction.

A Terex RT 780 rough terrain crane, HC 110 hydraulic crawler crane and a 230-ton capacity HC 230 crawler crane were on site for 12 months. The majority of the heavy lifting went to the larger crawler while the smaller RT 780 and HC 110 were used for support projects, including assisting with bridge substructure building, pier work and coffer dam construction.

The Trans-Canada Highway expansion in south eastern



Two Terex crawlers and an RT have been working on the Donald Bridge

British Columbia involves the upgrade of a 3.5 km stretch of Highway 1 south of Donald from a two-lane configuration into a modern four-lane

highway. In addition to the Donald Bridge, the project also includes the construction of a second bridge over the Canadian Pacific Railroad. ■

HIGHLIGHT

■ West Chester Permit celebrates its 12th year in business and the development of its Loadx permit ordering program. The company says that since 2007, it has experienced an average annual growth rate exceeding 50 percent. "We attribute our sustained growth to a professional and energetic staff, cutting edge technology, and a clear focus on customer service," the company said. "Like most aspects of the trucking industry, permitting is a fast paced, high pressure environment, where time is money." The company's head office is in Cincinnati, OH and has offices in Schuylerville, NY and Austin, TX. The company is looking to open a new office in the southeastern U.S.

Talbert commemorates anniversary with new trailer

Talbert will commemorate its milestone 75th year in business in 2013. To celebrate, the company is offering a distinctive anniversary package on select 2013 models. Greg Smith, vice president, said the anniversary option is an important event.

"Not many trailer companies have been in business for 75 years, and fewer yet can say they have had customers with them for the majority of those years," he said. "This 75th anniversary commemorative trailer has significant meaning for our company and the entire Talbert team. We want to share this celebration with our dealers and customers

who have spent so many years as our partners, as well as those new to Talbert."

A limited number of the anniversary edition trailers are available on Talbert's 55-ton series trailers.

The basic anniversary package includes cosmetic detailing throughout the length of the trailer, topped off with Talbert 75th anniversary decals. Featured on both sides of the trailer, the decals appear on bright stainless steel in the gooseneck insets. There

are special stainless steel insets in the rear of the trailer as well as stainless steel mud flap brackets with throwback script lettering of "Talbert" cutout.

Customers can request a "Made Especially For..." custom placard decal affixed to the gooseneck. ■

Talbert Manufacturing is celebrating its 75th anniversary with the introduction of a trailer package



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The Group

There have been several warnings of sluggish medium-term economic growth in the last few months, but share prices continue to rally gently.

Chris Sleight
reports

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

Rally time?

Share prices in the heavy equipment sector showed improvement as the third quarter ended. A few days of useful rallies in September helped the Index back to a level around 160 points.

However, our graph probably paints a rosier picture than is appropriate. It is true that the ACT HEI is now up about 25 percent on its position a year ago – a similar performance to the Dow, but about five percentage points off the NASDAQ and S&P 500. However, regular readers will appreciate that this is starting from a low point, which came after steep falls throughout the third quarter of 2011.

Taking a longer view back say two years, the ACT HEI finished the third quarter of 2012 within a few percentage points of where it was at the end of Q3 2010 – almost no growth. In contrast, the Dow is up more than 25 percent over the same period, while the S&P 500 is up 28 percent and the NASDAQ 33 percent.

Looking at things over this

longer timescale illustrates how lackluster the sector has been over the last two years, particularly since mid-2011.

The reasons for this are well discussed – the Euro Zone debt crisis, a sluggish domestic recovery and the slowdown in the Chinese economy, accompanied by a punishing recession in its construction equipment sector.

There is a sense that these issues might be longer-term than had previously been hoped. For example, Caterpillar made an announcement in September lowering its profit outlook for 2015. It is now expecting to earn \$12 to \$18 per share instead of the previous guidance of \$15 to \$20, pointing to geopolitical and economic factors. “Just as we have done in the past, Caterpillar is ready to act if we enter a recession. We don't think it's likely, but if it happens, we are prepared to react and would expect to remain attractively profitable and to maintain our dividend,” said Caterpillar Chairman and

CEO Doug Oberhelman.

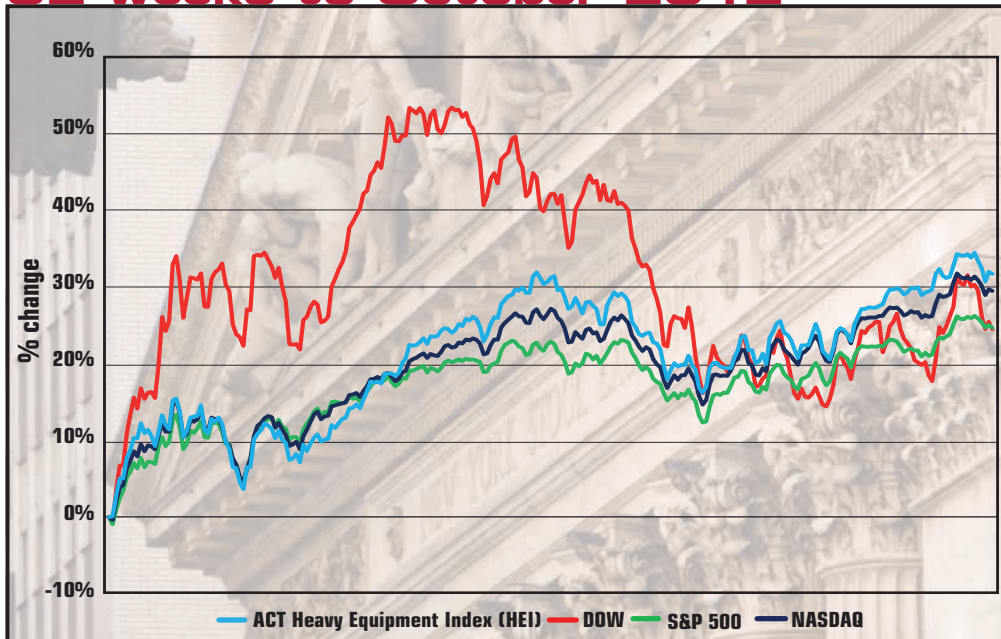
The Asian Development Bank is now talking about a “new era of moderate growth” for developing Asia, as opposed to steeper climbs in GDP seen previously.

Although these types of announcements would normally deflate the heavy equipment sector, the third quarter finished with something of a rally. From a low around 145 points earlier in the quarter, the ACT HEI moved up to around 160 points by late September, with several impressive one-day gains.

One possible reason for this is that the sector has become over-sold, and certainly the downturn seen in mid-2012 was sharper than might have been warranted, given that the worries at the time – an imminent collapse of the Euro Zone – have not come to pass.

Share prices in the sector may be set to enjoy the traditional fourth quarter seasonal rally, although the results season starting at the end of October will set the scene.

52 weeks to October 2012



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



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What are the top 10 areas of citation that OSHA has issued to crane and rigging companies under the new crane standard?

The top 10

At the SC&RA Crane & Rigging Workshop in September, Jim Maddux, director of the Directorate of Construction for the Occupational Health and Safety Administration (OSHA), delivered the opening address. His remarks focused primarily on the controversy surrounding the interpretations of items within Subpart CC: Cranes and Derricks in Construction. He also presented the "Top 10 Areas of Citation" that OSHA has issued to crane and rigging companies under the new crane standard:

- 1 **1926.1428(a)**
Signal person not qualified
- 2 **1926.1425 (c)(3)**
Materials not rigged by a qualified rigger
- 3 **1926.1428 (a)(3)**
No documentation for the signal person
- 4 **1926.1412(f)(1)**
No annual inspections performed by a qualified person
- 5 **1926.1408(a)(2)**
No determination for working radius

closer than 20 feet to a power line

- 6 **1926.1417(c)(1)**
Operators manual, load charts, hazard warnings, etc. not in the cab during inspection
- 7 **1926.1412(d)(1)**
A determination of safety was not made by a competent person after a deficiency was noted during a visual inspection
- 8 **1926.1412(3)(i)**
Monthly crane inspection results, missing or signed documentation not maintained
- 9 **1926.1412(f)(2)**
Inspections not performed annually by a qualified person or as specified
- 10 **1926.1411(f)(a)(xvii)**
Missing labels supplied by the manufacturer

With increased and more aggressive inspections during the Obama Administration, industry members may want to pay special attention to these citations.

This is particularly important now that more customers are checking the commercially available databases recording company safety records and citations such as browz, isnetworld, and many others. These databases may record an OSHA citation, no matter how minor, with no explanation, which can result in a company being removed from consideration for work by a prospective customer without ever knowing why.

Maddux also explained the importance of companies trying to change their safety culture. OSHA conducted interviews with workers after significant accidents and consistently found the following attitudes, which contributed to the problem:

- "It is OK not to follow procedures if we need to make up time to get back on schedule."
- "I knew the person was not trained/ didn't know what he/she was doing but I couldn't say anything."
- "We were just going to ignore procedures this once."
- "The safety procedures are so over-the-top we just don't follow them."
- "I'm a team player – I was doing it for the company, or the client, or the team."

Maddux challenged industry companies to determine their "safety culture" and work to make changes as needed.

Fall Prevention Campaign Update



OSHA's prevention campaign focuses on fall protection, training and back safety

“

More customers are checking commercially available databases recording company safety records and citations. These databases may record an OSHA citation, no matter how minor, with no explanation, which can result in a company being removed from consideration for work without ever knowing why.

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ANSI re-accredits NCCCO

NCCA accreditation also extended for another year

After a thorough review of National Commission for the Certification of Crane Operators' (NCCCO) certification programs and internal procedures, the American National Standards Institute (ANSI) has reaffirmed the accreditation of seven of NCCCO's personnel certification programs. Furthermore, the ANSI assessing team issued two commendations to NCCCO for procedural excellence. It found no nonconformities in its weeklong review. The National Commission for Certifying Agencies (NCCA) also extended its accreditations of CCO Mobile and Tower Operator programs for another year.

NCCCO earned its initial ANSI accreditation in 2007 for the CCO Mobile, Tower and Overhead Crane Operator certification programs. To maintain its accreditation to the ISO/IEC 17024 International Standard for organizations that certify personnel, however, every year NCCCO has been required to submit a comprehensive report documenting program performance and internal procedures to ANSI. Every second year an on-site audit is required. In the years since the first accreditation was awarded, the CCO Signalperson (2010), Rigger Level I (2010), Rigger Level II

(2011), and Articulating Crane Operator (2011) programs have been progressively added to NCCCO's range of personnel certification programs and each successfully accredited.

