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ACT

The magazine for the crane, lifting and transport industry

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Home stretch

It doesn't seem possible but October brings the World Series and the home stretch of 2012. It seems like we just got settled into 2012 and now we are thinking about 2013.

But as you begin the planning process for 2013, be sure to check out the SC&RA's 2012 Benchmark Survey. Sponsored by Unified Logistics, the survey offers financial statistics of crane rental, rigging and specialized transportation companies. The survey goes up on the SC&RA's website in October. For more information see our SC&RA News column starting on page 53.

Last month's SC&RA Crane & Rigging workshop, (which was just last week as I write this column), was a resounding success with attendance and optimism both up. Due to our deadline falling right after the workshop adjourned, we will offer extended coverage of the presentations, speeches and related events in our November issue.

A hot topic at the workshop that will get more ink in our pages over the next few months is the issue of crane operator certification and the new OSHA Crane Rule. Even though many leaders in the crane and rigging sector helped update the new rule, a recent FAQ Memo from OSHA has the specifics of crane operator certification in a quandary. The issue deals with OSHA's interpretation that operators should be certified on crane type and capacity. While the bottom line for both the government and the crane and rigging sector is safety, this will certainly be an evolving issue until it is solved. For more information, don't miss Joel Dandrea's SC&RA Comment article on page 51.

This issue is jam packed with news, so much that we had to go up to five pages in our News section. Lindsey Anderson interviews WHECO's Ron Williams in our Q&A feature starting on page 22. She also paints an increasingly upbeat picture of the self-erecting tower crane market starting on page 30. Our Rigging Review column, on page 26, outlines how RFID technology can make your rigging gear and equipment easier and safer to own, inspect and use.

Link-Belt surprised its recent CraneFest participants with the introduction of two new cranes and the upgrade of another. Recently, I was able to tour Link-Belt's facility and see the new machines on their testing pads. To get the lowdown on Link-Belt's latest see page 28.

And finally, I'd like to welcome SC&RA's David Sturtevant, vice president communications and marketing, to the pages of ACT. He will be writing our monthly SC&RA News feature and serving as our communications liaison with the SC&RA. Terry White, who previously handled this responsibility, will still be a contributor to ACT from time to time.

And finally, as 2012 winds down, let us know what is going on with your company – new jobs, new people, new machines, new ideas. We want to hear about everything!

D. ANN SLAYTON SHIFFLER

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SANY
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Link-Belt's latest rough terrain crane is the 80-ton RTC-8080 Series II. See our New Product Focus on page 28 for the scoop



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■ Sterett Equipment has been appointed Terex Cranes distributor for the states of Kentucky, Indiana, Illinois and Missouri. The distribution agreement includes all Terex models from the all-terrain, rough terrain, crawler and truck crane product lines.

■ Lifting Gear Hire Corporation (LGH) has opened a new warehouse in Columbus, OH, its 15th in the U.S. The new warehouse is located at 1531 Alum Creek Drive.

■ Lube-a-Boom, a provider of specialty lubricants for lift equipment, has added Russ Automotive, located in Fulton, MS, as a dealer to sell its full line of products.

■ Faymonville, a European heavy haulage manufacturer of trailers, has appointed Kitchen's Crane & Equipment as authorized U.S. representative. The company produces stepdecks, extendable flatdecks, diverse lowbeds and dollies and specialized solutions for transporting precast concrete and glass. Faymonville produces heavy-weight modular trailers compatible with products of other manufacturers, including the Powermax SPMT.

■ "Common Risks – Practical Threats" will be discussed by a panel of SC&RA member company executives at the SC&RA Financial, Insurance & Risk Management Forum, November 14-15 in Orlando, FL. Alan Ashlock, president, Crane Rental Corp.; Jay Folladori, vice president, Heavy & Specialized, Landstar Transportation; John McTyre, COO, McTyre Trucking; and James Robertson, president, Allegiance Crane & Equipment; will provide a timely update of real-world risks and threats to efficient, safe and profitable operation of specialized transport/rigging companies. Information: www.scranet.org.



Fully rigged, the transport weight of the new RTC-8080 Series II is less than 90,000 pounds when the modular counterweights are removed

First orders for new Link-Belt RT

ALL Erection & Crane Rental Corp. has finalized the purchase of a dozen of Link-Belt's new RTC-8080 Series II rough terrain cranes, ACT reports exclusively. The RTC-8080 Series II is one of two new cranes and a crawler crane upgrade that Link-Belt introduced to customers and dealers at its CraneFest '12 event in late September.

"As the buyer of the first large package of yet another new Link-Belt crane product, ALL has once again demonstrated their confidence in Link-Belt's ability to deliver to the market innovative and high-specification new models," said Skeeter Collins, Link-Belt's North American sales manager. "We value ALL Erection's confidence in our products, and we look forward to providing outstanding service and support for the life of these cranes."

This purchase agreement also includes an additional 12 units consisting of 65-ton and 130-ton rough terrain cranes, as well as 75-ton and 100-ton truck cranes.

"We have confidence in the quality of Link-Belt

cranes," said Michael Liptak, president of the ALL Family of Companies. "That's especially important right now when we are so busy, and Link-Belt's new rough terrain model meets a tonnage and classification demand that is currently very high."

Cleveland-based ALL Erection & Crane Rental Corp. is the largest privately held crane rental company in

For more information about the new 80-ton RTC-8080 Series II, the new 200-ton 248 HSL crawler and the capacity upgrade of the 298 HSL crawler see our New Product Focus on page 28.

North America and its fleet of lifting equipment services jobs around the world, the company said. ■

SC&RA Workshop convenes in Kentucky

More than 500 people attended the 35th anniversary of the SC&RA Crane & Rigging Workshop held September 19-21 in Louisville, KY. The workshop featured presentations by OSHA Directorate of Construction Director Jim Maddux as well as engaging breakout sessions on safety, crane operator certification, risk management, social media and other topics of interest to the crane and rigging sector.

American Cranes & Transport will provide extended coverage of the workshop in the SC&RA News section of our November 2012 issue.



Elliott debuts 36-ton boom truck

Elliott Equipment Company has introduced a new boom truck, the 36127R, which is a rear-mounted variation of its popular 36127F 36-ton boom truck model, the company said. Both variations of the 36127 feature a 34-foot, 5-inch retracted and 127-foot extended five-section boom with an optional 26 to 45 foot telescopic jib for a maximum vertical reach of 186 feet. With features including aluminum tread plate bed wings, internal anti-two block, a full-length subframe, and Elliott's Dynasmooth controls, the 36127 model is a leader in performance and value in its class, the company said.



The new 36127R is a 36-ton capacity rear-mounted boom truck

The new 36127R includes Elliott's 12,800 pound bare-drum pull two-speed planetary winch with a 9,060-pound single line pull and 425 feet of

rotation resistant wire rope. Each crane comes standard with a 360-degree continuous rotation mechanism and two sets of out-and-down

outriggers with removable ball socket aluminum pads for maximum efficiency. Other features include the Hirschmann iVisor Mentor LMI, Elliott's lifetime structural warranty, a 32-49 foot two-piece friction-free jib and 14-foot, 6-inch mid-span and 21-foot, 2-inch full-span outrigger spread.

The new model comes standard with Elliott's patented Ride Around Control Console, which gives operators a clear view of the load without the extra cost of a crane cab. The model is also available with all-weather open seated controls or a full crane cab with optional air-conditioning. ■

Bardonaro leaves Terex

Frank Bardonaro has resigned from Terex Cranes to assume a job with a crane company in the United States. ACT Editor D. Ann Shiffler spoke with Bardonaro about his resignation, and while he could not reveal the position he was taking or the company he will work for, he said the news would be announced soon.



and it's something that is very exciting for me and my family."

Bardonaro said that after leaving AmQuip he had some restrictive covenants, but they have expired,

allowing him to take the new position. He said he will leave Terex on "very, very very good terms."

"It's been a great company to work for and I think the world of Terex and its people," he says. "I've gained a lot of respect for global manufacturers and having spent this time learning this side of the business, but I think it's time for me to get back into the crane rental business in North America."

A source with Terex Cranes said the separation was amicable and the company anticipates continuing a strong relationship with Bardonaro as a Terex customer. ■



Link-Belt hosted more than 800 customers and dealers from 10 countries around the world at its 2012 CraneFest September 24 through 28 in Lexington, KY

More than 500 executives gathered for SC&RA's 35th annual Crane and Rigging Workshop



HIGHLIGHT

■ The Texas Transportation Commission has approved an 85-mph speed limit – the nation's highest – for a new toll road between Austin and San Antonio. The toll road is a 41-mile stretch of Texas State Highway 130 running from Mustang Ridge near Austin to Seguin outside of San Antonio. Tolls will be collected electronically at certain points along the roadway.

New laser system from Lift Systems

Lift Systems has introduced the Laser Height and Level Indicating System (LLHIS). The system provides accurate height and distance readings via four lasers. It has a zero out feature with absolute value memory, and bi-directional level sensors for the lifting beams or other structures.

The lasers attach to any steel surface via a powerful magnet. The new system can be used on any hydraulic gantry system to monitor both lift height and travel distance as a standalone operator aid.

The product has been designed with maximum portability and versatility as a focus. The system also comes with LED display with rechargeable battery, 100 foot (30 meter) molded cords for maximum reach, and waterproof sensors.



Crane operator Jessica Ives with the pink Terex T 340-1



Phoenix goes pink for breast cancer research

Phoenix Crane Rental of Mableton, GA, has painted its Terex T 340-1 truck crane pink as part of the company's sponsorship of the National Breast Cancer Foundation (NBCF). The family-owned crane rental firm will also be donating a portion of the revenues generated by its pink, 36-ton capacity truck

crane to help the NBCF.

"Terex Cranes is honored that Phoenix chose to use one of our truck cranes for this life-saving cause. With its unique paint job, it will be highly visible on the streets of Atlanta for many years - bringing continuous awareness to a wonderful cause," said Wendy Knowles,

product sales specialist at Terex Cranes.

Atlanta-based Phoenix Crane Rental operates branches in Athens, Gainesville, Augusta, Elberton and Macon, and has a fleet of more than 70 cranes, ranging from smaller boom trucks to large hydraulic truck cranes. ■

Jan van Seumeren Jr. back in transport sector

Jan van Seumeren Jr. is returning to the heavy lift and specialized transport industry with a new independent leasing and consulting company.

CEO of the new Netherlands-based venture is van Seumeren, who left his position as chief technical officer at Mammoet in July 2011. Re-Move offers

leasing for heavy lift cranes and transport equipment, including shipping. Van Seumeren established the company with three former Mammoet managers, Bert Timmer, Peter Bon and John Casteleijn. They are responsible for operations, finance and legal matters, and buying, selling and marketing, respectively.

The independent company will build up its own fleet for bare rental, focusing on crane rental companies and traders in the heavy lift and transport market worldwide. Consultancy services will be offered in the field of inspections, certified valuations of cranes, trucks and trailers, and company valuations. It will also buy and sell new and used cranes, heavy transport equipment and alternative lifting equipment. Re-Move is positioned between

crane rental companies, the equipment manufacturers, banks and leasing companies.

"We can see that it is difficult for many companies at present to invest in expensive cranes, yet there is a great deal of demand for capacity," says van Seumeren. "With our leasing concepts we can offer companies very flexible capacity when and where they want it, all over the world without tying up their capital. We know the market through and through. That's also a source of our added value: we can provide personalized services. Thanks to our long-standing contacts with manufacturers, we can deliver state of the art equipment flexibly and quickly. Our worldwide network enables us to bring supply and demand together. Our knowledge and experience also makes us an interesting party for leasing companies and banks." ■



Re-Move is headed by CEO Jan van Seumeren Jr., left, Peter Bon, John Casteleijn and Bert Timmer

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Crane Service Inc. has taken delivery of Serial Number 2 of the Link-Belt ATC 3275 all-terrain crane

Crane Service inks sizeable Link-Belt order

Albuquerque, NM-based Crane Service, Inc. has ordered seven Link-Belt cranes, all slated for delivery in 2012, the company said. Two of the models on order are the new 275-ton capacity Link-Belt ATC 3275 all-terrain cranes. The first unit was delivered in late August.

"The new ATC 3275s will provide much needed support

for our customers' industrial and commercial projects," the company said.

After a week of training operators and technicians on the crane, the ATC 3275 was scheduled for work at a coal-fired power plant and for a commercial construction project.

Other cranes purchased include four rough terrain

cranes ranging from 30- to 65-ton capacity.

The deal also included a 100-ton HTC 86100 hydraulic truck crane. All of the rough terrain cranes are headed straight from factory to rental projects.

The hydraulic truck crane will be dispatched to the Crane Service Inc. branch in El Paso, TX. ■

Sarens buys 20 RTs from Global

International lifting and transport company Sarens has purchased 20 Zoomlion rough terrain cranes from Global Crane Sales in the U.S.

The order is equally divided between 35- and 55-ton capacity RT35 and RT55 models. Sarens already had 10 RT55s and used them for more than 12 months. The latest units were added to its fleet in Northern Africa. The first 15 machines have been delivered with the last five RT35s were scheduled for delivery in September 2012.

Global is the exclusive international distributor of rough terrain cranes from Zoomlion in China. Four models are available, with lifting capacities from 35 to 100 ton.

Boom trucks perform at Marcellus Shale oilfields

National Crane boom trucks have been working at the Marcellus Shale natural gas fields in Pennsylvania. Levelland, Texas-based

Renegade Wireline Services is using two National Crane boom trucks – an NBT45 and an NBT50 – to insert wireline cabling and related tools into several natural gas and oil well sites.

Rodney Offield, manager of the Pittsburgh branch of Renegade, said National Crane boom trucks are essential to the company's work.

"We need all the cranes we use on the gas and oil field to have at least 125 feet of main boom so that we can place tools into multiple wells without having to move the truck," he said. "The cranes also have to have a high load rating at the boom tip to handle the intense weight

of the multi-ton rigging and cable-hoisting operations."

The NBT45 has a 45-ton capacity and a 127-foot, five-section, full power boom.

The NBT50 has a 50-ton capacity and a 128-foot, five-section, full power boom.

Both machines have the option of being equipped with shorter, four-section power booms.

Offield said boom trucks are not bound by overweight and permitting regulations that restrict the hours or days spent driving larger machines in Pennsylvania. Boom trucks mounted on road-legal chassis can be driven 24 hours a day, seven days a week, Offield said. ■



ALE and Roll-Lift form joint venture

International heavy lift and specialized transport providers ALE and Roll-Lift have formed a joint venture company, ALE Roll-Lift Canada.

Starting in early 2013, the Edmonton, Alberta-based company will offer heavy lift and transport primarily in the oil, energy, mining and petrochemical industries. Investment of around \$50 million over the next two years is planned in a fleet of cranes from 50 tons to more than 1,000-tons capacity.