This was the first time, however, that NCCCO and its programs had been required to be reaccredited as a whole, which required ANSI's assessors to spend not only several days reviewing documentation and observing CCO practical exams in the field, but also a week of document review and onsite inspections of NCCCO's offices in Fairfax, VA, and Salt Lake City, UT. "Fulfilling all of ANSI's requirements – and getting them done right the first time – involved hundreds of manhours among all NCCCO and IAI staff over more than two months," said Shawna Parham, NCCCO Program Manager – Accreditation.

Two Commendations Awarded

ANSI also awarded NCCCO two commendations for its efforts to provide and maintain fair, valid, and effective personnel certifications.

In the first, ANSI commended NCCCO on its sophisticated proactive surveillance process that solicits formal input from certificants and employers about the value and impact of certification on certificants, employers, the crane industry, and public safety. NCCCO uses this information to recognize certified operators and employers that embrace CCO certification. The assessors noted that NCCCO also proactively seeks input from industry and public sources concerning any issues regarding the performance or conduct of any operators it has certified, and it acts on that information through its comprehensive complaint review process.

The ANSI assessors also commended NCCCO on its efforts to ensure the inter-rater reliability (IRR) of its Practical Examiners. NCCCO's Practical Examiner training includes a rigorous review



Official Certificate of Accreditation spells out complete scope of NCCCO's ANSI accreditation

process in which all examiners observe the same tasks and provide their ratings. These ratings are then compared to the examiner training and IRR measures are calculated, efforts that go beyond what the assessors normally see in examiner training.

In accordance with its operating procedures, ANSI had mobilized a new team of assessors for this comprehensive audit, and the assessors were highly complimentary of the quality of the application they received from NCCCO and IAI, and they were very impressed by all the staff they had the opportunity to meet in person.

"It's a great tribute to the quality that permeates all aspects of our activities that the assessors' commendations reflect excellence in elements as diverse as psychometric integrity, marketing and outreach, and the investigative process we apply to matters of ethics and discipline," noted NCCCO Executive Director, Graham Brent. "This kind of third-party recognition of all our individual and collective efforts can make us proud to be a part of a program that is truly fulfilling its mission of improving safety on construction sites nationwide, and thereby protecting the construction workforce and the general public from the risk of accidents that might lead to death or serious injury."

CCO certification programs accredited by ANSI include:

- Mobile Crane Operator
- Tower Crane Operator
- Overhead Crane Operator
- Articulating Crane Operator
- Signalperson
- Rigger Level I
- Rigger Level II

In addition, NCCCO is in the application process for accreditation of its Crane Inspector and Digger Derrick Operator certification programs.

Mechanic/service truck crane operator certification

NCCCO responds to industry calls for new CCO certification for smaller truck cranes

Users and manufacturers of mechanic/service truck cranes will soon have a new credential tailored to meet their specific needs, following a request that the National Commission for the Certification of Crane Operators (NCCCO) develop a CCO certification program that addresses the knowledge and skills required to operate these smaller cranes mounted on trucks.

The 17 members of the Mechanic/Service Truck Operator Work Group that NCCCO formed earlier this year in response to this industry request represent not only seven mechanic/service truck crane manufacturers, but also other stakeholders, including users, training companies, and labor organizations. The Work Group has met four times so far and is on target to launch the new program during the first quarter of 2013.

"We're very pleased that NCCCO is responding to our request and is developing a certification program to meet our needs," said Tim Worman, product manager for commercial vehicles at Iowa Mold Tooling Co. Inc. (IMT), Garner, IA. "We anticipate this new program being highly popular among users of these cranes keen to protect their employees and manage the risks inherent in any lifting activity."

Although relatively small, these cranes

are still engaged in lifting operations covered by OSHA 1926 Subpart CC, which requires operators to be certified if they are involved with material delivery at construction sites. These specialized machines are also used in non-construction applications such as propane delivery, mining, and heavy equipment assembly and service.

"We recognize the unique characteristics of the mechanic/service truck crane industry and we're tailoring a program

that meets the needs of the users in this niche market," said Joel Oliva, NCCCO program manager, test development. "As a subset of NCCCO's existing mobile crane operator certification, this won't be an entirely new program, so it is being developed with the oversight of NCCCO's mobile crane practical exam and written exam management committees." Initial program development is leading towards a single written exam and a single practical exam to earn certification. ■

New CCO Mechanic/Service Truck Crane Operator certification will address specific needs of users of these popular small mobile cranes

Participants in the NCCCO Mechanic/Service Truck Crane Work Group include:

- Cianbro Corp.
- ETS, LLC
- KJ Shinn Inc.
- Iowa Mold Tooling Co., Inc.
- IUOE Locals 18, 324 JATF and 542
- Liftmoore Inc.
- Maintainer
- Palfinger North America Group
- Propane Education & Research
- Stellar Industries
- Tiger Cranes
- Venco/Venturo



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Crane talk

Terex's Guntram Jakobs talks with **D. Ann Shiffler** about the introduction of the new Terex Superlift 3800 and why he thinks the new crane will be perfect for the North American market



Guntram Jakobs loves to talk about cranes. A year or so ago, Jakobs, who is product marketing manager of crawler cranes for Terex, flew all the way from Germany to a wind farm in Oklahoma to talk with me about the attributes the Terex CC 2800-1 that was working on the job. We watched the crane erect a Siemens 2.3 megawatt wind tower, carefully lifting and placing each of the components in the span of one afternoon. The next morning he hopped on a plane and flew back to Germany. It was a short trip, but he wanted to make sure I got all the information I needed to write my article.

Jakobs has been with Terex for more than 20 years, starting with a Demag company that was acquired by Terex. From 1998 to 2002, he lived and worked in Charleston, SC running the service department. He moved back to Germany to work for Terex Cranes in the marketing and sales department. Through the years his specialty has been working with customers and determining the products that are needed.

"I work closely with customers to understand their needs and then give this input in the product development process so this gets translated into features,"

he says. "I talk to customers and I do all the stuff to find the gap where we can launch new products."

Guntram Jakobs, product marketing manager of crawler cranes for Terex Cranes, says the new Terex Superlift 3800 will set a new benchmark for cranes in this class

In mid-October, I caught up with Jakobs to talk about a new crane in the Terex crawler crane arsenal, the Superlift 3800. It is an all-new crane and a successor to the popular CC-2800. Terex showed the crane to customers and the media on October 9 at an event at the Terex factory in Zweibrücken Germany.

IN THE LIFE CYCLE OF A CRANE, AT WHAT POINT IS IT NECESSARY TO LAUNCH A NEW CRANE SUCH AS THE SUPERLIFT 3800?

In the case of the Superlift 3800, changes in regulations, such as emission standards and EN 13000, influenced the design of the crane. We talked to customers about the opportunity to bring to the market a new product that would give additional benefits.

To be honest, the Superlift 3800 is based off the success of the CC 2800-1. We sold more than 300 units of that model, but due to the regulations, we needed to re-modify or remodel that crane. This gave us the opportunity to do significantly more in capacity and capabilities and significantly reduce operating costs.

Additionally, after extensive customer input, including workshops and feedback, we saw the possibility of bringing our customer a product that excelled, that beat everything else out there in this class in terms of transportability, safety and erection.

THE CC 2800-1 HAS BEEN A VERY POPULAR CRANE IN NORTH AMERICA. WILL YOU CONTINUE TO OFFER AND SERVICE THIS UNIT?

Yes of course we will. The thing is the [emission] regulations forced us to make changes before January 2014, so we have until the end of 2013 to produce this machine. We will have a smooth phase out of the CC 2800-1 and a smooth phase in of the Superlift 3800.

>24

“It takes about a year to fully test a crane. It's intensive. We have to make sure that everything works the way it was planned, the way we expect it to work.**”**

The CC 2800-1 has an excellent reputation in the market, and we will offer the crane as long as the markets allow it.

WHAT ARE THE ATTRIBUTES OF THE NEW SUPERLIFT 3800 THAT YOU ARE MOST EXCITED ABOUT?

Basically, I am super excited about the crane overall. There are so many great things about this crane it's hard to just list a few of them.

Regarding transport, every single bit has been engineered thinking about transportability. In this class, this is the crane that is the most efficient to transport. In terms of erection, no other crane in this class is simpler to erect. Again, it has been designed from scratch with this objective in mind. Regarding safety, this crane offers the best in class. It has

award-winning safety features that are standard including fall protection devices like wide walkways and the one-control ID system. The fall protection system won an award from ESTA. The cab features excellent visibility for the operator. There are side outriggers.

Also with versatility and wind in mind, this crane offers unparalleled performance. And on top of all that, it offers 20 percent increased capacity in comparison with the CC 2800-1. There are impressive configurations for wind work, the self rigging 114-meter main boom plus 12-meter light fixed jib LF. And with the superlift mounted and 147-meter main boom plus 12-meter LF installed, it offers 72 metric tons at a 154-meter height. And it has the most economic use of counterweight. The customer will save several truck loads to haul to the job site.

I am really excited about the ease of transport of this crane. It is important that you design a crane for transportability and this has the most efficient system. It has to be super perfect because time is money and the quicker and safer you can get this crane to the job site and ready to work the better off you are. This crane rates very well in many categories – performance, speed, safety and return on investment.

Our main focus was transportability and erection and convincing customers that you can erect this crane, which has the capability of a very long boom, without an assist crane.

The new engine is Tier 4 compliant and will work for the interim and will comply with Tier 4 Final as well.

Regarding transport, components have less weight. The crane is based on a modular design, which makes it easier to mobilize.

We added a second slew gear for even more precise positioning and slewing. We added stable blocks to each main boom section which allow customers to stack up to three sections in their yard immediately after arriving and not losing space.

This crane is the best in its class in almost every attribute.

WHAT IS THE TESTING REGIMEN FOR A NEW CRANE SUCH AS THIS?

We have two machines on the testing pad right now. All configurations are tested and re-tested at rating and capacity. We test it for all specifications in Europe and North America. It's truly a global crane. We test in all regards.

It takes about a year to fully test a

crane. It's intensive. We have to make sure that everything works the way it was planned, the way we expect it to work.

All the configurations are tested at specific radii, then the information between can be interpolated.

This crane passes EN and ASME regulations, therefore being built under the strictest regulation. This means that the crane can be rated at 75 percent of its real capacity. On the testing phases, the crane is being loaded to its 100 percent of capacity, which in this case means 900 U.S. tons.

WHEN WILL THE FIRST UNITS BE AVAILABLE FOR SHIPPING?

We plan to deliver the first machine the first quarter of next year. It could be the second quarter for the U.S. market.

WHAT ARE THE ATTRIBUTES OF THIS CRANE THAT YOU THINK WILL MAKE IT APPEAL TO THE NORTH AMERICAN MARKET?

Due to the complexities of transport within U.S., all the transport-related benefits will make this crane very appealing in the U.S. Our design for transportation will conform to all legal loads. This is very nice for customers to get permits.