"I am very excited about the joint venture that will see ALE and Roll-Lift working together in Canada," said Bas Bronder, ALE Roll-Lift Canada vice president. "Together we can make a



International heavy lift and specialized transport providers ALE and Roll-Lift have formed ALE Roll-Lift Canada

difference and add something to the market that is new and refreshing. With innovation at our core, our clients have the best solutions at their fingertips."

Mark Harries, ALE global managing director, said, "This joint venture will see the combining of industry experts

and the latest innovations within the heavy lift and transportation market. The extensive experience and proven track record that is combined within ALE Roll-Lift Canada will truly provide an alternative heavy lift contractor for complex and major projects."

■ The Crane Industry Council of Australia (CICA) has announced its Lift of the Year Award winners. Winner of Category A for lifts over 130 metric tons was John Holland Group. Runner-up was Aztec Analysis while highly commended was Thiess VEC Joint Venture. Category B for lifts less than 130 metric tons was won by Gillespies Crane Services. The Bill Shaw Memorial Award for best overall lift, across categories A and B, was presented to John Holland Group.

■ Barneveld Crane Rental Ltd., (BKV) has ordered two Terex Challenger 3160 all terrains cranes. According to the Netherlands-based company rental rates for the 160 metric-ton-meter rated Challenger 3160 are strong, with fuel consumption relatively low.

■ The joint venture between Palfinger and Sany to manufacture and distribute each others' products has been approved by the relevant authorities. The agreement, established in late February 2012, represents two joint ventures under which Sany Palfinger SPV Equipment Co., Ltd., will produce and sell Palfinger products in China for the Chinese market, and Palfinger Sany International Mobile Cranes Sales GmbH, will distribute mobile cranes produced by Sany in Europe.

■ Takenaka - Singapore Piling Joint Venture has rented three Linden Comansa luffing jib cranes from Access Systems Technology to carry out work on the construction of the new National Art Gallery, Singapore and conservation and adaptive use work on the adjacent City Hall. Takenaka - Singapore Piling Joint Venture is the main contractor for the construction of the \$420 million cultural development.

Sarens will add 20 RTs to its fleet in Northern Africa

Palfinger buys South American Tercek

As part of a policy to increase its presence in South America, the Palfinger Group has acquired 100 percent of the shares in the Brazilian engineering company Tercek Usinagem de Precisão Ltda.

Tercek Usinagem de Precisão Ltda is headquartered in Caxias do Sul. Tercek produces metal components and develops electric-powered bus lifts under the brand name Líbero. The company was looking for a strong partner so it could fund market penetration and expected growth.

Palfinger said that Tercek is a small-sized enterprise which, due to its high innovative power, receives funds from the national Studies and Projects Finance Organization (FINEP). Líbero bus lifts are a new product segment that is considered to have enormous market potential.

Herbert Ortner, chief executive officer of Palfinger said, "For Palfinger, South America is a growth market in which we want to strengthen our presence with products beyond loader cranes. Líbero is a first-rate product for a growing market segment, and it conforms to regional requirements. In Great Britain we are already in the market with passenger lifts, and we are developing regional products in the rest of Europe as well. The takeover of Tercek is a small but valuable step for our growth in South America."



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Despite a gentle rally in the wider stock markets since mid-summer, the heavy equipment sector has failed to jump on the bandwagon.

Chris Sleight reports

Left behind

The economy may not be roaring ahead, but the steady improvements over the last few months linked to increasing construction output and a calming of nerves over the Euro Zone debt crisis have been enough to help major stock market indicators edge upwards. Compared to a year ago, major benchmarks like the Dow, S&P500 and NASDAQ are up anywhere from 13 percent to almost 20 percent. And with that has come the Dow comfortably establishing itself back above the 13,000-point mark for the first time since April.

But the heavy equipment sector has failed to show the same buoyancy. It is down 5 percent compared to a year ago, and has not shown the same gentle up-tick that the major benchmarks have enjoyed since June.

There are two major issues holding the sector back. The first is China, where the once booming construction equipment market is down some 40 percent compared

to a year ago as a result of the government taking steps to curb inflation and prevent over-heating in the real estate market. Having enjoyed gravity-defying growth throughout the 2000s, the downturn has hit the equipment industry hard.

Those who watch the Chinese market will be aware that the government can flick the switch of investment on just as quickly as it switches it off. A rebound of this sort is anticipated by some when President Hu Jintao is succeeded by Xi Jinping in November. However, uncertainty remains for the moment, and when the recovery does come, it is not likely to match the extraordinary boom seen over the last decade.

The other issue holding back the equipment sector is the weakness of the economic recovery. As a cyclical sector, it is generally reckoned that the industry needs 3 percent GDP growth or more to really take off. Unfortunately the International Monetary Fund

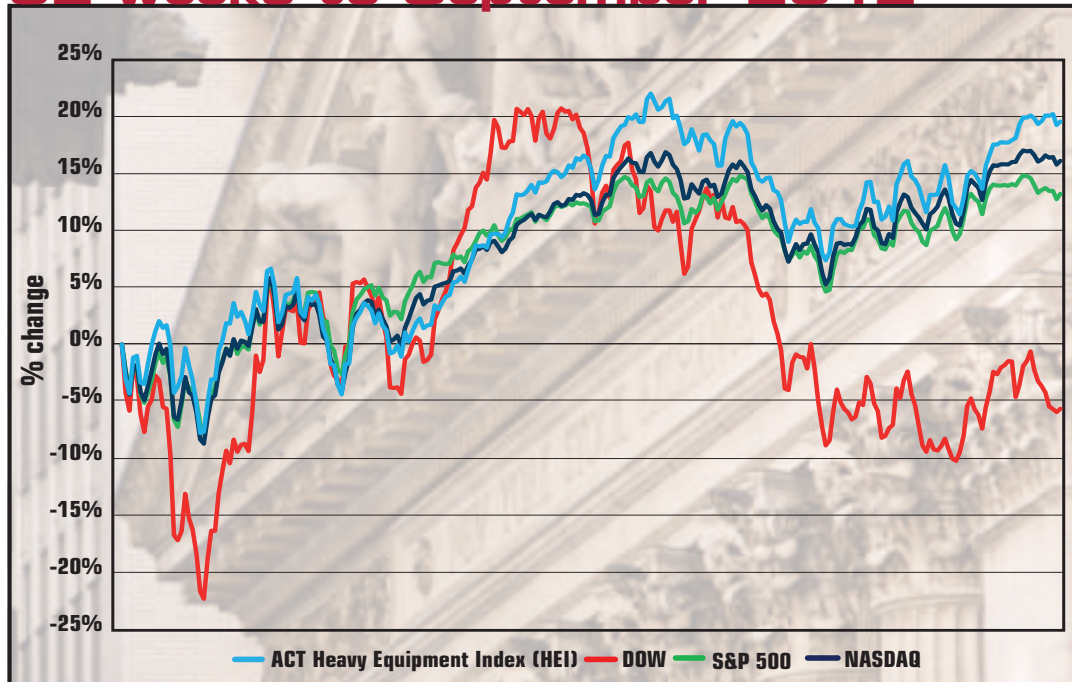
(IMF) forecast for the U.S. this year is only 2.0 percent growth and 2.3 percent in 2013. So while there is undeniably growth in the US equipment market, it looks like economic fundamentals are keeping it subdued.

And then there are even more troubled markets. The Euro Zone economy, traditionally a big equipment market, is forecast to shrink 0.7 percent this year and pigs will fly before it can get up to the 'heady heights' of 3 percent GDP growth.

Having said that, there are important improvements happening in the market. As ACT went to press, European Central Bank (ECB) chairman Mario Draghi made the long-overdue announcement that it would start buying government bonds from distressed nations like Spain, Portugal and Greece.

This is a key step in restoring confidence in the Euro and returning the region's economy to growth. It should prompt a market rally that might benefit the equipment sector. ■

52 weeks to September 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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Terry Young reports on
revisions to the latest
Hazard Communication
Standard



Updated regulations

The Hazard Communication Standard 29CFR 1910.1200 (g) was revised in 2012, and requires that the chemical manufacturer, distributor or importer provide safety data sheets in the workplace. The Safety Data Sheets, (SDS) formerly known as Material Safety Data Sheets, (MSDS) must be supplied for each hazardous chemical to downstream users to communicate information on these chemicals and related hazards.

The information contained on the SDS is largely the same as the MSDS, except now the SDS are required to be presented in a consistent, user-friendly 16-section format. The modification of the Hazard Communication Standard is to conform with the United Nations Globally Harmonized System of Classification and Labeling of Chemicals.

The SDS includes information such as:

- the physical properties of each chemical,
- the physical,

health, and environmental health hazards, and

■ protective measures and safety precautions for handling, storing and transporting the chemical.

The information in the SDS must be in English, although it may be in other languages as well.

In addition, OSHA requires preparers to provide minimum information that can be found in Appendix D of 29CFR 1910.1200.

Employers must ensure that the Safety Data Sheets are readily accessible to employees for all hazardous chemicals in the workplace.

Employers may keep the Safety Data Sheets in a binder or on company computers as long as the employees have immediate access to the information without having to leave the immediate work area. A back-up must be available in case of a power outage or other emergency situation in which the Safety Data Sheets would be needed.

The table below summarizes the phase-in dates required under the revised Hazard Communication Standard (HCS).

EFFECTIVE COMPLETION DATE	REQUIREMENT (S)	WHO
December 1, 2013	Train employees on the new label elements and safety data sheet (SDS) format.	Employers
June 1, 2015 *	Compliance with all modified provisions of this final rule, except:	Chemical manufacturers, importers, distributors, and employers
December 1, 2015	The distributor shall not ship containers labeled by the chemical manufacturer or importer unless it is a GHS label	
June 1, 2016	Update alternative workplace labeling and hazard communication program as necessary, and provide additional employee training for newly identified physical or health hazards.	Employers
Transition period to the effective completion dates noted above	May comply with either 29 CFR 1910.1200 (the final standard), or the current standard, or both	Chemical manufacturers, importers, distributors, and employers

*This date coincides with the EU implementation date for classification of mixtures

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Committed to Crane Safety

The National Commission for the Certification of Crane Operators (NCCCO) has announced the launch of its new *Committed to Crane Safety* program. The *Committed to Crane Safety* program is an employer recognition program developed by NCCCO to recognize employers who have demonstrated their commitment to safety by hiring CCO-certified personnel.

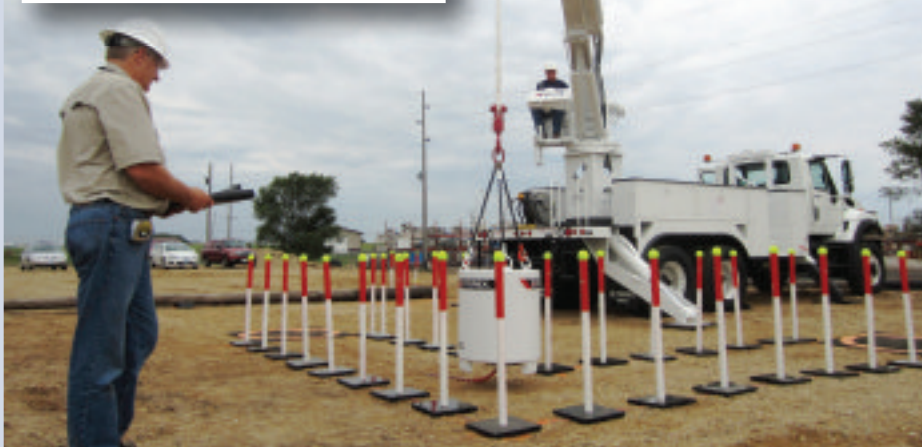
NCCCO recognizes the time, effort and resources expended by companies in obtaining certification for their crane operators and related



personnel. "Crane operators, signalpersons and riggers receive recognition for their knowledge and skill related to safe crane operations when they are issued a CCO certification card," said NCCCO Commission Chairman Kerry Hulse. "It is therefore appropriate that safety-conscious employers should also be honored for their commitment to safety."

Companies that participate in this program have

demonstrated that they are committed to crane safety by hiring CCO-certified personnel. They also usually have a hiring policy that requires or strongly encourages CCO certification. In so doing, they identify themselves as companies that strive for excellence in their hiring and training efforts. All companies that successfully qualify for entry into the program receive a special Recognition Package that includes the rights to use the exclusive CCO "Proudly Employing" logo(s), coverage of their



Terex Utilities held the first NCCCO Digger Derrick Operator practical exams during the week of August 20 in Watertown, SD. During the week, 11 candidates were tested on the digger derrick practical exam, which were conducted by four NCCCO-accredited Practical Examiners from Terex, which was a charter member of the NCCCO Task Force that developed the program. The event was held in conjunction with Terex Utilities' annual Hands-On training program, which provides essential training on the operation and application of Terex Utilities' digger derricks and other equipment. The three-day program is designed for customers as well as distributor personnel to learn the proper operations of the equipment. Participants gain valuable hands-on training on the application of the equipment to meet various jobsite requirements as well as an understanding of appropriate work methods and safety procedures.

“ Safety-conscious companies work hard to earn, maintain, and protect their reputation in the industry. It's appropriate that companies who use CCO certification to help qualify their workforce be recognized as well. **”**

Thom Sickelsteel, Sickelsteel Cranes Inc., Mount Vernon, WA

efforts in national and local media, and other benefits.

"We enthusiastically applied for participation in this new program," said Jeffrey Hammons, vice president of risk management at AmQuip Crane Rental, Trevoze, PA. "CCO certification has driven our operators to perform on a more professional level and raised their awareness of best practices. And our customers have a greater sense of safety and security knowing our operators are tested and certified in their craft."

"Zachry is delighted to be a charter member of this new recognition program," said Samuel Rogers, senior corporate crane safety coordinator for Zachry Industrial, San Antonio, TX. "By requiring CCO certification for all our operators, Zachry decreased its crane incident cost by 80 percent in the first year of implementation."

"Safety-conscious companies work hard to earn, maintain, and protect their reputation in the industry," said Thom Sickelsteel, whose company Sickelsteel Cranes Inc., Mount Vernon, WA, is also a founding participant in the new program. "It's appropriate that companies who use CCO certification to help qualify their workforce be recognized as well."

Companies that employ CCO-certified personnel are eligible to apply for the



Committed to Crane Safety Program. Qualifying companies may have their primary business activity in the fields of general construction, crane rental, sign installation, steel erection, machinery installation, manufacturing, or petrochemicals.

Companies that display their recognition plaque or use the exclusive

First group of companies to be recognized through participation in the new program include:

- AmQuip Crane Rental LLC
- Barnhart Crane and Rigging Co.
- Boh Bros Construction Co. LLC
- Buckner Companies
- Cianbro
- Crane Rental Corporation
- Dawes Rigging and Crane Rental
- Deep South Crane & Rigging
- George Young Company
- Kiewit Corporation
- Marco Crane & Rigging
- Rent-A-Crane Inc.
- Sickelsteel Cranes Inc.
- Sims Crane & Equipment Co.
- TNT Crane & Rigging Inc.
- Turner Industries Group LLC
- W.O. Grubb Steel Erection Inc.
- Zachry Industrial Inc.

program logo in their promotional activities enhance their standing in the industry by demonstrating both to their clients and employees that safety is a priority. These companies are nationally recognized for their achievement on the NCCCO website, in the CCOOnline newsletter, and in other industry media.

Companies may apply for recognition within the separate programs established for employers of crane operators, riggers, and signalpersons. A Recognition Package and logo has been tailored for each program. Companies interested in demonstrating they are *Committed to Crane Safety* submit an online application along with supporting documentation. Examples of such documentation may include the percentage and/or number of operators who are CCO-certified at the company, a copy of the employer's hiring policy requiring CCO certification, and the number of years the policy has been in place.

There are no fees required for



“ Companies may apply for recognition within the separate programs established for employers of crane operators, riggers, and signalpersons. ”

participation; all administrative costs are borne by NCCCO. Recognition is valid for one year. When a company is nearing its anniversary, an opportunity is provided for renewal.

To learn more about the NCCCO *Committed to Crane Safety* program and apply online – visit the NCCCO website at http://nccco.org/Committed_to_Crane_Safety.html

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Repairing

WHECO has come a long way since its inception in 1968. **Lindsey Anderson** spoke with CEO **Ron Williams** about his company's successes, challenges and how WHECO determines if a crane is repairable or not (but most likely, it is).

Ron Williams didn't purposely set out to get into the business of repairing damaged cranes. In fact, it was another company's shoddy work that caused the chairman and chief executive officer of WHECO Corp. to consider getting into the repair industry.

WHECO was originally a division of another service business that Williams started in 1968 in a rural Washington community. In 1978, WHECO was spun off and incorporated. At that time its services included manufacturing specialty construction and transportation equipment, providing hydraulic repair services and being a U.S. Department of Defense contractor that provided remanufacturing services on cranes and other military support equipment.

In the early 1980s, Williams was working to grow WHECO's existing business. The company had just taken on an accident-damaged crane for a customer but it needed structural repairs, so Williams and his team scoured the country to find a credible company that specialized in crane structural repairs. Williams had the structural repairs sent from his Washington-based facility to a company in South Florida – and when the pieces came back, Williams knew he could do better work.

"We were very disappointed in the workmanship, so we then decided that if we were seeing the best our country had to offer, we were going into the crane structural repair business," he says. "We then purchased that crane, finished the repairs and sold it."

With his feet wet in the proverbial crane repair business, Williams sold off the other branches of WHECO and concentrated on shaping his company

into a repair and rebuild business. Williams also setup WHECO to provide additional services such as service life extension projects and remanufacturing of cranes, drilling equipment, oil field service equipment and pile driving equipment.

"We established critical company repair processes which continue to serve us well to this day," Williams tells *ACT*. "Our business model is to always provide documented, OSHA compliant, engineered repairs; always perform top quality structural repairs that look like we have not been there and not to perform modifications to the crane manufacturers' original design or structural capacity ratings."

WHECO now has five rebuild facilities strategically located within the continental U.S., plus a crane maintenance center on Kwajalein, The Marshall Islands. It also has provided specialized field service repairs in Alaska, Hawaii, Europe, Asia, Africa and South America.

WHAT ARE THE BIGGEST CHALLENGES IN REPAIRING DAMAGED CRANES AND EQUIPMENT?

There are really two key challenges that we consistently face. First, while there is not much that we haven't seen, each repair is still unique and requires a detailed survey to develop a specific scope of work and plan. Second is to educate the customer to understand what we are doing and have them buy into our process. We are very proud that in over 32 years of providing structural repairs, we have never experienced a failure or been a defendant in a law suit. It's a great track record.



Ron Williams considers WHECO the U.S. leader in crane structural repairs



cranes

HOW DOES WHECO APPROACH WHETHER A CRANE IS FIXABLE OR NOT?

Most anything is repairable, but we always want to ensure that a repair will be safe, compliant, time- and cost-effective. WHECO always checks for the price and availability of replacement OEM parts as part of its process of deciding whether or not to fix or replace a crane or specific component. And while you would generally assume that if the cost of purchasing a replacement component is less expensive than repairing it, you would opt to purchase the part or component. In most cases we would agree. However, if there is a long lead time to get the part causing the crane to be out of revenue-generating service for an extended period of time, then a repair, even a more costly one, may make economic sense. When you are considering repair versus replace, you have to always consider the cost of downtime.

FOR YOUR CUSTOMERS, WHAT ARE THE BIGGEST ISSUES IN REPAIRING AN ACCIDENT-DAMAGED CRANE?

A common issue is their concern with compliance. Unfortunately, many customers are not familiar with OSHA and ANSI standards and do not know that third-party repair services are provided for in these standards and regulations. They often receive wrong and misleading information from the manufacturers and their dealers. It's a constant battle, but we are slowly changing the paradigm. Our relationship with Manitowoc CraneCARE as an approved structural repair and restoration services provider has helped to endorse structural repairs for cranes.

WHY ARE MANUFACTURERS RESISTANT TO STRUCTURAL REPAIRS? HOW DO YOU COUNTER THIS RESISTANCE?

There are two things at work here. First, manufacturers are in the business of selling new cranes and replacement parts. So it stands to reason that they want to protect the integrity of their aftermarket

“ The success of WHECO is dependent upon its ability to think out of the box, while providing cost effective ways to perform each repair without compromise to safety, service life or performance. ”

Ron Williams, chairman/CEO, WHECO

business. Second, they have never really ever been challenged to think about structural repair as a value-added service to their customers. WHECO has been very successful at educating crane owners on the value and benefits of structural repairs. We counter resistance with education and providing the truth about what can and cannot be done. We also work every day to build relationships and bridges with the manufacturers in an effort to help them to better understand the value of our services to them and their customers.

WHAT IS THE NATURE OF YOUR AGREEMENT/RELATIONSHIP WITH MANITOWOC CRANECARE?

This past year we became an endorsed provider of structural repair and restoration services for Manitowoc crane products. Essentially, Manitowoc has set up a special engineering group that we work with on structural repair projects. We work together to establish protocol and processes, and submit work that will receive a Manitowoc approval. The Manitowoc endorsement provides another layer of assurance that adds value for the customer. Our successful business model has provided WHECO the opportunity to work for all the major crane manufacturers as an independent service provider upon occasion and has led to the development of our current authorized service provider relationship with Manitowoc. As well, we are always open to working with the other crane manufacturers to bring our value added services to their customers.



WHECO has five rebuild facilities, such as the one pictured in Aiken, SC, located within the continental U.S.

WHAT IS IT ABOUT THIS BUSINESS THAT KEEPS YOU ENGAGED?

Successfully meeting and completing the challenge of each and every job, all of which are unique. The success of WHECO is dependent on its ability to think out of the box, while providing cost effective ways to perform each repair without compromise to safety, service life or performance. All of these must be performed in the minimum amount of time possible to minimize downtime and loss of revenue to the crane owner. Additionally, the costs of repairs must be minimized to wrap the complete job in a value-added package. If you don't benchmark traditional repair services with a proposal from WHECO, you're simply missing out. Our goal is to help the customer get their crane back into revenue-generating service without compromise. We have no outside conflicts of interest like selling cranes or crane parts that might deter us from that goal.

WHAT ARE YOU MOST PROUD OF IN YOUR CAREER?

I am most proud of the fact that we have broken the glass ceiling for crane structural repairs. For years, manufacturers preached that welded

structural components of cranes that were damaged must be replaced. Early on, WHECO perfected the procedures to provide safe and cost-effective structural repairs and remanufactured crane components with minimal downtime. Our core business has taken structural repair from "behind the barn" and into the forefront, which WHECO has made into a legitimate business based on honesty and commitment to provide crane structural repairs without compromise.

WHAT DO YOU LIKE TO DO WHEN YOU ARE NOT WORKING AT ONE OF WHECO'S SHOPS?

I enjoy spending time with my wife, Doreen and with my parents, who are in their 90s and still enjoy getting out when we can take them. My sons, Jeff and Mark, are also involved in WHECO and I also enjoy being with them and their families. I have always enjoyed antique cars, tractors and trucks and therefore spend time at shows and auctions, looking for more to add to my bucket list of "to be restored" antique junk. I also enjoy boating and touring the U.S. to see it from the ground ILO from 35,000 feet. Add in some occasional golf and fishing, life is good!

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Companies can now instantly and accurately collect data in conditions that would quickly destroy traditional barcode labels

RFID review

Somen Mondal reports on how Radio Frequency Identification (RFID) and other technologies can streamline the inspection process and enhance overall safety

When you deal with lifting products or services – everything from cranes and rigging hardware to wire rope and slings – you’ve got a lot of inspections to think about. You may be responsible for meeting safety standards and safety documentation for yourselves and your customers. And you probably need to keep them for several years in order to produce them at a moment’s notice if government inspection agencies come knocking at your or your customers’ doors.

But if you’re managing inspections and safety compliance without Radio Frequency Identification (RFID), completing the work described above could mean hundreds or even thousands of hours spent each year simply dealing with paperwork and manually entering each record into a spreadsheet.

That’s exactly the situation Uniropo was in back in 2005 when they began looking at RFID and related solutions. Since then, more and more lifting and rigging companies are harnessing the power of RFID in their day-to-day operations. Certex, Cranes & Material Handling, Lift-It, Engineered Services, Hercules SLR, West Coast Wire Rope and Super Slings have all embraced this technology.

It’s changed the way they work, the way they do business, and the way they serve customers.

What is RFID?

RFID is a type of automated identification technology that uses radio waves to transmit information – such as object’s identity – in the form of a unique serial or ID number. It enables tracking and identification by using that unique

ID number as a key to more data (i.e. certificates, visual inspections, etc.). Adoption of RFID has been steadily growing across industries, with total worldwide revenue expected to reach \$6-billion in 2012 according to ABI Research.

Today, RFID tags are critical to improving efficiencies in industries such as oil and gas, mining, and construction. Companies can now instantly and accurately collect data in conditions that would quickly destroy traditional barcode labels.

In lifting and rigging, you can scan any sling, lifting device, or heavy equipment asset using a mobile device with an RFID reader and instantly pull up its profile, audit history, and countless other compliance-related details, anywhere, anytime. Manufacturers making equipment for the lifting and rigging industries have been putting RFID right into their products for a couple of years.

Streamlining inspections

Crane, lifting and rigging companies face unique challenges in terms of asset management and inspections. These challenges include asset identification, inspection scheduling, compliance guesswork, time consumption, and unmanageable paperwork. In an industry where a single faulty piece of equipment can lead to loss of life, removing problems in these areas has become a crucial step toward embracing efficiency gains.

Let’s look at a few of these traditional problem areas where change is happening.

Instant asset identification. Traditionally, serial numbers were read visually by inspectors, with data being recorded in



THE AUTHOR

Somen Mondal is the CEO and co-founder of Field ID, a global leader in cloud-based inspection software

and safety management for smart phones, tablets and the web. Somen holds a B.A.Sc. in Computer Engineering from the University of Toronto and an MBA from Queen’s University.





“In an industry where a single faulty piece of equipment can lead to loss of life, removing problems in these areas has become a crucial step toward embracing efficiency gains.”

Tagging assets with RFID chips gives the power to identify an item without human intervention, completely electronically, while raising the bar on efficiency and lowering overall liability



the field by hand. The process itself was open to imperfections and error, from unreadable handwriting to damaged or dirty paper records. And if an asset was improperly identified, whatever comes next, no matter how properly it is done, is useless.

Tracking and ID

Now, more companies in the lifting and rigging arena are attaching RFID tags to lifting devices and then using RFID-enabled mobile devices to scan and instantly identify equipment, at any location. Combined with cloud-based software, inspectors can immediately access the item's information - everything from the date of last inspection, certification deadlines or repair history.

Proactive inspection scheduling. Some equipment requires inspections daily, some annually and some require recertification. When a company has four inspectors conducting upwards of 800 crane and lift inspections per year, the last thing you need are additional on-the-job complications. With electronic inspections and cloud-based compliance management, automation enters the picture.

Automatic alerts and notifications can be setup for internal efficiency, or for external updates to customers for true value-added service.

The nature of RFID's applications in lifting and rigging supports more than just efficient inspection management; it also paves the way for more proactive customer service. Rather than letting a customer or end user dictate safety standards or scheduling, a company using RFID and mobile devices is better positioned to stay ahead of customer needs. Putting this

technology to work means you can be the one who approaches your customer and says, “Hey, your sling is coming up for renewal.”

Traceability, compliance and audit-readiness. In the past, the accuracy of inspections and compliance processes was challenged by the need to manually enter inspection data, the hassles of filing and storing data in off-site cabinets, and problems with damaged or missing tags on critical pieces of equipment. And presenting all this paperwork to a government auditor or, even worse, during an accident investigation, was a nightmare scenario.

With RFID technology, maintaining constant audit-readiness is possible. The ability to scan anything in your safety system and instantly produce an audit trail means a process that traditionally took up to two weeks is now done with a few clicks. Companies can quickly change their safety policies using RFID to reflect regulatory changes from OSHA as well as any internal requirements. RFID and mobile technology gives total traceability, and you can build cradle-to-grave tracking into your business with ease.

Enemies of efficiency. In the lifting and rigging business, paper-based processes and even spreadsheet-based computer records have proven to be the enemies of accuracy, efficiency and effective time management. To properly manage safety compliance, a safety audit trail must be maintained for each and every piece of equipment. This includes internal inspections, third-party inspections, certifications and manufacturer's documentation. With pen and paper, all this massive paperwork made safety

management and compliance processes a headache. Accuracy was another constant issue as there was always a potential for human error.

Growth in RFID adoption together with mobile devices and cloud-computing are allowing the lifting and rigging community to digitize the most time-consuming and error-prone processes. Tagging assets with RFID chips gives you the power to identify an item without human intervention, completely electronically, while raising the bar on efficiency and lowering overall liability.

What's next?

RFID offers the lifting and rigging community obvious and direct benefits. And they all can be summarized as improved competitiveness for a company. Time savings, greater quality and efficiency, and reduced error and liability are key drivers of this adoption among rigging companies. And the growth trend will only continue.

The most exciting benefits of using these tiny tags in industrial environments may yet be realized. It's possible that even greater RFID solutions are just around the corner.

One of the great things about technology is that people are always finding new ways to use it. ■

RFID TECHNOLOGY

RFID technology can be applied to many industries with new applications being introduced at a rapid pace. The primary suppliers of this technology to the lifting industry are Field ID and InfoChip Systems.