IN YOUR LITERATURE ABOUT THIS MODEL, YOU CITE FASTER ERECTION AND EASIER TRANSPORTABILITY. HOW HAS MOBILIZATION AND DEMOBILIZATION OF THIS CRANE IMPROVED FROM THE CC 2800-1?

The transport variables for each individual component have been carefully thought through. The philosophy behind this is if the regulation allows it, bigger components can be transported.

For example, the A-frame is designed to transport with the derrick winch fully rigged. This will save time when rigging or setting up the crane.

When regulations don't allow, all the components can be easily broken down to smaller packets. For example, Hoist 1 and Hoist 2 can be removed easily. It's about 30 percent better, in terms of mobilization, than the CC 2800-1.

WHAT MARKETS WILL THIS CRANE APPEAL TO?

We believe all markets will be interested in this crane. This is a versatile crane, and versatility is part of the high ROI equation. Regarding wind, for example, we have configurations/extensions that are modular, meaning there is no single, specific boom just for wind, but we can use the main boom and add a 3-meter

The first Superlift 3800 will be delivered in first quarter of next year and second quarter for the U.S. market



section and a light adapter head in order to achieve the best lift performance.

This crane has all you need in the main boom. This machine was differently scoped for global markets, for petrochemical and construction, and all aspects.

We've set a new benchmark for capacity in this class. We set a new benchmark 10 years ago with the CC 2800-1.

WHAT IS IT ABOUT CRANE DESIGN AND ENGINEERING THAT KEEPS YOU ENGAGED AND LIKING YOUR JOB?

Big toys for big boys! It's a combination of positive-thinking people together with outstanding challenges and technology.

This is what drives me. But it's even more than that. I have more than 20 years

with the company and to be honest, I really love it.

WHAT DO YOU LIKE TO DO WHEN YOU ARE NOT WORKING?

I care very much about my family and I love to be home and be with my family. I have a hobby – car racing. I do not race myself but I love the cars and the races. Anything with engines and that has to do with speed, I like that. I like NASCAR and Indy car races and I try to watch as often as I can.

Sometimes when there is time I read or play the guitar. I like to go out riding on my motor bike. But sometimes there is the Honey Do list or the Dad Do list and it's getting longer and longer. But I enjoy my family. ■



When he is not working or spending time with his wife and children, Jakobs likes to spend downtime riding his motor bike. Anything to do with engines and speed are right up his alley

“ I am really excited about the ease of transport of this crane. It is important that you design a crane for transportability and this has the most efficient system. ”

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Mexico is a market that U.S. companies continue to pursue while Mexican-based crane and rigging companies pursue success. **Hal Lundgren** reports exclusively for **ACT**

Global Crane Sales President Uri Toudjarov says his company is identifying distribution partners throughout Mexico

Mexican market

The opportunity was right there all along. Other business kept Global Crane Sales from reaching for it.

Now the timing's just right.

Unable to resist bulging opportunity in Mexico, the California-based company will start selling cranes there in 2013. President Uri Toudjarov says his company has spent much of 2012 establishing partnerships in Mexico.

At press time, Toudjarov says Global Crane Sales is at least one month away from identifying those partners, although most alliances are in place. Cranes will be sold out of the partners' Mexico locations.

Despite never having never operated or sold cranes in Mexico, Global goes

“We expect to sell two or three cranes every month in Mexico.”



URI TOUDJAROV
President
Global Crane Sales



forward without a blink, he says.

“We expect to sell two or three cranes every month in Mexico,” says Toudjarov, who spent 15 years with Terex in international sales.

Though the company's product line is mainly crawler and rough terrain cranes, Global will make other cranes available. Toudjarov says his company will target the right cranes for the right jobs.

“We won't have customers buying something expensive that they don't need,” he assures.

Courting oil and gas

Mexico's petrochemical companies and Pemex, the national oil company, will be among prime customers. Most sales, Toudjarov anticipates, will be in heavy population areas – Mexico City and the

country's southern region.

He estimates that 80 percent of Mexico's population is in the service area, and that most models sold will probably be the Zoomlion brand.

Toudjarov emphasized that the Global team's broad industry experience will smooth any roughness a newcomer might expect. Rick Hunter, who recently joined the company, formerly was with Link-Belt. Ed Gibson, who manages North American sales, won't limit the company's Latin America expansion to Mexico. “We continue to set up partnerships throughout Latin America,” Gibson says.

Global Crane Sales, according to Gibson, stayed busy in its first year of linking with partners in Panama, Ecuador, Peru, Chile and Colombia. The company will be doing business in Venezuela but not Cuba. >28



Another U.S. company, Illinois-based Ervin Equipment, is no Mexico newcomer. Ervin has been a successful distributor in Mexico for 20 years. The Illinois-based company operates out of Mexico City, Monterrey, Chihuahua and across the Texas border in Laredo and El Paso.

"We've been dedicated to Mexico for years," says Ervin's John Connor. "We serve construction, mining and other industries. Our specialty sales people have given us continual growth. We expect that to continue in 2013."

Ervin sells both new and used trailers in Mexico, although he did not offer specific numbers. Demand for dry vans, lowboys, flatbeds and tankers, he says, has been steady. Ervin's sales of Wabash National products have been especially strong in Mexico.

Connor notes a broader trend, maintaining that Mexican industries have been "very accepting of U.S. products."

He adds. "That acceptance has been very helpful to our company. We expect to keep doing good business there."

Ervin and other U.S. companies enjoy a vital advantage when selling to Mexico.

"Companies there are managed very conservatively," Connor says. "They do not like to operate with lots of debt. About 90 percent of our sales to Mexico are cash transactions. We receive a wire transfer or other form of (electronic) payment. When one of our products reaches a customer

in Mexico, the customer has already paid for it."

Conservative approach

A spokesman for Tradelossa, an important heavy-haul company in Mexico, explains the reason for that conservative approach.

When you burn your tongue sipping hot milk, he asserts, you'll probably never do it again.

Mexico's economy has taken several severe, unexpected thrashings. A heavily leveraged company, already wobbling with too much debt, enters crisis mode when an economy tanks. It risks yet another tongue burning.

Business wisdom has come to Mexican companies such as Tradelossa, which continues to expand without risky borrowing.

After going through economic hard times, the leadership of Tradelossa and many other Mexican companies has grown from that turmoil. That firming experience has shaped leadership style.

If you're growing, do as much as you can without borrowing. That caution has marked Tradelossa's steady progress.

Core values of heavy haul company Tradelossa are customer service, maintaining internal processes and staying financially cautious

Tradelossa's slow and steady growth has been due to its strategy in the Mexico market

"If someone had left our company five years ago, he would have remembered us as a family-size business," the spokesman says. "If that person would come back now, he would see us as an institution, a much more formal company. Five years ago, we were probably half our current size."

During its advancement, the spokesman asserts, Tradelossa has not wavered from three founding principles: Service as a core value; maintaining internal processes; and staying financially cautious.

At Tradelossa, project acceptance has been a bit less conservative. The Monterrey-based company operates in power, oil and gas, renewables, petrochemicals, mining and manufacturing.

Success is easily validated. Tradelossa has earned two SC&RA Job of the Year awards.

Global Cranes Sales, Ervin Equipment and Tradelossa each expects steady 2013 growth for Mexico. If an unanticipated twist gets in the way, Tradelossa will be financially ready.

"Avoiding long-term debt has been one reason for our success," the spokesman explains. "It gives us a lot of flexibility. We limit our growth to moving as fast as we wish to move."

Watching the company's advance from family-type business to heavy-haul institution, you've got to admire Tradelossa's plan and pace.





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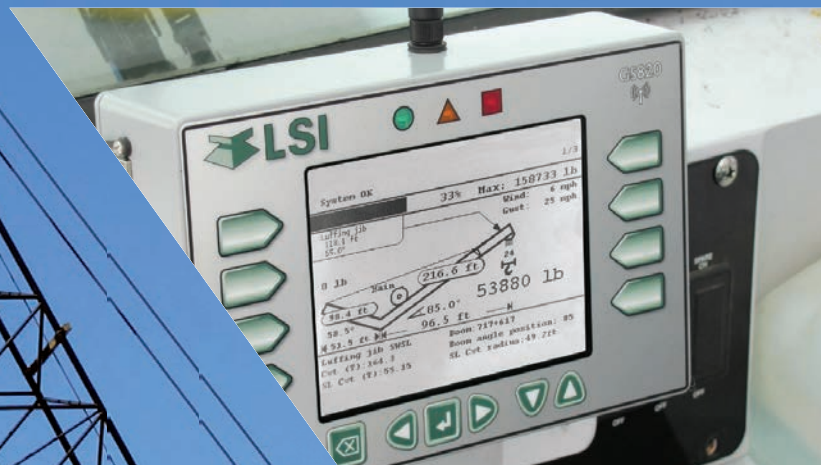


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The tower crane market in North America largely remains flat with bright spots only speckling urban areas. **Lindsey Anderson** reports

A Terex tower crane works at Detyens Shipyard, located in South Carolina



Skyline towers

Like slender birds dotting skylines, tower cranes have gradually been popping up across North America again as more applications in residential and commercial construction begin to pick up. Since the majority of tower cranes' work resides in high rise construction, most companies saw the demand for the units fall off during the economic downturn that started in 2008.

"The market is still quite flat, but it's definitely stable," says Mike Heacock, Manitowoc's vice president of sales for tower cranes in North America. "We seem to have reached the bottom of the downturn and there are signs that projects are slowly coming back on stream, which gives us cause for optimism. However, it will be some time before the pick-up in building activity translates to new orders for cranes. There is still quite a bit of overcapacity in the rental market and some adjustment there may yet occur as companies restructure their businesses and fleets to the new shape of the industry."

Heacock says there are still some pockets of activity for tower crane work in major urban centers around the east coast, Midwest and in Canada, but most likely it could be next year before higher levels of work take place.

According to Bill Carbeau, Liebherr's general manager of business development for tower cranes, demand remains in Texas, the Northwest and San Francisco, while the slower parts of the country are the Midwest, Southeast and "Rust Belt states." Carbeau says the most active sectors are commercial construction and

the rental market. He also sees tower crane work in civil construction and industrial applications.

"The rental market for tower cranes is improving. Utilization and rates seem to be rising," he says. "We have gone through a real shakeup over the past four years and many fleets have been culled so the players should be more efficient now too."

Tower types

Angelo Cosmo, Terex Cranes' product manager of tower cranes, says while tower cranes follow construction patterns closely, as well as the economy, utilization rates are up but still below optimal levels.

"We are seeing strong interest for luffing jib tower cranes, especially for high buildings in big cities," Cosmo says. "We have two luffing jib tower cranes that we think would suit the American market: The CTL 440 (max capacity 26 tons) and the CTL 650 F (49.6 tons of max capacity). The advantage of this is that they are single line pull, which make the lifts faster, and means more productivity."