Fall festival of

Link-Belt's innovation shines brightly at its CraneFest '12 event.

D. Ann Shiffler reports

More than 800 customers and dealers from 10 countries around the world attended Link-Belt's CraneFest the last week of September

Link-Belt has not let a tepid economy hinder its ability to bring new cranes to the market. At its CraneFest '12 event for dealers and customers September 24-28 in Lexington, KY, the company showed off its all new 80-ton capacity RTC-8080 Series II rough terrain crane, its new 200-ton 248 HSL crawler and the upgraded 290 HSL crawler with an improved capacity from 230 tons to 250 tons.

To get the lowdown on Link-Belt's newest models, I travelled to Lexington in late August to see what the Link-Belt team had been up to in terms of product development. This being a non-ConExpo and Bauma year, I figured they had one new crane up their sleeve, but I was surprised to learn that they were going to roll out three.

"CraneFest has been a Link-Belt tradition," says Bill Stramer, vice president of sales and marketing. "Our goal is to touch the market every 18 months or so with new products and bring our customers and dealers to Lexington."

One thing about the Link-Belt folks, they are passionate about their products, and this passion resonates with product managers Rick Curnutte and Pat Collins.

It seems like Curnutte, who manages telescopic crane products, could assemble the new RTC-8080 single-handedly. As he led me through the part of the factory in which rough terrain cranes are built, he filled me in on every nuance of the machine from the pre-painted components and plated hardware to the easy-to-access engine.

"Link-Belt pioneered pre-paint," he says. "It's all in the details that set us apart."



This crane is going to be a huge hit. The 3-piece bi-fold fly – it is the cat's meow."

The RTC-8080 Series II will replace the RTC-8075 model.

"The new RTC-8080 Series II hits the mark between the RTC-8065 Series II and RTC-8090 Series II," he says. "It has all of the cutting edge features that customers and operators expect in the Series II line."

New features

These new features include platform guardrails and a 41 to 127-foot, four section, full-power, formed boom. The crane incorporates Link-Belt's Teflon wear pucks so the boom requires no grease. An available remote control boom flood light attached to the base section of the telescopic boom can be used as a spotlight in night-time settings. The boom, combined with removable, modular counterweights, makes the transport weight less than 90,000 pounds.

New to this crane are three on-board fly options that feature four manual offset positions of 2, 15, 30 and 45 degrees. These fly combinations provide up to an additional 64 feet of on-board reach.

One of the three on-board fly offerings is the 3-piece, bi-fold lattice fly, which

has a 10-foot integrated fly. "It will have two bottom sheaves for mutli-part line reeving and have over 20 tons of capacity," Curnutte says. "No more hauling a separate, specialized fly to the jobsite and then trying to figure out an easy way to install it – everything you need stows neatly on the crane."

Link-Belt will provide lift procedures for two-line, one-load operation from the main boom head and from the 10-foot fly. With the full 64-foot on-board fly, the tip height of the crane is 199 feet.

The crane is powered by a 270 horsepower (201kW) Cummins QSB 6.7L with a Tier 4i/Stage IIIB emission

The new RTC-8080 Series II has a capacity of 80 tons and features a three-piece, bi-fold fly, plus a 41 to 127-foot, four section, full-power, formed boom



cranes



Shown with fully extended pontoons, there are six points of access to the flat deck of the carrier frame which has large swing out engine hood doors for ease of service



Truly impressed with the machine and its attributes, Collins says the new crane will “create new markets.”

“The 248 HSL is the next generation of the highly successful 248 HYLAB 5 series started over 20 years ago,” he says. “The 248 HSL joins the 238 HSL and the newly upgraded 298 HSL as the strongest trio of cranes

in the 150- to 250-ton market today.”

Collins says the machine has successfully passed a rigorous testing regimen.

“We moved through the structural testing and then on to the capacity testing,” he says. “This crane has been thoroughly tested. We had it on the test pad for several months. It passed with a 125 percent overload.”

Perfect for the general contractor and rental applications, Collins says the 248 HSL will prove its value quickly on the jobsite.

“It is loaded with all the features and the latest technology to satisfy everyone from the owner to the purchasing agent, and

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compliant engine. A direct-mount power shift transmission brings the power to the wheels, and it has six forward and six reverse speeds. It has four steering modes: independent front, independent rear, all wheel and diagonal. Winches deliver 18,500 pounds of line pull and 460 fpm of line speed.

The new crane also features many safety and access points for operators. “There are six points of access to the flat deck of the carrier frame, and the front and rear lower steps can be folded up to avoid damage when being transported,” he says. “We’ve added an access ladder into the upper sheet metal to allow access to an upper work platform with a folding guardrail. Swing-out doors give access to the entire engine compartment so it is easy to monitor routine checks of power-terrain components as well as fluid levels.”

The operator’s cab features a large viewing window that minimizes blind spots, and the crane features Link-Belt’s Pulse crane operating system. Other features of the RTC-8080 Series II include the Confined Area Lifting Capacity (CALC) feature for three different outrigger positions (fully extended, intermediate and fully retracted); electronic throttle for improved throttle response; hydraulic disc brakes for both service brakes and parking brake; single or dual axis joystick controls for precise control; weather-proof electrical

connectors and relays; color coded and numbered wiring is protected by a flame retardant polyethylene insulation; full lighting package includes cab lights, headlights, turn indication, marker, backup, and stop; no deducts in capacity when telescoping loads; hand-held outrigger controls; and 24/7 support by Link-Belt Preferred including online manuals, literature, a ground bearing calculator, and 3D Lift Plan.

Powerful crawler

Collins, product manager for Link-Belt’s lattice boom cranes, is fired up about the company’s latest advancement in crawler cranes, the 200-ton 248 HSL.

“It’s all new from the ground up,” says Collins. Drawing on the success of the 150-ton 238 HSL introduced at ConExpo in 2011, Collins says the new 248 HSL will cover such key markets as steel erection, bridge work, tilt wall work, foundation work and pile driving, a mainstay for Link-Belt cranes.

“The 238 HSL has not missed a beat in the market,” says Collins. “This mid-range crawler has been the undisputed champion in the 150-ton class. It’s been a flawless product and exceeded expectations, even in a down market. So the stage was set for a bigger and higher capacity crawler and the 248 HSL will fill that need.”



The RTC-8080 offers a 3-piece bi-fold lattice fly with a 10-foot offsettable section



Link-Belt's 248HSL will begin shipments in late fourth quarter 2012

One of the new 248 HSL's targeted features was to provide the highest capacities while providing minimal mast and/or counterweight tail swing. The crane has a tail swing dimension of 16 feet 10 inches



SC&RA Environmental Excellence award for these initiatives, and the ECO system is a major part of this effort.

Another interesting element of this system is that the operator-selectable auto-engine shutdown will turn the engine off after extended periods of inactivity, so long as critical operating criteria are met.

Link-Belt chose the 282-horsepower (211-Kw) Isuzu 6HK1 Tier 4i engine for the crane. The high-performance tandem main piston pump and gear pump package provide total horsepower control by maximizing available power for high flow/speed, as needed, with the highest level of fuel efficiency, Collins says. Piston motors drive the swing and travel systems, front/rear winches and the boom hoist. The matching performance 26mm main winch grooved drums come standard with power up/power

especially the operator," he says.

Like the 238 HSL, customer input drove much of the new design for the 248 HSL, according to Collins.

The crane comes standard with folding upper guardrails and full-length right and left catwalks with grab handles. The crane operator is assisted by an on-board, high-resolution back up camera that will help monitor jobsite conditions. An outside audio/visual travel alarm system informs crew members on the ground.

"The HSL monitoring system provides the operator all critical lift information," Collins says. "It is very intuitive and allows the operator to set swing and other control parameters creating virtual walls with audio and visual alarms."

The crane's ECO system creates fuel efficiency, resulting in less engine RPM under load and fewer emissions. When activated by the operator, ECO allows maximum line speed with lighter loads while the engine remains under 1,000RPM, Collins explains.

Link-Belt's commitment to environmental protection has been a notable aspect of its entire manufacturing operation and its cranes, Collins says. During our plant tour, he pointed out the various conservation efforts throughout the plant. The company recently won an

"We wanted to assure a big crane lift package in a confined envelope," Collins says. "We knew a tight, compact tail swing was important."

Ease of transport was an important design consideration for Link-Belt. The modular upper counterweight removal system lowers the counterweights to the ground from the remote control station.

The main load with base and self-erection equipment weighs less than 87,000 pounds. Two 17,650-pound carbody weights help provide a strong lift chart in a compact package.

The 248 HSL has a main boom length of 55 to 285 feet and incorporates lifting sheaves in the boom base section for fast assembly and disassembly. A fixed jib ranges from 30 to 100 feet for a maximum tip height of 345 feet.

The operator's cab was designed for comfort and functionality, Collins says. The crane comes standard with high-output air conditioning. Orders for the crane are being processed and the first units should ship in the fourth quarter of 2012.

298 HSL upgrade

And finally, Link-Belt added one more upgrade. The 298 HSL crawler has received a boost in capacity, with its base rating increased from 230 tons to 250 tons.

This upgrade will take effect immediately and will be designated by a 250-ton capacity badge on all new models, Collins says.

"An upgrade kit will be available for existing 230-ton 298 HSL machines, which will include crane rating manuals and a software upgrade," he says. "But no physical changes or components will be required."

down with automatic brakes.

The 248HSL has a heavy duty lower with two carbody counterweights to provide a stable lifting base and long life with all sealed rollers, idlers and drive components, along with full contact 44 inch shoes, and a 25-inch clearance in its working configuration. Car body jacks come standard with a remote control for quick assembly with increased lowboy clearance both in width and height, Collins says.

Another important element of this crane is its ability to perform in tight spaces.



The 298 HSL crawler got a boost in capacity, with its base rating increased from 230 tons to 250 tons



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Liebherr expects the self-erecting market to develop over time

Self-erecting tower cranes still have room to grow in North America. **Lindsey Anderson** reports

Looking up

Right as the North American crane industry started to become more cognizant of self-erecting tower cranes, the economy buckled and with it went most applications where self-erectors would typically work.

"Self-erecting cranes in North America are a niche market representing less than 2 percent of tower cranes of all types," says Bill Carbeau, Liebherr's general manager of business development, tower cranes, North America. "We expect the self-erect market to develop over time as more advanced lifting requirements are needed."

In Europe, self-erectors have long been popular for their up-and-over reach and small footprint. The cranes also boast low assembly and disassembly costs compared to traditional tower cranes and are seen as a 'green lifting source' due to their electric motors, low noise and lack of exhaust.

"Self-erecting tower cranes are very economical to run cyclical work," says Angelo Cosmo, Terex Cranes' product manager, tower cranes. "They can be used for applications that don't demand such

high capacities as normal tower cranes. They are good for jobs that last a long time."

But despite the multitude of economical and environmental benefits to these slender lifters, their popularity remains strongest in Europe.

"Our goal and belief is that North America will become more like the European market over time," Carbeau says. "Currently, self-erecting tower cranes make up over 65 percent of the total tower crane market in Europe. We think with the proper promotion, our market can grow in numbers and uses."

In Europe, self-erectors are used for a variety of applications, from commercial and residential to even some agricultural jobs.

"There are many more shapes and

According to Manitowoc, self-erecting tower cranes are well-established in the western half of North America. Cities such as Phoenix, Denver, Salt Lake, Los Angeles, San Francisco, Seattle, Vancouver and Calgary are seeing good utilization

sizes of self-erecting cranes [in Europe]," Carbeau says. "They range from 13 meter-ton to 120-meter-ton capabilities. It's common to see small pickup trucks towing these small machines from job to job."

But according to Manitowoc, which manufactures the Potain line of self-erecting tower cranes, the established markets in the western half of North America are doing "quite well."

Mike Heacock, Manitowoc's vice president of sales, North America, says cities such as Denver, Los Angeles, San Francisco, Seattle, Salt Lake City,

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Potain self-erector lends lifts to Hyatt hotel construction

A new Hyatt hotel being built in Pittsburgh, PA is getting lifting help from two self-erecting Potain cranes. Patrinos Painting & Contracting, a contractor based in Bethel Park, PA, is using a Potain Igo 50 and a HDT 80 to construct the new Hyatt.

Bill Knerr, director of operations at Patrinos, says quickly completing the job would have been "virtually impossible" without the tower cranes.

"The Potain cranes, especially the Igo 50, are saving us up to a week and a half for each floor of the hotel we are building," Knerr says. "The only reason this operation is proceeding so quickly is because of the Potain cranes. The time we're finishing this hotel in is unheard of."

The self-erecting cranes are lifting 653 structural metal stud and interior load bearing panels onto the seven-story structure, some weighing up to 2,500 pounds. The hotel is U-shaped, so Patrinos placed a self-erector on two of its corners. The erection began in May and is expected to finish much earlier than Patrinos had originally projected.

Knerr says a similar job the company completed in Reading, PA took seven to 10 days longer to build each floor. He attributes some of this additional speed to the remote control operation of the self-erectors.

"The operator is on the deck with us, with a remote control pack around his waist," Knerr says. "He's able to look at the panel as he's flying it the entire time. Also, it's more secure because we don't have to worry about miscommunication."

The Igo 50 features a 4.4-ton lifting capacity and a 111-foot maximum hook height with the jib at 20 degrees. The HDT 80 has a 6.6-ton lifting capacity and 176-foot maximum hook height. The HDT 80 can also be controlled with a wireless remote control.

The Igo 50's 14.8-foot by 14.8-foot footprint is also crucial to the job's success, the company says. The new hotel is in a section of downtown Pittsburgh with limited space. The jobsite is flanked by a nearby restaurant, office building and the Monongahela River. The Igo 50 is placed only three feet from the property's edge.

"The job would not have been possible if we could not have placed the crane where we set it," Knerr says. "It's only because of the Igo 50's smaller footprint that we were able fit a crane where we needed to."

Patrinos rented the two cranes from Indianola, PA-based American Contractors Equipment Company, a family-owned business with approximately 25 employees that's been operating for more than 50 years. The company supplies cranes, boom trucks and other construction equipment to companies in Western Pennsylvania, Northern West Virginia and Eastern Ohio. It's been renting Potain cranes for five years.

Chris Witte, an account executive at American Contractors, says the Potain cranes' small footprints were perfect for the jobsite's tight space requirements, and that their radio control boosted efficiency.

"With both Potain cranes being radio controlled, Patrinos was able to run the cranes with only one of American Contractor's crane operators," he says. "It's unique because our operator is working on the deck of each individual floor. He's working right alongside the guys from Patrinos, which makes the work faster and more secure."



Vancouver and Calgary are all seeing relatively good self-erecting tower crane utilization. "The Midwest and Eastern parts of the United States are still a little sluggish, but we are anticipating more market activity in 2013," he says. "Eastern Canada, similar to Western Canada, is also doing quite well."

For Potain, the cranes are especially active for mixed use applications such as retail at ground level and residential above ground level. "We are also seeing activity with low-rise hotels and apartments," Heacock says. "Some markets rely heavily on self-erecting cranes for masonry projects."

One company making full use of self-erectors is Salt Lake City-based Bronson Crane. Already the owner of 12 self-erecting cranes, Bronson recently purchased an additional four Potain Igos to add to its fleet of cranes.

Earl Bronson, founder of the company, says he has so much confidence in the Igo line that he's replacing every self-erecting crane in his fleet with Potain cranes. Having already upgraded 75 percent of the fleet, he's almost reached that goal.

"Our customer base, which is extremely diverse, has been very happy with the Igo line," he says. "The reach and capacity of these cranes are incredible. They have really led us into a new realm of lifting."

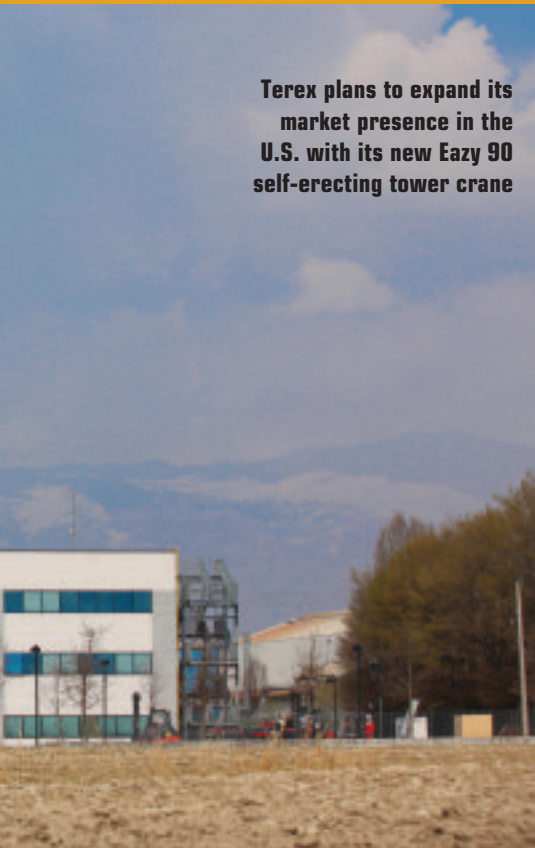
This new realm of lifting is exactly what Liebherr and Terex hope catches on for their customers in North America.



A Potain Igo 50 and Potain HDT 80 work on a hotel construction site in Pittsburgh, PA



Terex plans to expand its market presence in the U.S. with its new Eazy 90 self-erecting tower crane



Benefits and features

"The North American market is still slow for all types of tower cranes as far as sales, but rentals seem to be rebounding slightly with most rental companies reporting higher utilization," says Carbeau. "We expect the self-erect market to develop over time as new and more advanced lifting requirements are needed."

Fast erects and self-erects excel when fast setup, limited operating space and up-and-over lifting is required. Self-erects are also admired for their fast hoisting speeds, easy operation and operation that can be done via remote control.

"The benefits are really something that must be promoted in our market," Carbeau says. "There is a perception that these machines compete with forklifts and other rubber-tired lifting machines. The task is to promote them as more efficient in certain applications and not as competition to other lifting types."

For instance, contractors could embrace self-erecting tower cranes once they see the efficiency and savings generated by the units. "There are very competitive load charges for large self-erectors," says Cosmo with Terex. "The angle of the boom and jib makes a self-erector beneficial over some all-terrains onsite."

Self-erectors make sense on a jobsite when they are needed for a longer period. "In the states, we use a lot of boom trucks," Cosmo says. "Self-erectors aren't

as widely used here as they are in Europe, but they are getting a better reputation in the States and people are becoming aware of them."

While a boom truck's advantage comes in the form of being able to lift items and then leave a jobsite to travel to the next, a self-erector is beneficial when it can stay on a job for a longer period of time performing a multitude of light lifts.

"Small and medium self-erecting cranes have been affected by the crisis because of the residential construction downturn but the market is coming back," Cosmo says. "For big self-erecting cranes, the demand is important since these machines are often used for infrastructure projects."

Product focus

At Williams College in Williamstown, MA, a Potain HDT80 has been working on building the school's new library. The project is managed by Consigli Construction, based out of Milford, MA.

The HDT80 is working on the construction of a 40,000-square-foot hall and 130,000-square-foot library by lifting a range of construction materials. The machine has a 24-foot diameter circle footprint while providing crews with 148 feet of reach. Its heaviest capacity is 13,320 pounds and at its 148-foot radius, it offers 2,970 pounds of lifting capacity. The HDT80 has a variable-position mast and can achieve hook heights of 112 feet with a horizontal jib and up to 176 feet with the jib offset at a 30-degree angle. To power the unit, the HDT80 requires 480-volt, 3-phase electricity.

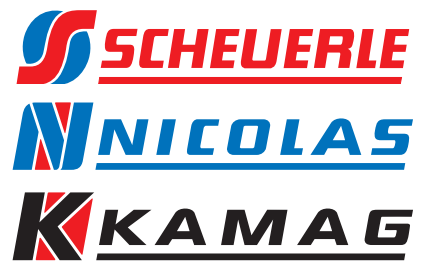
At Intermat, Terex launched the Eazy 90.

The unit features a 147.6-foot jib length, 6.6-ton maximum capacity and a 1.6-ton capacity at maximum radius. It also features a fully hydraulic erection system.

Customers have a choice of 15 underhook heights ranging from 47.5 feet to 151 feet, as well as a choice of three different jib angle settings: horizontal, 10 and 25 degrees. "With our new Eazy 90 we want to be very more and more successful on this important segment," says Cosmo. "Especially in the States, since the units aren't that well known."

Carbeau says Liebherr is working on a promotion plan for self-erectors in the U.S.

"We expect this to take off in 2013 and expand into 2014," he says. "It is important to do this right and connect with potential users. Self-erect population will begin to increase next year."



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Defining 'good'

The market for used cranes is okay but the market for 'good' used cranes is strong. The problem is finding them. **D. Ann Shiffler** reports



Used cranes that are in good condition, well maintained and are intended to stay in the U.S. market are valued very high, especially large capacity crawlers and all-terrain cranes

equipment' of the proper capacity and type is rare.

Swan: The North American market seems to be quite busy. The late model product has become very hard to find, which means an increase in pricing.

Colton: I think the market for used cranes is robust. There's especially demand with the bigger all-terrain cranes. These machines are so expensive new and the time lag with availability can be a problem. I just lost a sale with a company this morning. They were going to buy a 115-ton used crane and I had found a good one, but unfortunately they couldn't come to terms with the buyer as far as a lease/purchase agreement. So they passed and bought a new crane.

WHAT TYPES/CLASSES OF USED CRANES ARE IN MOST DEMAND?

Bove: The demand for large rough terrain cranes, 75-ton capacity and up, seems to be the most frequent request, with customer demand increasing in this segment. Used all terrains in the larger capacities are also in demand, but again, supply of machines in this class is very depressed. Large, modern crawlers in the 400-ton plus capacity are always in demand, however, the prices of these units when they are in the market tend to be extremely high, making the purchase of new units the preferred method of acquisition.

Swan: We are seeing the demand and values of most types of cranes increase – from carry decks, truck cranes, all terrains

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Is it a buyer's market or a seller's market in terms of used cranes? It's both, actually.

To get a grasp of the used crane market we set up a round table of three crane industry experts to talk about demand, availability and prices.

Our panel includes Al Bove, executive vice president and chief operating officer of AmQuip Crane Rental based in Trevoise, PA; Jack Swan, president and owner of Exact Crane & Equipment based in Solon, OH; and Tom Colton, a long-time crane broker who owns Colton Crane Company based in La Mirada, CA.

Our panel concludes that for the most part, demand is up, but only for cranes that are late model, in mint condition and that have been well maintained. Cranes the panelists termed as "good" are hard to find and command strong prices. Other cranes that aren't in as good condition are easy to find and harder to sell.

Interestingly, two members of our panel attributed a recent slowdown in activity to

the presidential election in November. "It may be due to the political climate," says Swan. "It's amazing the negative effect a presidential election can do to hurt our economy every four years."

Colton concurs. "I do think the election is making some of our customers hold off and delay their purchases, but I think that's true for new and used cranes," he says.

Since Colton is a crane broker, two of our questions didn't apply to his business so we asked him a different question about the business of crane brokerage. Here's what our panel had to say:

HOW DO YOU CHARACTERIZE THE MARKET FOR USED CRANES IN NORTH AMERICA?

Bove: The market for good used cranes of certain types is strong. However, the opportunity to locate machines of these types is rare. Since the crane market has been so depressed the last few years, manufacturers have not sold many units, thus the ability to locate 'good used



Al Bove, executive vice president/chief operating officer, AmQuip Crane Rental

“Large, modern crawlers in the 400-ton plus capacity are always in demand, however, the prices of these units when they are in the market tend to be extremely high, making the purchase of new units the preferred method of acquisition.”



“ Even though we think there are a lot of cranes out there and in certain brackets, there aren't really that many 'good' cranes available. ”

Tom Colton, president/owner, Colton Crane Company

and crawlers. Even the used boom trucks have increased in price, and there are very few available unless they are overpriced.

The lead time on new cranes from the manufacturers is also out quite a ways. However, there are several dealers that have inventory on order with decent availability.

Colton: I focus my efforts around the larger capacity cranes, generally 75-ton and over truck cranes or all terrain cranes. I'm content to have fewer transactions but bigger deals. So I mainly work in the 100-, 200- and 300-ton range and the occasional crawler crane. As I said before, the bigger all terrains are in demand right now. New equipment prices are exorbitant in these models, so good used cranes are needed and are in high demand.

IS THERE A MARKET FOR USED CRANES OUTSIDE OF THE U.S.? IF SO, WHICH MARKETS ARE THE BEST?

Bove: The market for the export of used cranes seems to run hot and cold. Currently, South America seems to be the best market for used equipment. The demand in the Middle East is also beginning to strengthen. Some unusual locations such as New Guinea, Indonesia and a few West African countries have occasionally had demand, although it's sporadic.

Swan: There has been a very large demand for older cranes the last three years or so into Africa, South America and India, but that seems to be slowing down a bit right now. There are a lot of older cranes (pre-2000 models) available for sale right now, but it does not seem as though the North American market is very acceptable for units older than those 2000 model and older.

Colton: Canada has been a strong market. The Middle East was a good market in 07 through 09 but the impact of the financial collapse has affected that market. The big markets in India are looking for very low pricing. I had a deal I was working on in Tunisia, but now with the uprising in the Middle East, that deal may be set back. I

don't sell much in Europe either, mainly because they have their own channels.

HOW DO YOU CHARACTERIZE USED CRANE PRICES?

Bove: Used crane prices for machines that are intended to stay in the U.S. market and that are in good condition are valued very high. With the lead time for new cranes from the manufacturers already extending into the spring, good used equipment that can be utilized in the U.S. market is demanding high prices. Buyers are willing to pay a premium for equipment that is immediately available, again assuming its 'good' used equipment.

Swan: Prices on used cranes newer than model year 2000 are up from a year ago, although it seems as though activity has lightened up over the last couple of months. It may be due to the political climate. It's amazing the negative effect a presidential election can do to hurt our economy every four years.

Colton: Prices are holding their own. It's a supply and demand deal. Even though we think there are a lot of cranes out there and in certain brackets, there aren't really that many 'good' cranes available. Sellers are able to maintain their pricing. But you can't over price. If you overprice, you won't get the deal. I do think the election is making some of our customers hold off and delay their purchases, but I think that's true for new and used cranes.

IF YOU ARE LOOKING FOR A USED CRANE, HOW DO YOU APPROACH THE MARKET? CONTACTS? BROKERS? AUCTIONS?

Bove: I am very confident that I routinely deal with a very good group of brokers. These brokers have proven their market knowledge through the years. Therefore, I am very comfortable relying on them to supply both availability and condition reports.

Swan: We buy through many different avenues including manufacturers, brokers, finance companies, rental companies and contractors. We are always in the market for what we feel is a good price for a good

piece of equipment, and we buy as we see opportunity.

HAVE YOU SOLD A CRANE FROM YOUR FLEET IN THE PAST 12 MONTHS? DO YOU PLAN ON DOING SO IN THE FUTURE?

Bove: With a fleet of more than 500 cranes, we are constantly buying and selling equipment. Currently, we are planning to upsize our rough terrain fleet through sales and purchases.

Swan: We have sold several of our rental units and have also added some units.

HOW DO BROKERS APPROACH A CRANE SALE?

Colton: Different brokers work different ways. Some of my customers have been with me for 25 years. They know I will get on a plane and go with them to look at a crane. If it means flying to Europe, I will take my customer to the seller. Last November I found a customer a 300-ton Terex Demag that was in Madrid. I took a customer to Toronto and another to Switzerland. I've seen a crane through transport to a port and assured it was loaded on a ship. But there are other brokers who are just office brokers. But that's my expertise, working with my customers. A lot of people miss deals because they are afraid to travel or won't travel. Another problem with selling cranes around the world is the customer has to be big enough to have their financing in place. You have to be big enough to send a wire transfer and some smaller buyers can't do that. The banks are still queasy. ■

“ The North American market seems to be quite busy. The late model product has become very hard to



find, which means an increase in pricing. ”

Jack Swan, president/owner, Exact Crane & Equipment

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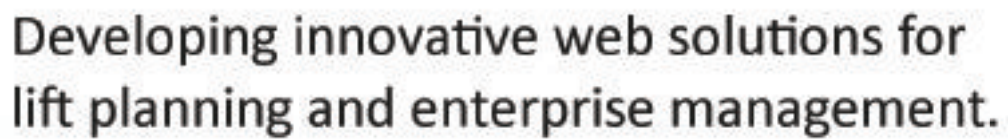
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3D Rendering of Crane on Mat: A white and red crane is shown on a wooden mat. The mat has a red and white striped area labeled "Critical Area of Mat Shown in Red".

Technical Diagram of Mat: A cross-section diagram of the mat showing its dimensions and load capacity. The diagram includes the following data:

Full Solution	
For details, view the crane-matting page.	
Effective Mat Length:	12.53 ft
Effective Mat Width:	4 ft
Pressure into critical mat:	34,780 psi
Ground Bearing Pressure below mat:	1,457 psi
Bending Stress:	110.3 psi
Horizontal Shear Stress:	5.7 psi

The specified matting will support the load.