Tower cranes are designed for continuous operation over a long period, which means they are ideal for duty cycle work. "It is very important to point that the concept of tower cranes is very different to mobile cranes [since] they are specifically made and designed for usage over long term," Cosmo says.

"Additionally their footprint in the workplace is reduced, as it just limits to the size of the tower sections."

Other benefits of towers include their ease of transport and assembly, Heacock says. New designs for Manitowoc's Potain

>32

Manitowoc's Mike Heacock says the North American market is still flat but has become stable



range of tower cranes include modular “plug and play” assemblies. “The newer designs also offer much easier service access, and the latest hoist technology,” which improves productivity on site while also giving operators closer control.

Liebherr plans to introduce a new tower crane at Bauma in April 2013, Carbeau tells ACT. “It’s still confidential but it will be a large flat top crane able to service new and existing specialty markets,” he says. “We are [also] working on a new luffing crane to be introduced in 2014.” Liebherr unveiled the 65K and 380 EC-B 16 tower cranes at Intermat this year.

The launching of the 380 EC-B 16 Litronic flat top tower crane at Intermat was a surprise and it extended Liebherr’s series upward, to 380 tonne-meters, and takes the range to 16 models. The new unit offers a maximum radius of 246 feet (75 meters), where capacity is 7,495



Liebherr surprised crowds at Intermat when it unveiled its new 380 EC-B 16 Litronic flat-top crane, pictured here

pounds (3,400 kg) at the end of the jib. The 380 EC-B is available in 12 or 16 tonne capacity rating.

Cosmo with Terex is much more tight-lipped about upcoming new products and plans.

“As you might know, we are not releasing information about products that are not ready yet,” he says. “But what we can say is that 2012 has been

a very exiting year for tower cranes at Terex. With Steve Filipov leading, positive strategic changes were made; self erecting cranes [started] being produced in France, and the finalization of the acquisition and integration of RECOM, a company that made luffing jib tower cranes. In a nutshell, we have put lots of effort in consolidating and strengthening the tower crane business, and exciting new models will come next year.”

International Tower Cranes tackles tough issues in Berlin

The second International Tower Cranes conference tackled a range of topical issues in October at the Kempinski Hotel Bristol in Berlin, Germany. More than 150 industry professionals from around the world attended the one-day conference and networking event organized by ACT’s sister magazine *International Cranes and Specialized Transport*.

Speakers delved into the current and future health of the global tower crane market and discussed the challenges facing major rental companies.

Dennis Bates, vice president of AmQuip, said tower crane rental in the U.S. has turned a corner and is seeing growth, but there are still problems to be faced. “Looking forward, it will be slow when it comes to purchasing new products, due to an uncertain future. We are recovering but not as fast as we would like.”

Chris Sleight, editor of sister publication *International Construction*, said world construction would grow by 4 percent in 2012, mainly thanks to emerging markets. He said greater growth has been held back by the debt crisis in Europe, where the market is facing a 0.4 percent overall decline in 2012. Looking to the future, he said that global urbanization, leading to 75 percent of the population living in cities by 2050, would provide great potential for the tower crane industry.

Duncan Salt, director and general manager of UK-based HTC plant, provided a slightly gloomier view of the UK market. There are about 1,000 top slewing tower cranes in the UK, some 33 percent less than four years ago. But utilization stands at 55 to 60 percent and rental rates are at 2005 levels, Salt said.

Safety played a central role at the conference. Peter Schiefer, Wolffkran owner/CEO, spoke of the need to define industry standards in the European tower crane market.

China was also on the agenda with talks from Xiaofeng Zhang, assistant general manager, Hongji Rental Co. Ltd., and Huang Qun, general manager, Zoomlion.

In all, 16 speakers gave presentations at the conference.



New launches

In the same secretive pipeline is Manitowoc. “Our line of new products is always expanding as we’re a market leader in the tower crane industry with a product line covering all types of cranes and all sizes,” says Heacock. “We can’t be too specific at this stage, but we will have some interesting product launches in the coming months including a new crane at Bauma in Munich next year that I think will really appeal to North American customers.”

With Bauma on the horizon and an economy that’s trying to gather steam, could 2013 be a better year for towers?

“We think the market for tower cranes in North America next year will be better than this year. Our customers are optimistic about upcoming projects. There’s a little bit of hesitation as we come up to the U.S. election, but I think once that’s out the way people will feel more stability and can get on with the job of building their businesses and growing the economy,” Heacock says.

Cosmo, however, is guarded. “[It] seems that [the market] will improve slightly, but due to the current economic situation, we would like to use the word ‘cautious.’ We are optimistic and cautious for next year.”

Overall, most players in the industry agree that next year will be better. “I think – in fact, I am sure – it will be better than this year,” Carbeau says. “Within five years, I expect this industry to be completely healthy.”

Dennis Bates, vice president of AmQuip tower crane division



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Lindsey Anderson rounds up what's new in fleet management technology and software

Keeping track of your assets



Fleet Cost & Care has introduced NexGen Atom, a new Android-based management tool

Technology is an ever-expanding field. From smart phones to asset tracking, the way we run our lives - and businesses - has become more entrenched in sophisticated gadgets. For crane, truck and fleet owners, fleet management software can provide a wealth of valuable information.

Detroit-based Fleet Cost & Care, an arm of JJ Curran Crane Company, is a full-service software development, training and support company offering businesses of all sizes easy-to-use software designed to manage fleet and personnel operations.

Fleet Cost & Care recently developed NexGen Atom due to the rising use of smart phones and tablets in the workplace. "Back in 2010, Fleet Cost & Care saw people using these tools more and more," says Jeff Curran, Fleet Cost & Care president.

The company set out to create a "step-driven tool" called NexGen that allows users to work outside of their offices. NexGen Atom works on any Android-based tablet or smart phone and offers a range of opportunities for users. Curran expects iPhone availability in early 2013.

NexGen Atom is a task-driven add-on tool designed to work with NexGen FMS which is FCC's second generation operations-oriented fleet management software designed to simplify the way work flows through a company. Users are required to purchase a mini license to utilize NexGen Atom.

"With the high cost of fuel these days, more businesses are discovering the benefits of a remote workforce," Curran says. "Along with fuel savings, businesses can save man hours by increasing productivity and efficiency which ultimately helps the bottom line."

Some key uses for NexGen Atom include asset tracking via bar code or RFID scanning capabilities to track asset and accessories of all sizes and dispatching with instructions, maps and job details to the end user remotely. NexGen Atom can also process work orders by posting data, adding activities and showing data from the field or on the road. NexGen Atom can also help with maintenance by allowing inspections to be updated right from the field so equipment is up-to-the-

minute accurate for scheduling purposes. It can allow users to enter labor hours from the field directly to personnel and it can create quotes for sales in the field or on jobs so that system data is constantly up-to-date.

Curran says a challenge in getting people on board with NexGen Atom is a common misconception that not everyone on the job will have the skill set to input or retrieve information using a smartphone or tablet.

"We designed this tool to be so easy that if you can use an ATM machine you can use NexGen Atom," he says. "It uses a wizard format which has step-driven simplicity for all skill levels in the field."

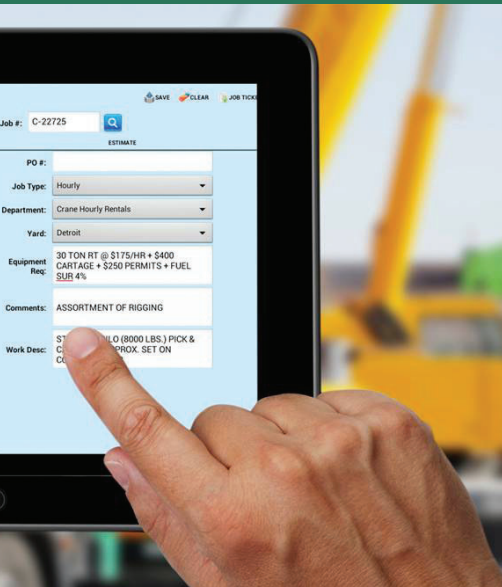
On the crane manufacturer's side, Liebherr introduced its LiDAT data transfer and location system at Intermat in April. The transfer and location system provides fleet management of all construction equipment on site from one source, with information being delivered about the location and operation of the machines.

This means cranes are remotely monitored to ensure they are used at an optimum level, Liebherr says.

LiDAT incorporates all crane-specific data from its EC-B, EC-H, HC-L, HC, and MK tower crane ranges, as well as from the K series self erecting series. Machine data like lifting capacity tables, load cycles, working hours, wind warnings, or scaling data can be checked at any time.

Positioning, operating and utilization hours, as well as





Jeff Curran, president of Fleet Cost & Care, says the company developed the new smart phone and tablet application because of the rising use of these devices on the jobsite and in the workplace

combined software to drive anti-collision devices, part of a wider information system for operators and site managers.

According to reports, data concerning the work rate of the cranes will be stored and supplied live via wi-fi to site managers who can set working parameters for the cranes and then send them to the operator. Live feeds from cameras attached to various parts of the crane are also available through the network. Data from wind monitoring sensors is also available along with a range of other features.

As for rental companies, key issues for instituting fleet management software - and other new types of technology - overall include

anti-theft measures, tracking delivery trucks and tracking equipment itself.

New systems have also been introduced that allow companies to track anything, including cranes, trailers, trucks, components and even rigging gear using GPS. This can greatly reduce truck drivers' paperwork related to pre- and post-trip requirements as well as condition reports, logs and contracts.

GPS tracking can also provide the simplest of capabilities, including turn-by-turn directions.

Another option such as GPS is the LoJack tracking device, which can be used on a range of heavy construction equipment. LoJack is a small, silent radio transponder that an installer mounts on equipment. If a crane or truck goes missing and is reported as stolen, the LoJack unit is automatically activated which then sends a signal to police, helicopters or airplanes.



information about service intervals and monitoring equipment usage can be carried out at any time via the LiDAT web portal.

Also, new site planning software can control the operator's working parameters more than ever, as well as provide them with increased information. For example, European-based SMIE introduced new

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The Superlift 3800 comes with the Terex Cranes Fall Protection System, winner of the ESTA 2012 Safety Award

The spiffy new Terex Superlift 3800 promises to set a new benchmark in its class.

D. Ann Shiffler reports



Super-duper crawler

Last month at its factory in Zweibrücken, Germany, Terex Cranes unveiled a new lattice boom crawler crane that will set a new benchmark in heavy lift crawlers, the company said. Known as the Superlift 3800, the 715-ton (650-metric ton) capacity crane replaces the company's successful CC 2800-1.

An entirely new crane, every aspect of the new Superlift 3800 has been improved, according to Jim Creek, product manager, crawler cranes, North America, Terex Cranes.

"This crane is more versatile and easier to lighten up than the CC 2800-1, which makes it much better for the U.S. market," says Creek. "It's a completely new design from the bottom to top, and yet it has a 20 percent higher lifting capacity."

The scope of work for the new unit will focus on heavy and high lifting, and it is particularly suited for power generation, including wind farms and nuclear, coal and petrochemical power plants. The crane is also capable of erecting heavier and higher wind turbines.

"My understanding is in the U.S., as far

as wind power, the largest wind towers we are setting are 120 meters tall," says Creek. "This machine is capable of setting turbines of up to 150 meters, which is now the norm in Europe."

The Superlift 3800 can be delivered with an integrated wind kit in a universal main boom system, meaning it can erect 129-meter-tall wind turbines without using the available superlift boom configuration (114-meter main boom plus 12-meter light fixed jib LF). An assist crane is not required for the erection of the main boom.

Competitive edge

The crane was designed to compete with and beat the competition, Creek revealed. Terex designed the Superlift 3800 to perform above and beyond the competition, both in wind work and other power generation jobs, as well as heavy lift tasks, he says.

"This machine will do everything well," he says. "The new Superlift 3800 also has all the EPA/emissions issues solved. It's a completely new machine that was built to be OSHA and ANSI compliant and meet the EN 13000 regulations in Europe. This gives the crane a more global appeal."

The Superlift 3800's design was greatly influenced by customer input, Creek says.

"Our engineers said they felt as if they

>38

The Superlift 3800 is more versatile and easier to lighten up than the CC 2800-1, which makes it much better for the U.S. market



pulled out all the stops and used all the information they had acquired over the years from several different cranes and several different models,” he says. “We think the reception will be very good.”

For the U.S. market, Creek says input centered on making the crane easy to transport. Despite considerably higher rigidity, Terex managed to reduce the weight of the basic machine by almost 20 tons (17 metric tons). The Superlift 3800's tracks weigh less than the tracks of the CC 2800-1.

“They added several ideas and features that the 2800-1 didn't have,” Creek says. “The crane can be dismantled down to the lighter weights, and you can pick and

About the Superlift 3800

Max capacity	715 tons at 39.4 foot radius
Load moment	8,426 ton meters or 60.945 ft/kips
Max hook height	610 feet (superlift mast, long main boom, luffing jib mounted)
Maximum capacity at max hook height	30 tons (27 metric tons)
Engine	Euromot 3b/Tier 4 interim engine
Max counterweight	226 tons on superstructure
Max superlift counterweight	358 tons (325 metric tons)

choose some of the components to take off to get down to the weight you need to transport in different states. You can maybe take the hoist frames out or the A frame off of it, or all of it. It has quick

disconnect to unhook the bottom car body from the upper structure. That's one of the big attributes.”

The measurements and weight of components include additional hoisting points, central hoisting points and hydraulic motors within the track frame to reduce transport size and prevent damage during transportation.

“To transport this crane in Germany, they can leave the biggest part of the machine together to transport it, but here we have to split it in two and still take weight off,” says Creek. “It was very important to make the Superlift 3800 road worthy.”

Award winning safety

The Superlift 3800 comes with the Terex Cranes Fall Protection System, winner of the ESTA 2012 Safety Award. Additionally, a protective railing has been installed around the superstructure. The new cabin design provides a larger view area and a second seat as standard. It has side outriggers and is equipped with hydraulic cylinders and pressure sensors, allowing the operator to monitor ground pressure when mounting or dismounting long boom lengths. System rigidity has been improved. The LF light extension can now lift loads up to 199 tons (178 metric tons).

Creek says the Terex U.S. team has begun giving quotes on the new model and expects to get orders by the end of the year. He says a couple of Canadian crane rental firms are also interested in ordering one of the first new models.

“I expect it to do really well and that it will be a good fit for the U.S. market,” he says. “The world is constantly changing and where maybe this model might have been considered a really big crane, it's now more of a middle of the road crane and probably a better crane for the U.S. than its predecessor.” ■

Despite considerably higher rigidity, Terex managed to reduce the weight of the basic machine by almost 20 tons



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- What are all the documents you need from the seller to complete a transaction?
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ECONOMIC YEAR IN REVIEW AND 2013 FORECAST

Chris Sleight, editor of International Construction magazine will look at the key global economic trends that impact the specialized crane market and oversize/overweight transportation sector. In addition to general economic forecasts for different parts of the world, Mr. Sleight will discuss construction markets and the specific factors that determine the business climate for owners and operators of large fleets of cranes and associated equipment.



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Badger unveils

At a customer event in October, Badger Equipment took the wraps off its all new rough-terrain crane.

Lindsey Anderson reports on the RT and a new carry deck in the works



Badger Equipment, a Manitex International company, unveiled its new CD4415 rough terrain crane in early October at its factory in Winona, MN. Initial orders during the launch for the CD4415 totaled more than \$1 million, according to Ed Samera, general manager of Badger Equipment.

The CD4415 is just over 11 feet tall, features a 5-ton rating at a 10-foot working radius, has a maximum boom length

of 62.5 feet and a maximum tip height of 85.5 feet. The unit features 4-wheel drive and 4-wheel steering, has multiple boom configurations, an ergonomically engineered two-door cab with joystick controls and comes equipped with either a Cummins or Cat diesel engine. The crane also has removable outriggers, which was a feature customers requested, Samera says.

"We've built the CD4415 with user safety and performance in mind," Samera says. "Serviceability is easy – all of our filters

and dipsticks are now on ground level and easy to change."

Impressive features

The crane can be used in a variety of applications, including oil, gas, petrochemical, steel mills, power plants, railroad repair yards, heavy equipment rental yards and mining.

Specs for the CD4415 include: a boom elevation angle range of 0 to 70 degrees; a turbocharged, 4-cylinder water cooled, 160 horsepower Cummins QSB 4.5 diesel engine or a Caterpillar C4.4-4.4 Acert 140 horsepower EPA Tier 3 engine; a 6 x 6 powershift transmission with torque converter; and maximum gradeability of 80 percent.

The boom is three-section, hydraulic and articulated. It is full powered and mechanically synchronized. Maximum line pull in the first layer low range is 10,750 pounds and maximum line pull permissible is 7,500 pounds.

The boom, when fully extended, has a length of 58.5 feet or 78.5 feet with the extended jib, and has a height of 66.5 feet or 85.5 feet with the extended jib.



The new Manitex-branded CD90i carry deck crane

new cranes



currently in service at U.S. refineries, and our entry into this market with new equipment and replacement parts will be the initial focus of our marketing efforts. We also believe that new geographic and end-user markets offer incremental opportunities to expand the Manitex footprint with this new crane."

Manitex and Badger also introduced the CD90i, a carry deck crane that will be available in 2013. The 9-ton unit has a 32-foot boom and will be branded both

Manitex and Badger. The unit came from a company in Bulgaria, and Manitex plans to "Americanize" it with a reinforced deck and enhanced outrigger system. ACT will report more on this product soon.

The new products were unveiled at Badger Equipment's launch event October 8-12. Equipment owners, contractors, municipalities, mining companies and rental companies were all present to test drive the new equipment and participate in a number of activities. ■

The CD 4415 features hydraulic power steering with rear-wheel centering light indication. It features 2-wheel front-wheel steering, 4-wheel coordinated/crab steering and, as an option, an independent rear-wheel steering package.

"This crane will climb until there's no more traction," Samera says. "It has a lot of horsepower."

Inside the operator's cab, users have easy access to fuses, relays, switches and controls. There is a rear-view camera monitor as an option and operators can monitor fuel gauges, diagnostics and tachometers easily. Next year, Badger will offer an "outdoor" cab for customers who want it.

"We spent a lot of time on the crane cab," Samera says. "Operator comfort and ease of use [were important]."

Market need

"This new product launch extends our offering further into the energy sector, an industry which has been a huge driver of Manitex International's growth in the last 12 to 18 months, and is in direct response to our customer demand," Samera explains. "We believe that there is an installed base of at least \$100 million in aging and underperforming equipment

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Lift and place

TNT Crane & Rigging used its Liebherr LTM 1500 to lift and place an 88,000 pound modular MRI building at the Texas Medical Center in Houston.

D. Ann Shiffler reports



TNT's bright red cranes have become weekend mainstays in the Texas Medical Center in Houston. Vice President Randy Dobbs says the company's fleet of cranes is always rigged and ready to go.

"We have a reputation for our ability to fire up our tractors and get to the jobsite quickly," says Dobbs.

Working in the Medical Center requires knowledge and expertise, Dobbs says. It's a busy place day and night. There's lots of traffic and workspace is limited.

"There's a lot of construction work going on down there," he says. "Everything you do is tight and congested."

Dobbs says that almost all of TNT's work in the Medical Center is performed on Saturdays or Sundays and road closures are almost always required.

"Any time you work down there, it's takes an act of Congress to get your cranes in and out," he says. "For this job we had to set up on the street, which meant street closures."

A repeat customer for TNT is A-Plus Modular, a company that builds complete

MRI buildings. The most recent modular building lifted by TNT crews weighed 88,000 pounds and measured about 14-feet wide and 65-feet long.

Because TNT had done this type of lift before, rigging was familiar, although still complex, Dobbs says.

The LTM 1500, with a capacity of 625 tons, was rigged with its full counterweight of 363,800 pounds.

"It was the perfect crane," he says. "The superlift attachment was achieved to get the capacity that was required. We did all the rigging for the client."

A 7-spreader bar lift system was rigged in order to pick the building straight up off the trailer.