The diagram also shows the following dimensions and stresses:

- Top width: 18.9 psi
- Bottom width: 18.5 psi
- Top stress: 24 ft
- Bottom stress: 24 ft
- Left stress: 18.9 psi
- Right stress: 18.5 psi

3D Rendering of Crane Lifting Load: A crane is shown lifting a red cylindrical load. The load is labeled "75'". The crane is positioned next to a large building and a red truck.

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- Multiple Crane Lifts



Groupe Bellemare transported a 72-ton dressed vessel within the confines of a Suncor refinery. The 111-foot-long (34-meters) vessel was transported on a 6-axle line Goldhofer PST-SL at the rear and a 4-axle line Goldhofer THP-SL at the front

A round-up of transportation and rigging jobs that required above-and-beyond engineering.

D. Ann Shiffler reports

the Pushing envelope

PHOTO: CARL BILDEAU



The transportation of oversized, overweight components continues to push the envelope of engineering acumen. Companies that offer these services are challenged with jobs that no longer can be considered routine on any level.

Many of these projects require engineering expertise that keys on innovation and a “never been done before” thought process. *American Cranes & Transport* presents a round-up of recent transportation and moving jobs that required above-and-beyond expertise.

Canadian challenges

Based in Trois-Rivières, Québec, Groupe Bellemare offers specialized transportation and rigging expertise to clients throughout Canada and the United States. One recent project involved the transportation of a 106-ton steam turbine to the Fortress plant in Thurso, Quebec.

According to Bellemare Group’s Carl Bilodeau, the multi-phase project involved preparing a barge with stools (elephant legs) and lashing to receive the turbine directly onto Bellemare’s stools from a heavy lift ship. The turbine was discharged from the ship onto the barge at the Port of Montreal. It was then transported down the St. Lawrence Seaway and the Ottawa River, a distance of about 160 kilometers from the Port of Montreal, and then beached along the shore near the plant in less than 18 inches of water.

Bellemare’s crews installed Ro-Ro ramps to roll the piece off the barge onto a 10-axle-line Goldhofer PST-SL. The steam turbine was then hauled about 1.5 kilometers over the road to the Fortress Pulp Mill plant where it was set onto temporary supports until installation.

The Fortress Pulp Mill plant in Thurso is a specialty cellulose plant. The addition of the new steam turbine is part of a Biomass

Power & Thermal project that will allow the mill to export almost 75 percent of its recycled energy to the provincial power grid.

Another transport job that required skill and engineering by Bellemare’s team was the transportation of a dressed vessel within the confines of a Suncor refinery during an upgrade shutdown.

Bilodeau says the vessel weighed 72 tons and measured more than 111 feet (34 meters).

“Due to its length and the height of the dressed platforms, it was necessary to ‘bunk’ the vessel over 1 meter (3.28 feet) above the turntables,” he says. “To further complicate the move, the vessel needed to be transported through very narrow refinery roads and around a very tight turn.”

To ensure stability during the move, Groupe Bellemare used a combination of a 6-axle line Goldhofer PST-SL at the rear and a 4-axle line Goldhofer THP-SL at the front.

“Both projects were complete successes for Groupe Bellemare, proving the strength of its team and its ability to overcome difficult challenges,” says Bilodeau.

Guay Cranes used its Terex AC500-2 to make the lift, he says.

Scrubber job

In August 2012, Miller Transfer transported a scrubber tank from a factory in Sistersville, WV to a boat ramp in West Virginia where it was transferred to a barge on the Ohio River.



PHOTO: ATRIMEX.CA

Groupe Bellemare received a massive steam turbine at a dock along the Ottawa River

Bellemare's crews installed Ro-Ro ramps in order to roll the piece off the barge onto a 10-axle-line Goldhofer PST-SL transporter



PHOTO: PANALPINA, PANPROJECTS DIVISION

The permitted dimensions of the load were 120-feet long, 20-feet by 11-inches wide and 20-feet tall. It weighed 170,500 pounds and the load required four private escorts as well as police escorts for additional traffic control. A depressed well trailer was utilized to minimize the height of the load.

Obstacles included raising wires along the route, severe crowns in the roadway and tight turns throughout the downtown area, according to Mitch Unger.

"There were also delicate flanges hanging below the load that required a spotter to ensure sure they did not contact the roadway during transit," he says.

And the final challenge was to get to the boat ramp, the load had to be backed in the last quarter mile.

But, Unger says the load was moved safely, timely and within budget.

Mexican modules

Tradelossa recently completed the haul of extremely large and heavy turbines and a generator from the Altamire Port to El Sauz, Mexico. The largest component weighed 325 tons and measured 12.08-meters long, 4.16-meters wide and 4.46-meters tall.

The biggest challenge for the project was passing over bridges that were not built to withstand extreme weights.

To meet this challenge, Tradelossa engineers utilized a girder bridge to distribute out the load weight as much as possible.

According to Tradelossa's Diana Cortes, the cargo arrived on time and with zero accidents.

Miller Transfer crews had to back in the load about a quarter mile in order to get the load into position to be lifted off the trailer and onto a barge



Power plant components

Over the course of two weeks in May and June 2012, Burkhalter Rigging, Inc. transported more than 6 million pounds of components for future use at an environmentally-efficient Mississippi electric power plant.

Along with 14 large flash drums, the shipment included two hydrogen sulfide (H₂S) absorbers that were each 238 feet long, 21-feet wide, 21-feet high and weighed 1,500,000 pounds.

The 16 components arrived at the Port of Mobile, AL from the manufacturer in Korea. Burkhalter crews prepared five barges for the shipment and oversaw the transfer of the equipment from the ship before carefully securing the pieces to the barges.

The barges then transported the absorbers and drums up the Tennessee-Tombigbee Waterway from Mobile to the roll-off site in Bigbee Valley, MS.

Once at the roll-off site, Burkhalter crews used Goldhafer SPMTs to unload the equipment and transfer two miles to the staging site. Each of the two H₂S absorbers was moved using a 24-line SPMT in front and a 20-line SPMT in the back.

Burkhalter's team engineered, designed and fabricated wider saddles and attachments to give better stability to the absorbers, then secured them to bolsters and mud boats for maneuverability and proper weight distribution. Ballasting of the barge and barge ramps allowed the hydraulic transporters to self-load each absorber for a safe and secure roll-off.

In addition to the challenges presented by the sheer size of the absorbers, weather and site conditions played a part in the

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Burkhalter Rigging transported more than 6 million pounds of components for future use at an environmentally efficient Mississippi electric power plant

move as well. Civil improvements had to be made to the narrow, gravel road that led from the roll-off site to the staging area, including widening the road.

The second phase of transportation from the staging site to Mississippi Power's Kemper County IGCC Plant will take place later this fall. The components will eventually be used at this state-of-the-art



electric power plant that will convert coal to gas and reduce emissions, including a 65 percent reduction of carbon dioxide emissions into the environment.

"The enormity of these absorbers, along with the overall size of the shipment,

Once at the roll-off site, Burkhalter crews used Goldhafer SPMTs to unload the equipment and transfer two miles to the staging site

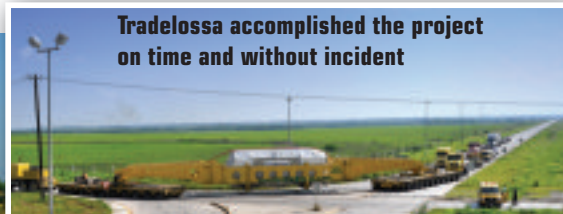
allowed an opportunity for our team to come up with a specialized engineering plan and showcased our ability to provide complete solutions for our customers," says Delynn Burkhalter, president and CEO of Burkhalter Rigging. "We are very pleased with the outcome of this initial move and are proud to be able to play a part in this evolution towards greener energy practices."



Tradelossa used a bridge girder configuration to haul turbines and a generator from the Port of Altamira to a power plant in El Sauz, Mexico



Tradelossa accomplished the project on time and without incident



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Market builder

Solley Crane Service now has a shot at heavier, higher lifts. **ACT** reports

The first job for the 600-ton capacity Terex AC 500-2 was off-loading press parts for an auto manufacturing facility



For Solley Crane Service, lifts that pushed the 140-ton threshold meant the mobilization of at least two cranes.

“For a job that size, we would use two of our 250-ton cranes and do a tandem lift,” says Ray Solley, president of Solley Crane Service based in Decatur, AL.

But with its recent acquisition of a 600-ton capacity Terex AC 500-2, Solley can now send the all-terrain crane to handle the heavy lifting.

Shortly after receiving the crane, Solley put it to work at the Cullman, AL railroad yard to off-load new press parts for a local automotive parts manufacturer.

“With the largest press part weighing 140 tons, the crane required only 110 tons of its 195 tons of counterweight, so we had plenty of capacity left,” says Ronnie Solley, son of Ray Solley.

The crane’s counterweight and boom

sections were transported to the jobsite on lowboy trailers, and the AC 500-2 was quickly driven to the railroad facility.

Quick mobilization

Putting his extensive crane and heavy equipment experience to good use, Tony Grisham, Solley Crane’s field superintendent, and his crew were able to have the crane ready to lift on the day after the crane was loaded out for the jobsite.

The crane’s six truckloads represented a sizeable reduction in the number of transport vehicles it takes to mobilize two conventional 250-ton units.

Using just one AT on the project saved the company about a half a day of rigging on both ends of the job. This saved significant money too, says Ray Solley.

Over a four-day period at the railroad yard, the AC 500-2

and Solley Crane’s six crew members performed six lifts to transfer all the automotive press pieces.

By far, the largest piece was the 140-ton base. Working at a 33-foot radius with 93.8-feet of boom, the AC 500-2 lifted the 14-foot-wide by 30-foot-long by 15-foot-tall base from the rail car and onto the transport system for the final six-mile journey to its destination.

“The press base was crated and had lifting eyes, so it was a straight-forward rigging and lift job,” says Ray Solley.

Reducing the number of cranes at the congested railroad yard also improved lift efficiency.

Measuring just over 56-feet long, the Terex AC 500-2 has the shortest vehicle length of all the 600-ton capacity cranes on the market, according to Terex.

“Accessibility was an issue at this jobsite, and it was easier using the single crane,” says Ray Solley.

The purchase of the AC 500-2 represents another shift in direction for the company that Ray Solley started 40 years ago.

Back then, his focus was putting his civil engineering and construction experience to work, he says. The company initially focused on construction and maintenance projects for heavy industrial businesses located in the Decatur

market. The purchase of a used crane led to expansion into the concrete business.

“We were blessed with success, and we continued buying bigger and bigger

The largest piece was the 140-ton press base. Working at a 33-foot radius with 93.8-feet of boom, the AC 500-2 lifted the 14-foot-wide by 30-foot-long by 15-foot-tall base from the rail car and moved it to the transport system for the final six mile journey to its destination





cranes," he recalls. During the recession of the mid-1980s, the company transitioned away from the concrete business and evolved into the crane and rigging business. To serve the diverse industrial, chemical, agricultural and utility business base in the region, Solley Crane amassed a variety of traditional, hydraulic, hydraulic truck and rough terrain cranes. With a fleet of about 50 cranes or lifting machines, Solley Crane also offers a helicopter crane service.

Terex loyal

Most of the Terex cranes in Solley's fleet were purchased from Terex Cranes distributor Renegar-Driggers Machinery Company. The relationship with Solley dates back to the mid-1980s.

"Over the years, the relationship has grown into a great personal friendship as well as a business relationship," says Ray Bob Renegar, president of Renegar-Driggers Machinery.

Until this year and the purchase of the new AT, Solley had a gap in coverage for the industrial and utility markets.

Renegar-Driggers approached Solley Crane with the concept of adding the compact 400-ton capacity class Terex AC 350/6 crane to its fleet. However, Solley Crane had other needs. "They had a need outside of the AC 350/6's capacity," says Bob Renegar.

Changing direction, Bob Renegar and Steve Ake, regional business manager for Terex Cranes, reviewed the benefits of the Terex AC 500-2 with Solley's team.

They met with Ray, Ronnie, Randy Hetrick (heavy rigging project manager and safety director for Solley Crane) and Frank Barker (Solley Crane's vice president of marketing) and showed them

the crane's load charts and features. At last the deal was finalized.

"[The crane's] flexibility of configuration was a key selling feature for us," says Ronnie Solley. "The AC 500-2 would allow us to fill the void of a 400-ton crane and still have the additional capacity to do larger jobs."

A profitable tool

Solley Crane's decision to jump from a 250-ton capacity class crane to a 600-ton crane was the right decision for a market filled with heavy industrial customers.

"We can go 500 miles for a job just as easily as 100 miles," says Ray Solley, noting that the new crane has allowed them to expand their market.

The AC 500-2 offers a 183.7-foot telescoping boom, and with its 478.3-foot maximum system length, provides the longest length in the 600-ton capacity class that can travel at 13.25 tons per axle.

"We are finding that the market for this crane works a little differently than with our other cranes," Ray Solley says. "We are quoting rentals 6, 8 and 10 months out for planned maintenance downtime at the plants."

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A 700-ton capacity J&R Engineering gantry was chosen for its lift capacity and height

Lifting, rotating and loading two boilers required skill and precision by Emmert International's rigging team. **ACT** reports

Flipping out



Two 80-foot long header beams had to be modified to allow the gantry to move to the outside of the boiler and allowing for the rotation of the boilers



Beginning the lift, the boiler was lifted straight up from its resting location to ensure proper clearance from the building floor



Once the boiler reached the horizontal position, six 42-inch supports were installed to allow for the boiler to be set down and the rigging to be changed for the loading of the transport system



Emmert International was awarded the contract to lift, rotate and load two boilers that weighed 400,000 pounds each and measured 59-feet long, 12-feet wide and 25-feet tall. Each of the boilers had to be lifted from their original position, laid over and loaded onto a transport system. All of this had to be accomplished while working in the limited space of the client's fabrication facility, and all the while not hinder daily operations at the facility.

A 700-ton capacity J&R Engineering gantry was used for the project. Two 80-foot long header beams were modified to allow the gantry to move to the outside of the boiler and allow for their rotation.

The gantry was setup to allow for access by the transport system and for daily operations. The gantry had to be constructed inside the building due to restricted overhead room.

Steel plates were laid out on the floor for load spreading. Tracks were then set on top of the plates and shimmed to level. Then the four legs were installed as well as the two 80-foot lifting beams, which had to be boxed in 60 feet on each side of the beam. Six lifting bells and lifting links finished off the gantry set up. Due to the restricted headroom and the length of the header beams, the 80-foot header beams were set on top of the gantry jacks using two overhead cranes. Due to the boxing in of the beams, special hold downs were used to secure the beams to the jacks. The gantry was moved into position around the boiler and connected to the boiler with specially engineered lifting links. As with the lifting links, the rigging on the tailing side of the boiler also had to be carefully considered as to not run out

of lifting room to completely rotate the boiler. Beginning the lift, the boiler was lifted straight up from its resting location to ensure proper clearance from the floor.