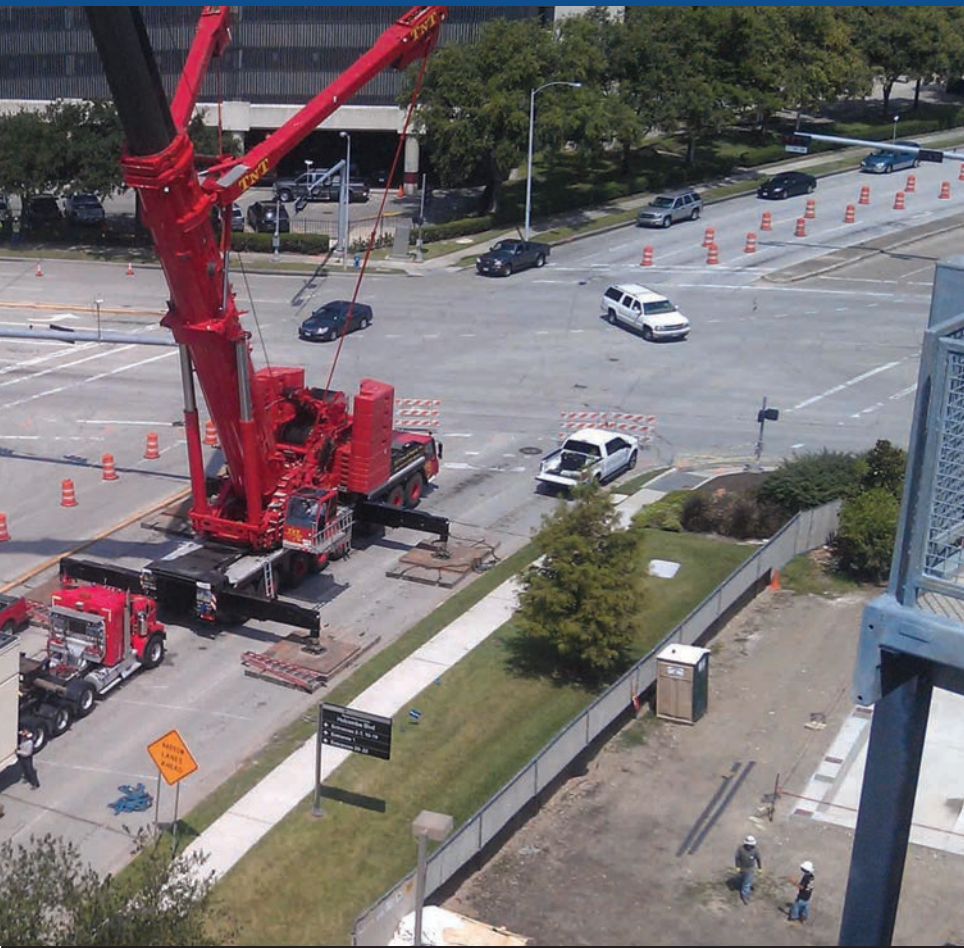
"The building had an 8-point hook up and it could only be lifted straight up and level," he says. "It was a 90-degree straight up pull. The eight-point hook up had to be pulled equally."

Set up of the crane required about two hours and lifting and placing the building took about two hours.

"It is a very slow lifting process," says Dobbs. "It took about two hours, and it was very slow going as you have to be very precise to keep it level and put it down precisely on the anchor bolts."

Due to the 6-man crew's familiarity with

A 7-spreader bar lift system was rigged in order to pick the building straight up off the trailer



The LTM 1500, with a capacity of 625 tons, was rigged with its full counterweight of 363,800 pounds

working in the Texas Medical Center and setting these types of modular buildings, the job was seamless.

"We tore down the crane and had it back in the yard in a couple of hours," says Dobbs. "The entire job took about six hours."

Dobbs says that the Houston market is really strong and that recently the company has had to turn down work due to not enough cranes.

"It's pretty crazy," he says. "We can't complain."

As for the recent acquisition of the crane assets and personnel of Turner Bros. Crane & Rigging, Dobbs says the transition has gone quite well.

"You've got your typical integration process but it went really well," he says. "We've already integrated their cranes into our fleet and we are putting some of their crawlers to work. We've got the Terex CC2800 out at a Shell refinery and another crawler at a Dow Chemical plant. The acquisition has given us a bigger footprint and more and bigger cranes." ■

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Endeavour is secured to Saren's SPMT system before starting on its 12-mile journey through the streets of Los Angeles



The final mission

After 25 missions in space, the decommissioned Space Shuttle Endeavour made its final mission to the California Science Center in Los Angeles

About Endeavour

Space Shuttle Endeavour was the fifth and final spaceworthy NASA space shuttle to be built, constructed as a replacement for Challenger, which was destroyed 73 seconds after its launch on January 28, 1986. Endeavour first flew in May 1992 on mission STS-49 and its last mission STS-134 was in May 2011. The orbiter is named after the British HMS Endeavour, the ship which took Captain James Cook on his first voyage of discovery (1768–1771). This is why the name is spelled in the British English manner, rather than the American English "Endeavor." The name also honored Endeavour, the Command Module of Apollo 15, itself also named after Cook's ship.

SOURCE: WIKIPEDIA

For 20 years and 25 missions, the orbiter Space Shuttle Endeavor hurtled through space at speeds exceeding 17,500 miles per hour. On its last mission through the streets of Los Angeles, the coveted orbiter was reduced to speeds of less than 2 mph, as crews slowly hauled the cargo that was once a cargo ship to space.

The Sarens Group planned, engineered and executed the transportation of what the company called its most valuable cargo to date. The enormous but highly fragile space craft began its 12-mile overland journey from Los Angeles International Airport to the California Science Center at midnight on Friday night October 19 and arrived at the museum about 48 hours later.

The Endeavour's trek through Los Angeles is the result of months of meticulous planning by Sarens engineers in collaboration with a multitude of public and private entities. An array of Self-Propelled Modular Trailers (SPMTs) was used to transport the space craft. Comprising four independent, multi-axe,

computer-controlled wheeled vehicles, the SPMTs ensured precision maneuverability and stability while moving the shuttle along the densely populated route.

The shuttle weighs 76 tons, has a wingspan of 78 feet tip to tip, is 124-feet long and measures almost 56 feet from the ground to the tip of the tail.

The SPMTs were controlled and steered as a single vehicle by a person walking alongside the shuttle using a remote joystick control panel. Additional spotters were positioned near the nose, tail and wingtips to enable precision travel near potential obstructions such as buildings, poles and trees.

Clearing the path

Clearing the 12-mile route for the width of the shuttle involved cutting down hundreds of trees and temporarily removing street lights, traffic signals, power line poles and parking meters. According to news reports, the California Science Center has pledged to plant more than 1,000 trees to make up for trees that had to be removed.

Riding piggy back on a modified Boeing 747, Endeavour made a flyover tour in many cities, including Houston, where an employee of TNT Crane & Rigging took this photo



While this may not be Sarens heaviest or largest transport, it was certainly a memorable one



Endeavour's 78-foot wingspan required that some trees be cut down in its path. The California Science Center has pledged to plant 1,000 replacement trees

PHOTOS COURTESY OF AMERICANSINSPACE©JULIAN LEEK



Sarens directed crews to lay down some 2,000 steel plates at certain areas along the route to prevent damage to roadways and underground utilities. According to news reports, the project to haul the space craft through Los Angeles to the museum cost about \$10 million.

This was the first and most likely the only time that a space shuttle has or will be transported through an urban environment, Sarens said.

"This may not be the largest or heaviest object we have transported before but it is certainly one of the most important in our company's history," said Jim Hennessy, marketing manager, Sarens North America, before the journey began. "The Endeavour is a national treasure and we are honored to play a key role in its final mission en route to the California Science Center where it will be put on display for all to see."

The Endeavour has flown 25 successful missions, travelled nearly 200 km, spent 299 days in space and circled the earth 4,671 times. The orbiter's last flight was STS-134 in May 2011.

To see a time-lapse video of the shuttle moving through the streets of Los Angeles visit: <http://www.wired.com/wiredscience/2012/10/time-lapse-endeavour-final-journey/>



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Skilled labor

The U.S. Bureau of Labor Statistics reports youth (16-24) unemployment at 17.1 percent. ManpowerGroup lists the Top 10 hardest to fill jobs in America as 1.) skilled trade workers, 2.) engineers, 6.) drivers, 7.) mechanics and 9.) machinists/machine operators (including heavy equipment). In 2012, public vocational school federal funding was cut 20.7 percent.

"We have seen less emphasis on steering youth toward vocational and technical programs over the past 20 years, and now we're feeling the impact," said Melanie Holmes, vice president, ManpowerGroup.

"Career and technical education doesn't always provide its students with the skills and knowledge they need to advance into sustainable careers," said U.S. Department of Education Secretary Arne Duncan.

The unemployment rate for those who served and were discharged from the U.S. military since 2001 stood at 9.7 percent in September 2012, down from 11.7 percent last year. The White House projected one million veterans would return to civilian life over the next five years, according to the *Wall Street Journal*. This talent pool is a disciplined and reliable source.

We have a problem. It is clear and it is stark. Even as the U.S. economy remains exceedingly soft, and unemployment rates remain near 8 percent, we are experiencing a shortage of skilled labor in the specialized carrier, crane and rigging industries. We need drivers, welders, mechanics, crane operators, riggers and signal persons. There has been significant de-emphasis on vocational education in public school systems. As the economy grows and "boomers" continue to retire, the problem is going to worsen.

To improve the situation, we need to take steps to increase interest in careers in our industry:

■ **Promote development of training programs in your area.** This may be with local school systems' vocational programs, community colleges or private sector training schools. Educate them on the jobs you have open and those you expect to have open. Help build the curriculum to get the workers you need. Loan or donate equipment to support the program. Offer to give a presentation or teach a class. Participate in career fairs. Offer internships to fund partial tuition if the student achieves performance goals and works for you part-time.

■ **Establish formal programs to encourage employees to develop greater skills and be promoted to more skilled positions.**

Launch a tuition-reimbursement program for employees that is performance based and requires participants to work for your company for a designated period of time after graduation — otherwise they have to reimburse you.

■ **Directly encourage young people to consider careers in the industry by participating in high school career nights. Team with a local community college or technical school and exhibit at a college fair.**

Buy a copy of SC&RA's *"Moving the World — No Other Industry Carries As Much Weight"* DVD to use in these presentations. This video graphically shows the industry at work.

■ **Work with local school systems' guidance counsellors and teachers to educate them about opportunities in the industry.** Again, the *Moving the World* DVD depicts a dynamic industry with exciting, interesting work.

SC&RA can provide copies of our official magazine, *American Cranes & Transport*, to aid in this process.

■ **Develop hiring and training programs aimed at veterans.** The U.S. Chamber of Commerce has developed job fairs for VETS that have been successful. Establish a dialogue with local military outplacement personnel.

The SC&R Foundation established a scholarship and grants program to encourage people to take courses to join or advance their careers in our industry. We have training programs such as the SC&RA Rigging Safety Training Course and Signal Person Training Course companies can offer to their employees. Finally, we have audio-visual and printed materials to help show careers in the industry. People say that our people are our most important asset. We must aggressively invest in the next generation for our companies and our country to have the opportunity to grow.

EXECUTIVE VICE PRESIDENT



Joel Dandrea

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Workshop

SC&RA's 35th anniversary Crane & Rigging Workshop drew more than 540 attendees. **Dave Sturtevant** reports



The Workshop Exhibit Center contained a record 77 companies and was attended by virtually every workshop attendee who wanted to learn about the latest products and services from crane and rigging companies and organizations. A wide variety of companies were represented including: leading crane manufacturers and distributors; technology companies; specialty insurance providers; crane inspection, repair and supply companies; safety products and service suppliers; industry publishers and even I.M.P.A.C.T., the labor management partnership designed to provide a forum for union ironworkers and signatory contractors to address mutual concerns and encourage reasonable, balanced solutions.

The conference concluded with a tour of the Link-Belt headquarters in Lexington, KY. More than 200 attendees were treated to a comprehensive plant tour, a demonstration of Link-Belt's fleet of mobile cranes and the introduction of the new RTC Series II 80-ton capacity rough terrain crane and the 248HSL 200-ton capacity crawler crane.

SC&RA held its annual Crane and Rigging Workshop September 19-21 in Louisville, KY. More than 540 people attended the event which included an exhibition, committee meetings, featured speakers, education sessions and concluded with a tour of the Link-Belt headquarters plant and a demonstration of an impressive line of cranes.

The main issue covered by the Crane & Rigging Governing Committee was a detailed discussion of OSHA's recent interpretation of the new crane operator certification requirements. Jim Maddux, director of the Directorate of Construction, participated in the committee meeting and later was the featured speaker at the workshop opening session.

The differences

Currently, OSHA is requiring that all crane operators must be certified by the type and capacity of equipment.

Three of the major differences of opinion between OSHA and the industry Maddux discussed were:

- OSHA sees certification as the capstone of professional achievement in the operation of specific cranes. The industry sees certification as minimum competency to operate the various types of cranes with much greater training needed.



- The crane and rigging industry believes certification should be primarily on the type of crane whereas OSHA believes each certificate should include type and capacity.
- OSHA wants the certification bodies to work with their respective accrediting organizations to determine the structure of crane operator certification programs.

The industry, certification bodies and labor are working to achieve greater clarification from OSHA very quickly as to how the programs can and will be structured.

Maddux concluded his remarks indicating his agency's willingness and



recap



Jim Maddux, director of the Directorate of Construction, participated in the SC&RA Governing Committee meeting and later was the featured speaker at the workshop opening session

interest in continuing to work with all parties to find acceptable solutions.

Some of the featured breakout sessions covered safety, air caster technology, social media, equipment inspections and what to do to protect your business from liability when an accident occurs.

Slides from many of the presentations can be found at the SC&RA website at

Joel Dandrea, executive vice president of SC&RA, addressed the major accomplishments and activities of the association during 2012 including: the release of the 2012 benchmarking report showing industry growth; making significant improvements to SC&RA's Permit Manual; a 25 percent increase in attendance at association forums, workshops and conferences; successes with states on improving transportation regulations; progress with OSHA on safety and crane operator certification issues; and improving relations and dialogue with U.S. Customs and Border Protection in an attempt to receive a favorable and just ruling on the classification of Self Propelled Modular Transporters (SPMTs) for purposes of eliminating import tariffs.

Mark Eaton, former center for the Utah Jazz and president of 7ft4.com, LLC created an audience participatory presentation on how each attendee can improve their work performance and productivity based on lessons he learned throughout his basketball career.

The four points Eaton discussed were:

- determine your strengths and focus on what you do best,
- find out what people want from you and give it to them,
- make others around you look good, and
- protect your teammates.



<http://www.scranet.org/2012-crane-rigging-workshop-presentations>.

The 2013 Crane and Rigging Workshop is scheduled for September 18-20, 2013 in Orlando, FL. SC&RA encourages industry members to suggest subjects and speakers for future events.



Jeffrey Hammons of AmQuip Crane Rental made a presentation titled "The Importance of Proper Equipment Inspections." OSHA established new rules for inspecting cranes and rigging in 2010 requiring the industry to be very precise in their approach to conducting and documenting inspections. The eight types of inspections Hammons covered were crane modification, repaired/adjusted cranes, post assembly, shift inspection, monthly inspection, annual comprehensive inspections, severe service and equipment not in regular use. His presentation included a detailed checklist for inspecting a rough terrain crane that can be used as a template to create lists for other types of crane inspections. Hammons' checklist and entire presentation can be found on [scranet.org](http://www.scranet.org).



BIO:

David Sturtevant is vice president of communications and marketing for the Specialized Carriers & Rigging Association



Bill Smith discusses reality versus perception in the realm of safety and training

For some companies, “safety and training” is a key component in their everyday business. But for most companies, “safety and training” is just a cloak and dagger philosophy.

Let me explain before you get bothered by my previous statement. I have been in the construction business all of my life. I have had the opportunity to see many perspectives on safety and training from the field as an operator, from the labor side as a director of training and safety for the IUOE, from the management side as a corporate safety manager for Maxim Crane Works, from the government side with the Department of Labor Directorate of Construction, and now from the insurance side as vice president for NBIS.

I’m not saying that everyone takes safety for granted, but many companies fold under pressure when it comes to doing the job and getting paid versus questioning the pressure of the job and doing it right, even if it means walking away. For decades, safety has been something that everyone supports but few are actually willing to put their “money where their mouth is,” especially when times get tough. You always see the signs at the gate, in the shop, on the walls, or even in the business literature, “Safety First!” or “Safety is our Number One Priority.”

Talking the talk

However, there is a gap between reality and perception. The old saying that you have to “walk the walk if you are going to talk the talk” holds true in the construction business as well. Many times, the operation side of our business places a challenge against the safety side, and employees are asked to cut corners. I often hear employees say when calling into the

Walking the

shop to challenge a jobsite situation that they have heard from management: “Can’t you just get the job done? We need you on another job tomorrow,” or “You’re always complaining, can’t you work like everyone else does?” This only leads to contempt, which eventually leads to an accident.

Not to mention, the ‘Safety First’ slogan now becomes just that, a slogan. A slogan that everyone in the company knows is just “smoke and mirrors” and not reality. It has been proven that projects can be completed with zero accidents but it takes a combination of effort, attention, proper actions and a bit of good luck to achieve.

You can’t escape risk

History has shown that safety and training lead to a reduction of incidents, but risks are everywhere and it’s impossible to totally escape risk. For example, a crane turns over where the ground gave way. Even though the operator had proper matting under his outriggers, he was not made aware of the void that existed below the surface due to an old spring and ground erosion.

The National Safety Council (NSC) puts it best in their definition of safety: the control of recognized hazards to attain an acceptable level of risk. Safety becomes a result, an outcome of actions, and is what you get if things are done properly and go as planned. That’s why it is hard for a company to measure efforts and effectiveness and to keep the focus on continued investment into the safety and training of its employees. As long as things are going well, everything must be right, and when the money starts to get tight, one of the first things to get cut is the cost of training and safety meetings.

If safety is considered as being a “thing” or an “activity,” the company is at risk and hasn’t grasped the concept that safety must be an integral part of the company culture and not a commodity that can be dissolved or disbanded. In most companies, the responsibility of safety and training falls on someone that also wears many other hats. In this case, the safety and training hat may be very small and only worn once in a while throughout the year, or in the event of an accident. In many other companies, the responsibility of safety and training will be assigned to an individual or a team by

“If it were my own son working for me, would I want him operating that way?”

creating an entity separate from their own department.

The problem in both scenarios is that in the first scenario, safety is usually given enough attention and in the second, safety is seen as someone else’s job. This separation creates a barrier and causes a dissension between the company’s managers. There needs to be a balance and understanding in both scenarios in that all individuals should be looking out for the benefits of the company, its employees, its profits and liabilities.

There are several reasons to drive safety and training and many resources in which a company can go to get help with delivering both. The primary reason is naturally to protect their own employees. No owner wants employees to be injured or involved in a fatal accident on the job. Insurance costs are also a serious factor in implementing safety.

OSHA regulations push to drive safety. The OSHA crane regulations that went into effect in November 2010 changed the way the crane industry and its customers use and work around cranes. OSHA strives to publish rules for any situation that could be linked to the prevention of accidents. Through the catch-all clause, known as the “General Duty,” OSHA essentially states that if a hazardous situation arises that is not covered by a previously stated rule, an individual has the obligation to fix the problem as though a rule existed. There are also industry standards, such as the ASME B30 for Mobile Cranes and the A10 Standards for Safety in Construction, that aim to help educate employers on their responsibilities and obligations to safety.

Having a safety program, or more commonly, an Injury Illness Prevention Program is a key component; however,



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

safety walk



only if it is properly used, followed and enforced. Most companies have a program on the shelf but not everyone follows the program or knows what it covers. Having a safety program results in the possession of a program, but does not necessarily offer a solution.

Having a process designed to deliver safety as an outcome, and managing the effort required to produce it, is significantly different than just having a safety program. Comfort in a safety

program is driven by the false assumption that mandatory components will somehow automatically deliver the desired results. Too often, a program is developed to insure that a legal requirement is met. Thus, it is developed entirely separate from the other business practices of the company. The result: Generally, a large binder (or binders) made of multiple chapters dealing with a variety of subjects that sits on a shelf and gathers dust. The requirement is satisfied however, the safety results do not improve. There is an old saying, "Plan the work and work the plan." In many cases, if companies implement this idea, incidents are less likely to occur.

Auditing and inspections can provide an indication of the problems occurring and where they are happening. Inspecting does nothing to change the reason for the problems. It does not even provide information as to the root cause of the problem. An inspection, by itself identifies that a deviation from intended results or the plan has occurred. Thus, an inspection

program alone delivers reports of failure or nonconformance to desired results.

Safety is an outcome

The same holds true for safety and training. Safety is an outcome, the result of processes and actions, such as training. Auditing and inspections can improve the system by highlighting weaknesses and deviations. They only add value if the information they generate becomes a trigger for action and are acted on. Often, inspections are conducted, results tabulated, yet processes do not change.

In closing, there is reality and perception. Think hard about your company, its history of incidents, the management culture from the owner to its managers and employees, and make sure that you are not operating under a "cloak and dagger" perception. Near misses are just that and will soon become an accident. Don't get caught by surprise and don't let tough times change solid business decisions and put your company and your employees at a greater risk.

I always say to myself, "If it were my own son working for me, would I want him operating that way?" If the answer is no, it should be no for everyone else as well. ■

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Lanning appointed to global position at Sany

John Lanning has been promoted to director of engineering and development for Sany crawler cranes globally. He has been serving as Sany America's research and development director for crawler cranes.

Liang Wengen, chairman of Sany Group, appointed Lanning to the key role directing Sany's crawler crane product development. Lanning's new post also carries the title of deputy general manager of Sany Heavy Industry. His main duties will be as director of the R&D Institute of Sany Zhejiang Equipment Co. Ltd., based in

Huzhou, a city located two hours west of Shanghai. Sany is moving its global crawler crane manufacturing and development operations to Huzhou. The company was previously known as the Sany Science & Technology Co.

Lanning's duties will include product development for the domestic Chinese market and global markets. He will continue his work developing crawler cranes for North American customers.

"This is a great honor," Lanning said. "Our challenge going forward is to make Sany the dominant player globally in crawler cranes. That will be



my focus. I'll have a great team working with me in Huzhou and around the world. The next few years are going to be a great ride."

Lanning joined Sany America in January 2010 after four decades at Manitowoc, P&H and Link-Belt. He directed design of the 330-ton Sany SCC8300, the company's first self-assembling crawler crane, and the new 550-ton SCC8500 with its movable counterweight and automatic counterbalance equalization system.