Tight fit

"After the initial lift had been performed, we began lowering one side of the boiler and traveling one side of the gantry away from the other," says Terry Emmert, president. "These steps would continue throughout the rotating process, lowering one side of the gantry, lifting the other side and traveling one side of the gantry, until the boiler reached the horizontal position. Special care had to be taken to insure that all rigging remained straight and that the additional lifting lugs on the boiler passed through the lifting links without any issues."

Once the boiler reached the horizontal position, six 42-inch supports were installed to allow the boiler to be set down and the rigging to be changed for loading onto the transport system. This would consist of opening the gantry to 36-foot centers on the jacks, removing two 25-foot sections of gantry track, installing two 40-foot header beams on top of the already existing 80-foot beams and rigging to accommodate the difference in lifting lug heights.

After reconfiguring the gantry, all rigging was attached, all levels were checked and the boiler was lifted.

All steps were repeated for the second boiler. After completing the loading of the second boiler, Emmert personnel began disassembling 700-ton gantry system, cleaning and restoring all areas to original condition and demobilizing equipment from site."



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OSHA's requirement
that crane operator
certification include
'capacity and type' is a
problem that needs to
be solved sooner
than later

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Solutions?

In 2010, the U.S. Occupational Safety and Health Administration (OSHA) issued its Final Rule 29 CFR Part 1926, establishing new procedures for Cranes and Derricks in Construction. A main focus of the rule was requiring certification of crane operators. Under the rule all people operating cranes in the U.S. on November 10, 2014 must have previously been tested and certified as qualified to operate the equipment on which they are working. Testing and certification must be done by an independent, accredited body including "hands-on" and "practical examinations." Today there are four such certification bodies accredited by the National Commission for Certifying Agencies (NCCA) and/or the American National Standards Institute (ANSI).

Our best estimates indicate there are 225,000 crane operators in the U.S. today, and nearly 85,000 have been certified by one of the four certifying bodies. As of October 1, 2012, that leaves approximately 140,000 certifications to go and 641 working days (including Saturdays) to get it done. This means we need to average more than 250 operators certified each day to meet the deadline. That is an aggressive schedule based on a best case scenario. But we have further issues.

OSHA recently issued a "50 Frequently Asked Questions" document to clarify the regulation. The question raised was: Does an operator's certification mean that the operator is qualified to operate any type of equipment covered by the standard? The answer is that operators must be certified by type and capacity. In other words, if an operator tests on a 150-ton capacity crane they are not certified to operate a 200-ton capacity crane. To date, OSHA has made it clear that it will require any certification program to include both capacity and type. They have not and do not want to define how the capacity issue will be handled by the certification bodies.

Under OSHA's current interpretation, most crane operators will have to take many more certification exams than the industry previously expected in order to fulfill the type and capacity requirements. So where are we?

More than 70,000 certified crane operators do not have capacity listed on their certification credential, which does not meet OSHA's current interpretation of

the requirement. These operators could be disenfranchised.

The certifying bodies don't know if their current credentialing approaches or new ones they create will meet OSHA's requirements. OSHA is telling the credentialing bodies to ask for approval by their accrediting agencies on their current procedures or determining if another approach involving capacity is required. As a result, the certification agencies are faced with some uncertainty.

Uncertified operators don't know which credential to pursue as the requirements of certification programs are in flux. And uncertified operators are unsure which way to go, and the clock keeps ticking.

The industry is tremendously concerned that the costs and time away from work for certification will increase exponentially with the hard deadline looming of November 10, 2014. The current uncertainty or a bad ruling could create hundreds of millions in additional direct costs, and it could also cause a severe shortage of certified operators –increasing the cost of labor and delaying jobs.

OSHA isn't happy because they don't want to disenfranchise operators who are certified, and they don't want to cost the industry unnecessary money, but they do want to improve safety. That's how we got here in the first place. We all want to improve safety.

If we are to reach that goal we must all come together to find a better solution and quickly, or everyone loses. No one wants that.

SC&RA has been active in every step of the certification and rule-making process from C-DAC to recent meetings with labor, industry, certifying bodies, OSHA and the Small Business Administration. We have made progress but we still all have a long way to go and not much time left. SC&RA remains committed to helping reach a viable solution. ■

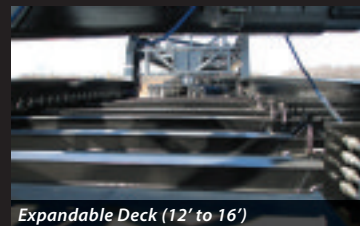
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Planning for success in 2013

David Sturtevant

discusses the economic outlook for 2013 and how SC&RA members can use the *2012 Benchmark Survey* to analyze their operations and expenses against industry benchmarks

As the 4th quarter of 2012 begins most companies are entering into their budget process for 2013. There are a lot of things to consider when putting together a game plan for a business.

- What is the overall economy likely to look like in the business geography you serve?
- What is the construction forecast?
- What industry segments are likely to yield the greatest opportunities?
- How about the competitive environment?
- Will you have more or fewer competitors for each job?
- What internal changes can you make

to increase new business opportunities, operate more efficiently, improve productivity, control costs, grow the business and improve profits?

"In recent years many businesses have had to adjust to new realities on the fly," says Joel Dandrea, executive vice president, SC&RA. "They have had to determine how to deal with the new economic 'normal'."

As Angelo Kostopoulos, president of statistical research firm Akron, Inc. in Washington DC has said: "What I think people don't realize is, this may not be a storm anymore. This may be the weather."

First, what do the professional economists and pundits say about 2013?

>54

Direct Costs as a Percentage of Revenues 2011¹

DIRECT COSTS	SPECIALIZED TRANSPORT	CRANE RENTAL	RIGGING
Salaries and Wages	14.8	21.6	24.0
Payroll Taxes	1.6	1.8	2.5
Subcontractor Labor and Expenses	14.8	3.6	12.6
Employee Benefits	2.4	7.4	5.8
Fuel	13.3	4.8	4.1
Materials, Supplies, Oil and Lubricants	2.8	2.9	5.1
Communications	1.0	0.3	0.1
Insurance	2.4	2.8	2.8
Repairs, Maintenance and Tire Replacement	5.3	5.0	4.8
Equipment Lease and Rent	1.3	3.8	3.4
Depreciation Operations Equipment	4.6	12.9	3.0
Operating Taxes and Licenses	1.8	1.1	1.0
Other Direct Expenses	12.3	3.2	3.5
Total Direct Costs	78.4	71.3	72.7
GROSS PROFIT²	21.6	28.7	27.3
Within gross profit are selling, general and administrative expenses	16.3	16.1	18.5
OPERATING PROFIT³	5.3	12.6	8.8

¹ Columns may not add to 100 percent due to rounding.

² Gross profit includes owner and CEO compensation including salary, benefits, bonus and dividends.

³ Operating profit equals Gross Profit minus selling, general and administrative expenses.

As a baseline, 2012 has seen the U.S. continue through an anemic recovery. According to Dr. Martin Regalia, Sr. vice president and chief economist for the U.S. Chamber of Commerce, the U.S. economy has grown at 2.2 percent per year since the middle of 2009, the “beginning” of the recovery.

Thus far during 2012, consumer spending is up only 1.9 percent over 2011 levels. The unemployment rate has dropped to 8.3 percent as of this writing, but there are 2.5 million who have given up looking for work and 8 million working part-time who would prefer full-time employment.

Cautious optimism

On the plus side, Dr. Regalia indicates that businesses are continuing to invest in equipment and software with expenditures up a healthy 9.2 percent over 2011, and businesses are starting to add plant capacity with investments in structures up 11.2 percent. As long as Congress takes steps to avoid a huge tax increase or across-the-board, immense budget cuts, to be implemented at the

end of the year, the Chamber forecasts a continuation of a modest recovery with U.S. GDP growth of 2 to 3 percent.

The Conference Board is predicting U.S. GDP growth of slightly over 2 percent each year from 2013-2016.

The American Institute of Architects produces an annual *Consensus Construction Forecast* based on aggregate predictions made by leading companies collecting and disseminating economic data on the industry. Participants include the Associated Builders and Contractors, Reed’s Construction Data, Moody’s Economy.com and McGraw-Hill Construction. The collective wisdom of this group is that non-residential construction will finish 2012 with a growth rate of 4 to 5 percent and an increase to 6 percent in 2013. The same organizations predict commercial building will accelerate by 10 percent while industrial construction will grow by 8 percent in 2013.

The Kiplinger Letter says, in 2013: “Business spending will rise just 5.5 percent...firms are gun shy about investing in new equipment and other

productivity enhancements in a sluggish economy.”

“The nearest thing we have to a consensus from the experts is a continued modest recovery for U.S. crane and rigging companies and specialized carriers,” says Dandrea. “SC&RA doesn’t have the resources to help members predict future economic trends.”

However, Dandrea explains that the SC&RA is releasing a new powerful tool for companies to analyze their operations and expenses against industry benchmarks.

Industry benchmarks

The *SC&RA 2012 Benchmark Survey*, sponsored by Unified Logistics, is the only operating ratios survey of its kind separately studying the financial statistics of U.S. crane rental companies, rigging companies and specialized transportation companies. The survey will be posted in October in the Members Only section of the SC&RA website. (www.scranet.org)

The survey allows companies to compare their expenditure patterns versus industry averages and medians, by the entire sample respondent aggregate data, companies of similar size or the top half of the respondents by profitability.

These benchmarks enable companies to do a financial assessment, compare their expenditures to companies in the industry, determine areas that may need improvement and implement management strategies to control expenses, improve productivity, grow and increase profitability. The below chart shows an example of the valuable information contained in the report.

“We would encourage industry members to make use of the report when planning 2013,” says Dandrea.

SC&RA is committed to providing the best tools and support to help industry members improve their business operations. If you have any ideas as to how the association can accomplish this goal I hope you’ll be in touch with me as we plan the association’s 2013 budget and program.

SC&RA Crane & Rigging Workshop

Look for comprehensive coverage of the SC&RA Crane & Rigging Workshop, held September 19-21 in Louisville, KY, in the November issue of *American Cranes & Transport*.



More than 200 SC&RA Crane & Rigging Workshop attendees made the trek over to Lexington, KY to take a tour of the Link-Belt Construction Equipment factory, view a product presentation and climb around on cranes



BIO:

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



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HOW TO SURVIVE AN OSHA INSPECTION

It is important to not only run a safe operation, but to also know how to deal with OSHA professionals during and after their inspection of your business or job site. This webinar will provide a checklist of do's and don'ts for your organization to help achieve the best possible outcome. Mr. Stanley will cover the various types of violations, your rights and responsibilities during/after an inspection and the common violations found at crane, rigging or transportation related sites. He will also provide you cooperative strategies for working with OSHA Inspectors in order to avoid receiving a citation.

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NOV 7

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BUYING USED EQUIPMENT: FINANCIAL SAFETY FIRST

Most crane buyers understand that a great deal of money can be saved by purchasing the RIGHT used equipment. What needs to be considered when making this large transaction beyond a physical inspection and arriving at a price? Ms. Fry will present facts, steps and procedures to ensure the equipment you are purchasing is lien free thus allowing for a smooth transaction.

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DEC 5

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ECONOMIC YEAR IN REVIEW AND 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 look at 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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Change ahead

Brent Moody provides an industry outlook that assesses things are not going to stay the same

Often times we find ourselves diving into loss prevention and risk management solutions as well as regulatory influences that impact the crane and rigging industry. With 2012 coming to a close, we shift our focus to the industry's future. With an overall decline of 38 percent in 2009 from the two years prior, the industry's healing process would seem to be somewhat sluggish. Uncertainty is certainly present, with many adopting a cautiously optimistic attitude as to how the coming months will unfold.

With so much of our economy intertwined with commercial and residential construction it's no wonder the entire country seems to hold its breath in anticipation of the latest industry forecast. So what's to come?

To get a gauge of what's to be expected over the next 12 months we turn to *The 2012 Outlook Dodge report*¹. The Dodge report provides both forecasts and trends for the industry compiled by McGraw Hill Construction, a leading provider of industry project and product information. The Dodge Momentum Index is a subset of the report drilled down to evaluate and predict construction spending for

nonresidential buildings. This year's conclusions are encouraging to say the least.

The Index reached rock-bottom in July 2011 and has ticked upwards in all but two months since. In April alone the index climbed one full point from its previous level, a small but significant win. This steady upward trend suggests construction spending put in place for nonresidential buildings will begin to move in a positive direction during the second half of 2012. The source? The majority originates from the private sector and includes retail, warehouse/logistics and corporate office projects.

These trends look somewhat different when we drill down to various regions of the country. Citing the Dodge report once more, the South Atlantic region will realize the largest upward change from 2011 in the coming year, some 24 percent over 2011. Growth areas include both residential and non-building construction. Meanwhile, the South Central region is forecasted to finish the year 27 percent down from the year prior. Meanwhile the West region is anticipated to finish flat or slightly below its 2011 statistics. The takeaway here is that this cautiously optimistic forecast is not being felt country-wide, but signs of life are

emerging.

We sat down with Jeff Haynes, national construction practice leader for USI Insurance Services, to review the changes in the South Atlantic and South Central regions for additional insight.

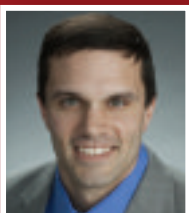
"The most prevalent feedback we are hearing from our clients in these parts of the country are ready access to equipment and labor," says Haynes. "For example, a lack of crawler cranes and qualified operators for crawlers in the south east on one hand meanwhile the tower cranes are collecting dust in the yard."

Haynes goes on to say that companies with multiple types of equipment and the ability to relocate the equipment to other regions where they are in demand look to be the model for success nowadays.

"The real driver for some regions is not related to starts," he says. "In these regions growth will likely come from energy and government funded projects like oilfield work in the Gulf States. With future success impacted by so many sources, being flexible and diverse will ultimately lead to more work for your company regardless of where your base of operations might be or where your traditional industry focus has been in the past."

Diversification looks to be the best technique for success in the coming months. The Outlook report predicts that if the U.S. economy grows by 2.5 to 3 percent, which is predicated on an increase in the job market and more lending from financial institutions, we will see an equal percentage increase in the construction industry. Of course if the biggest drivers – multi-family housing, commercial building, and single-family housing get momentum – these gains will come with much greater speed and even greater positive implications for the heavy construction industry. ■

“The Outlook report predicts that if the U.S. economy grows by 2.5 to 3 percent, we will see an equal percentage increase in the construction industry.”



AUTHOR:

Brent Moody

is assistant vice president, underwriting, for NBIS

¹ McGraw-Hill Construction Outlook 2012

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2012

International Tower Cranes 2012

Oct. 11
Berlin, Germany
www.khl.com/events/itc2012.