ITI webinar series topics released

The ITI Showcase Webinar Series features diverse industry leaders and topics. The free monthly series is intended to deliver world-class resources, ideas and instruction to HSE, training and crane and rigging managers, as well as other leaders throughout organizations worldwide. Upcoming webinars include:

- 10 Audit Points for Your Crane & Rigging Operations: An HSE Perspective, presented by Mike Parnell, president/CEO of ITI; 3 p.m. EST, October 18.

- Tackling the Challenges of Training Site Supervisors, Lift Directors and Other Leaders, presented by Gene Kaercher, director of Safety & Quality, Barnhart Crane & Rigging, 3 p.m. EST, November 30.
- How Studies of Crane Accidents & Trends Lead to a Safer Work Environment, Jim Wiethorn, principal engineer & chairman, Haag Engineering, 2 p.m. EST, December 4.



Obituary: Randy Duenn

Randy Duenn, a longtime member of Alps Wire Rope Corp., died in October after battling prostate cancer. Duenn spent most of his career in the wire rope business starting with UNA-Anchor Wire Rope as warehouse manager. He worked at Criterion Metals before joining the team at Alps Wire Rope Corp. as one of the company's key customer service personnel.

"Those who knew Randy can certainly attest to his fun-loving nature and positive attitude. He was always attuned to the things that mattered, and seldom wavered in exuding a positive outlook on everything. Anyone who met Randy always got to know him. He never held back in displaying his larger than life personality," the company said.

Duenn is survived by his wife, two daughters and grandchildren. "If a man's life is but a vapor, Randy was a giant cumulus cloud at sunset, large and full of color," the company said.

Bauma 2013 set to break more records

The 30th Bauma exhibition, scheduled for April 15-21, 2013 in Munich, Germany, will be the largest ever, with a total area of 681,714 square yards (570,000 m²) of exhibit space. The last time the event was held in 2010 it covered 657,795 square yards (550,000 m²) and despite travel disruptions from Iceland's volcanic ash cloud,

attracted more than 400,000 visitors.

According to Wolf-Dietrich Müller, executive director of capital goods shows at Organizer Messe München, Bauma will feature some 3,300 exhibitors and is expected to attract 450,000 visitors.

He added that even with the additional space that has

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www.bauma.de/en

been found in the Northern outdoor exhibition area, many exhibitors were still looking for bigger stands.

"Many of our exhibitors wanted to enlarge their space, but we couldn't accommodate all of those wishes. We would need another 30,000 m² (35,879 square yards) of outside space," he said.



54



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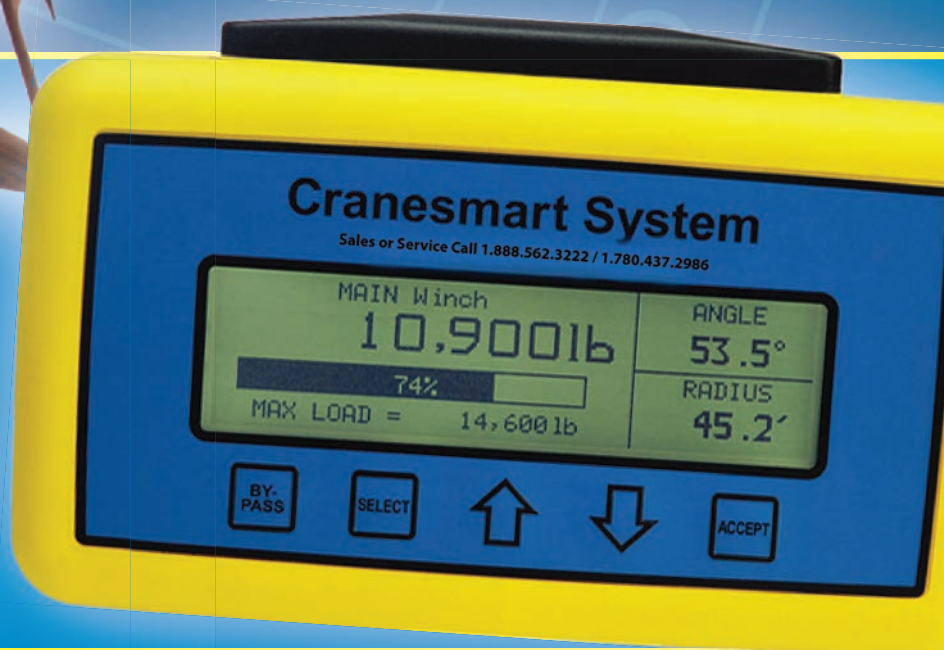
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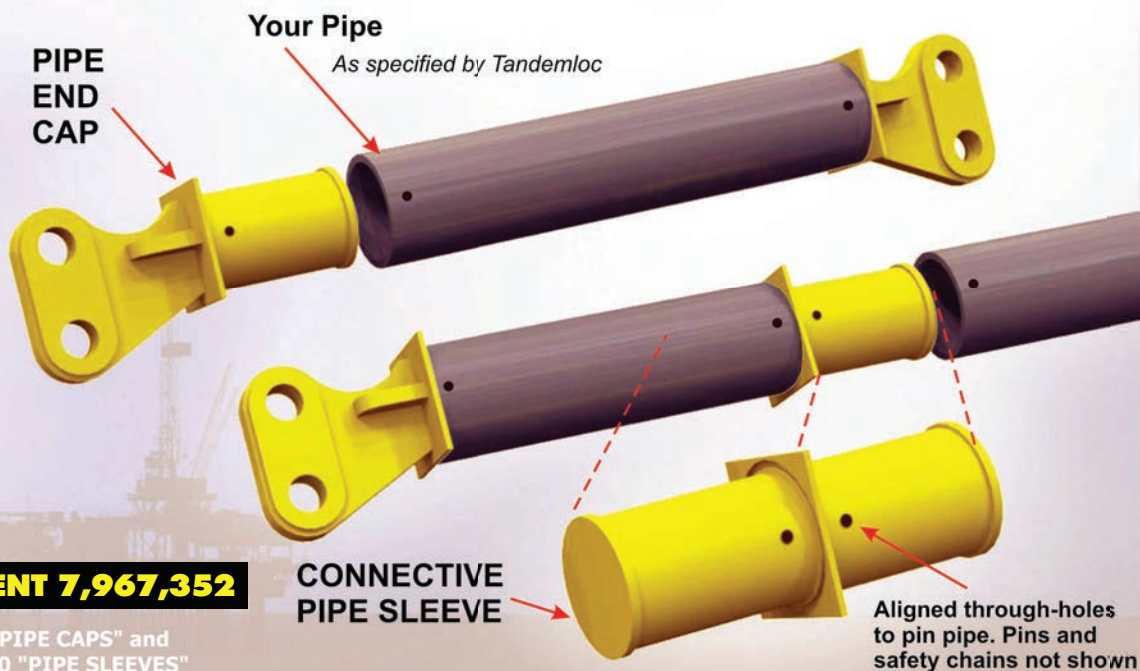
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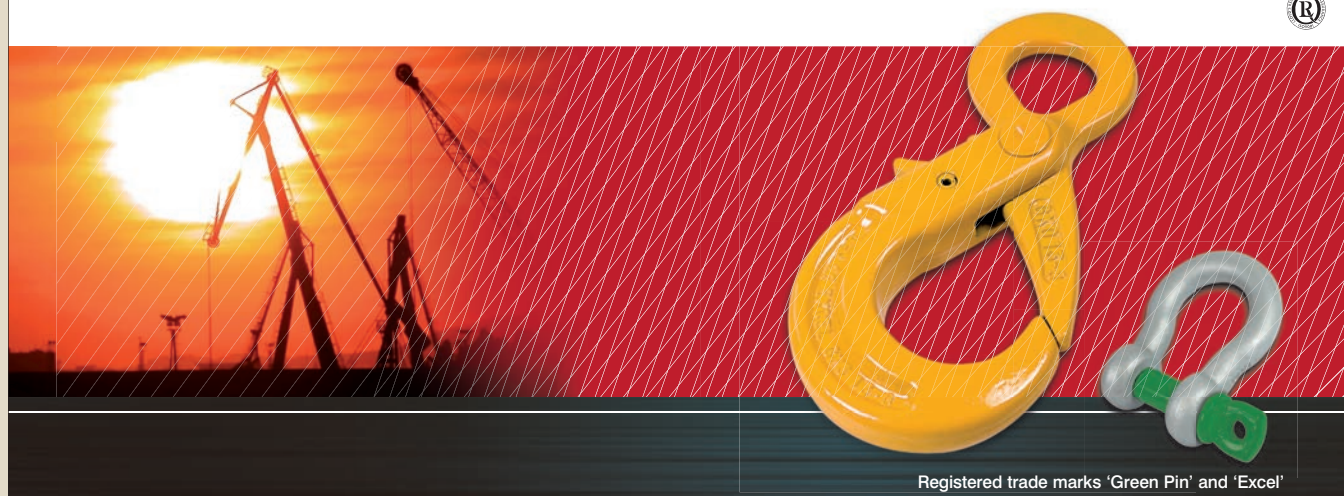
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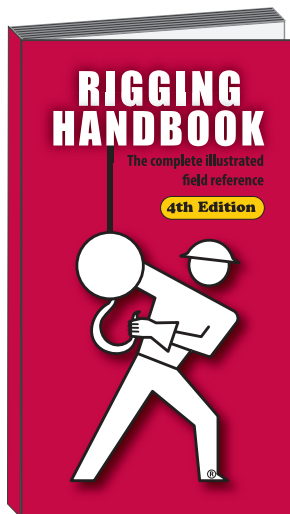
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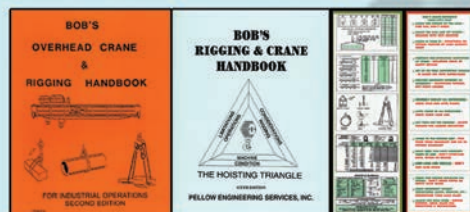
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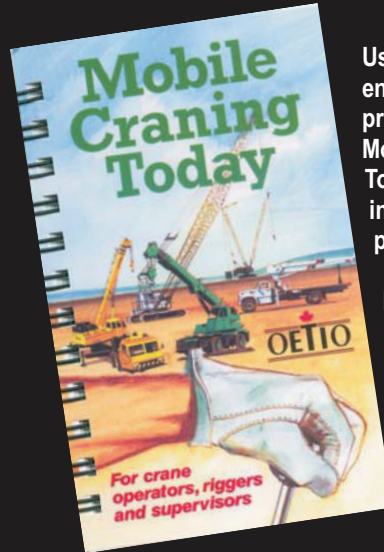
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