SC&RA 2012 Financial, Insurance & Risk Management Forum

November 14-15
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www.scranet.org/meetings

China International Cranes and Transport

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2013

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www.scranet.org/meetings

SC&RA Annual Conference

April 2-6, 2013
Scottsdale, AZ
www.scranet.org/meetings

IMT names director of sales



Don Daniels

Iowa Mold Tooling Co. Inc., an Oshkosh Corp. company, announced Don Daniels joined the company as director of sales. Daniels brings more than 30 years of experience in sales management and competitive sales strategy implementation to IMT.

"We are incredibly excited to welcome Don to our IMT team," said Jim Hasty, vice president - general manager of IMT. "Don's depth of knowledge and experience in the material-handling sector will continue to strengthen IMT's commitment to our markets. Don will bring a genuine dedication to our commitment to distributors

and customers."

Daniels will be responsible for leading the IMT sales team and helping direct business strategy for the company's line of material-handling equipment and commercial vehicles.

In addition to driving new sales initiatives, he will work to strengthen the IMT distributor network, customer service and after-market support efforts.

Most recently, Daniels was the director of sales for Alternative Design

Manufacturing and Supply, a leading manufacturer of custom stainless steel products for the poultry and research industries, where he led the sales and customer service teams while serving as a member of the executive management team.

Daniels has also held various sales and management positions at Auto Crane, Clarklift of Tulsa and The Stanley Works organization where he served in multiple roles for their North American sales operations. ■

Tadano America makes appointments

Pedro Delao has recently been hired as Tadano America's new service engineer working out of the Tadano America headquarters in Houston. Delao speaks fluent English and Spanish and can read and understand technical German. He attended the University of Houston and is a graduate of Universal Technical Institute (UTI).

Marco Gonzalez, who has 17 years of experience, has also been hired as Tadano's service engineer. Gonzalez speaks English and Spanish fluently and has numerous certifications and training. Prior to joining Tadano, Gonzalez was employed with a material handling manufacturer.

Lastly, Juanita Mendoza has recently been hired as Tadano's parts Representative. In her new position, Mendoza will be translating and communicating with customers and dealers in Latin America. She brings more than 13 years of administrative and customer service experience in the fields of healthcare and education and is bilingual in English and Spanish.

■ Sommer joins Shuttlelift

Shuttlelift has named Kristen Sommer as its new marketing communications manager. Sommer, a member of the marketing department, will oversee the company's communications needs and brand management. Sommer comes to Sturgeon Bay following five years of related experience with Oshkosh Defense, a division of Oshkosh Corp.



Amanda Lentz

The Crane Institute Certification (CIC) transferred its customer service operations from its testing partner 4ROI to in-house operations in the Atlanta area. To accommodate the expanded customer service department, CIC Atlanta hired two new customer support representatives: Amanda Lentz and Candice Eldredge.

The Crane Institute Certification (CIC) transferred its customer service operations

Lentz has 11 years of experience. Her expertise is in streamlining and implementing best practices. Most recently she worked for an HVAC installation firm.

Eldredge graduated from the University of Northern Colorado with a bachelor's of arts degree in sociology. Her experience includes working in membership services and supervising cashiers at a wholesale club and administrative support for an insurance company.

CIC's testing partner, 4ROI, works with CIC to develop



Candice Eldredge

certification tests that are accredited by the National Commission for Certifying

Agencies (NCCA). It will continue to process exam results.

"In addition, 4ROI provides registration and a test results delivery systems that are efficient and secure," said Debbie Dickinson, executive director of CIC. ■

Fontaine appoints Conner for sales

Fontaine Heavy-Haul has hired Jeff Conner as director of sales. He will report directly to Dan Rosen, vice-president of sales and marketing.

"Jeff brings a depth of industry experience and a record of success to Fontaine



Jeff Conner

Heavy-Haul," said Rosen.

"We're really excited about Jeff joining our team and what that means for our customers as we move forward," added Randy McGuire, president of Fontaine Heavy-Haul.

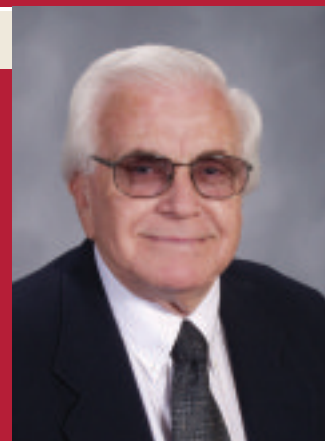
Conner is tasked to help grow the business adhering to 80/20 business principles with a sharp focus on supporting the Fontaine Heavy-Haul dealer network. Previously, Conner served in sales and sales management positions for leading trailer and related companies in the south and Midwest. His industry experience includes accounting, service, warranty, parts sales, hydraulic detachable lowbed sales, steel and aluminum platform and dropdeck sales, market research, and reshaping

Tilley retires from Kirby-Smith

After 27 years of service with Kirby-Smith Machinery, Inc., veteran salesman Bob Tilley has retired from the heavy equipment business. Tilley grew up in the southwest

Oklahoma town of Mountain Park. After school, he left to join the service and eventually went on to obtain a degree in Industrial Arts from Oklahoma Central University.

After college, Tilley began his sales career with Cummins Engine in Oklahoma City; he then moved on to the local John Deere dealership and, lastly, he owned his own business for a short period of time. In 1985 he joined the Kirby-Smith sales team due in part to his admiration of Ed Kirby, president and owner of Kirby-Smith Machinery, Inc.



product lines to better meet customer needs.

"I'm really excited to be part of this customer-focused organization, and I look

forward to working with Fontaine Heavy-Haul dealers to support their efforts in this ever-changing marketplace," Conner said.



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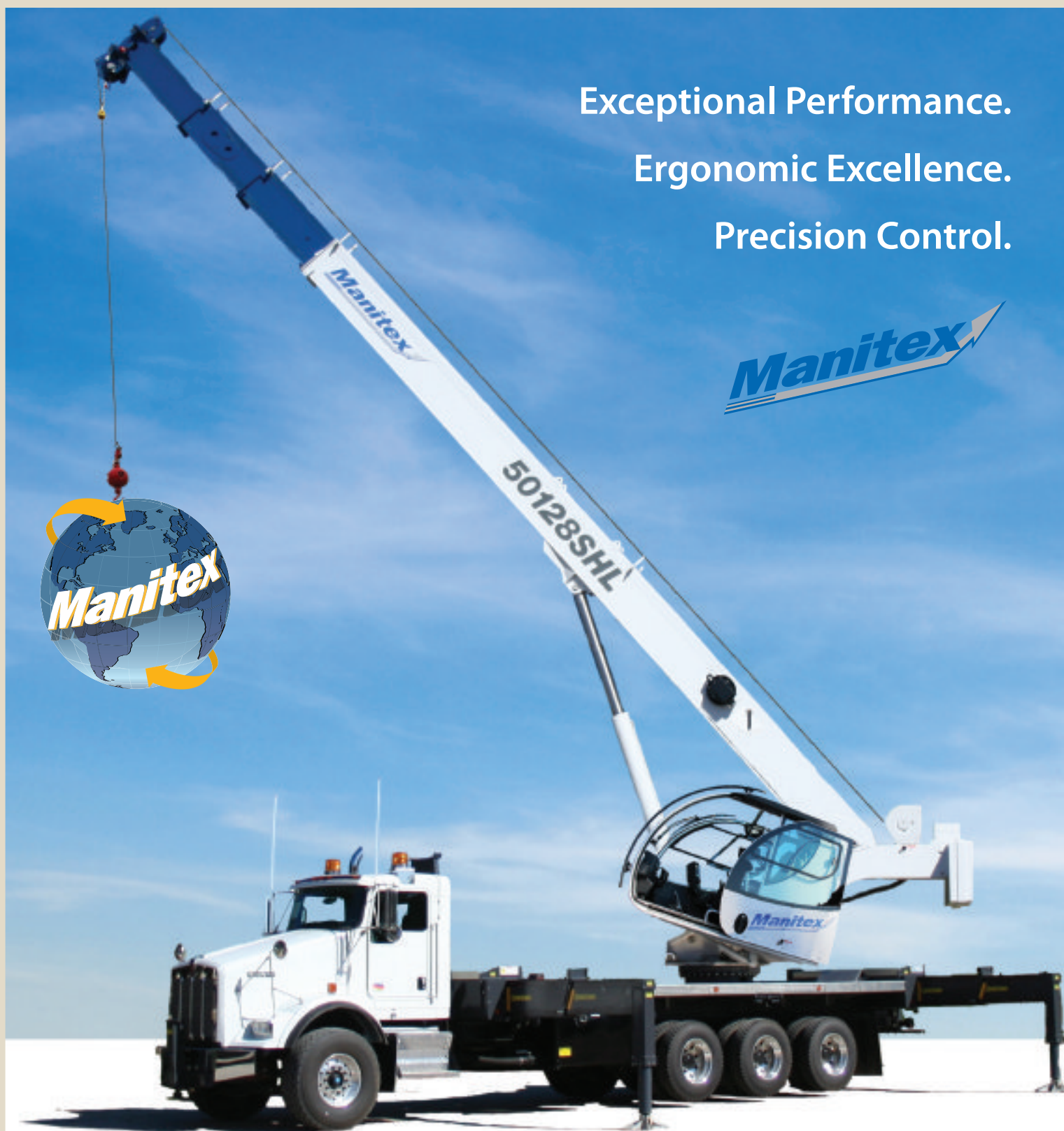
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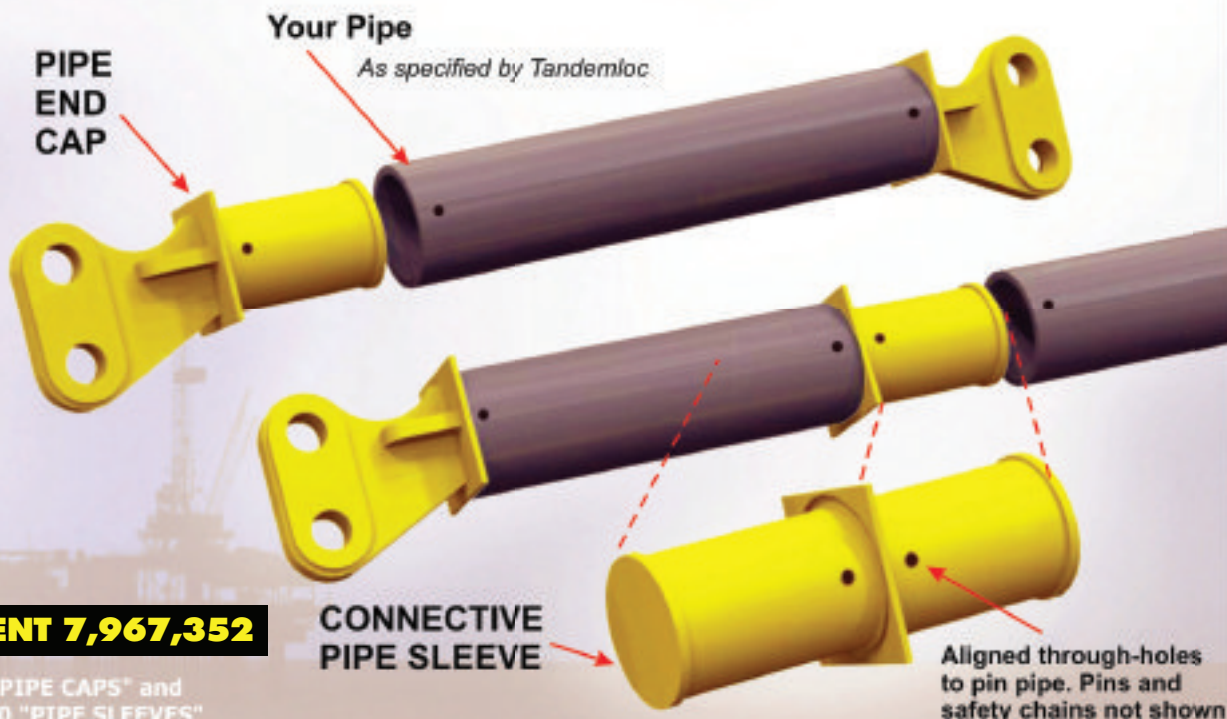


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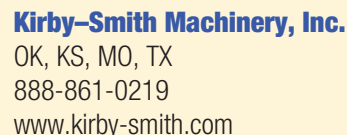


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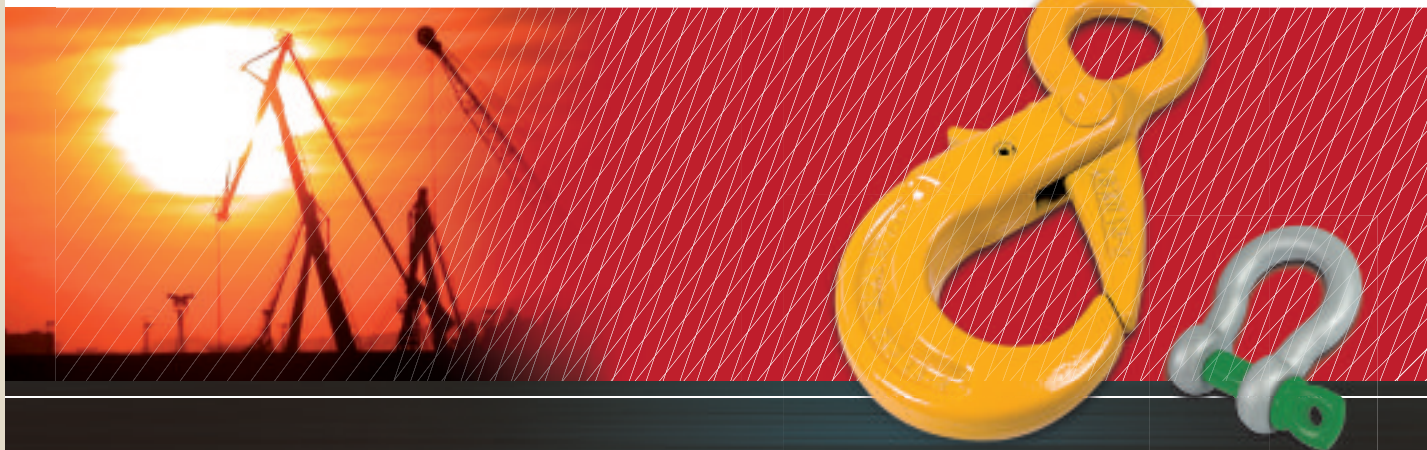


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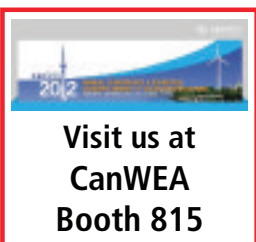
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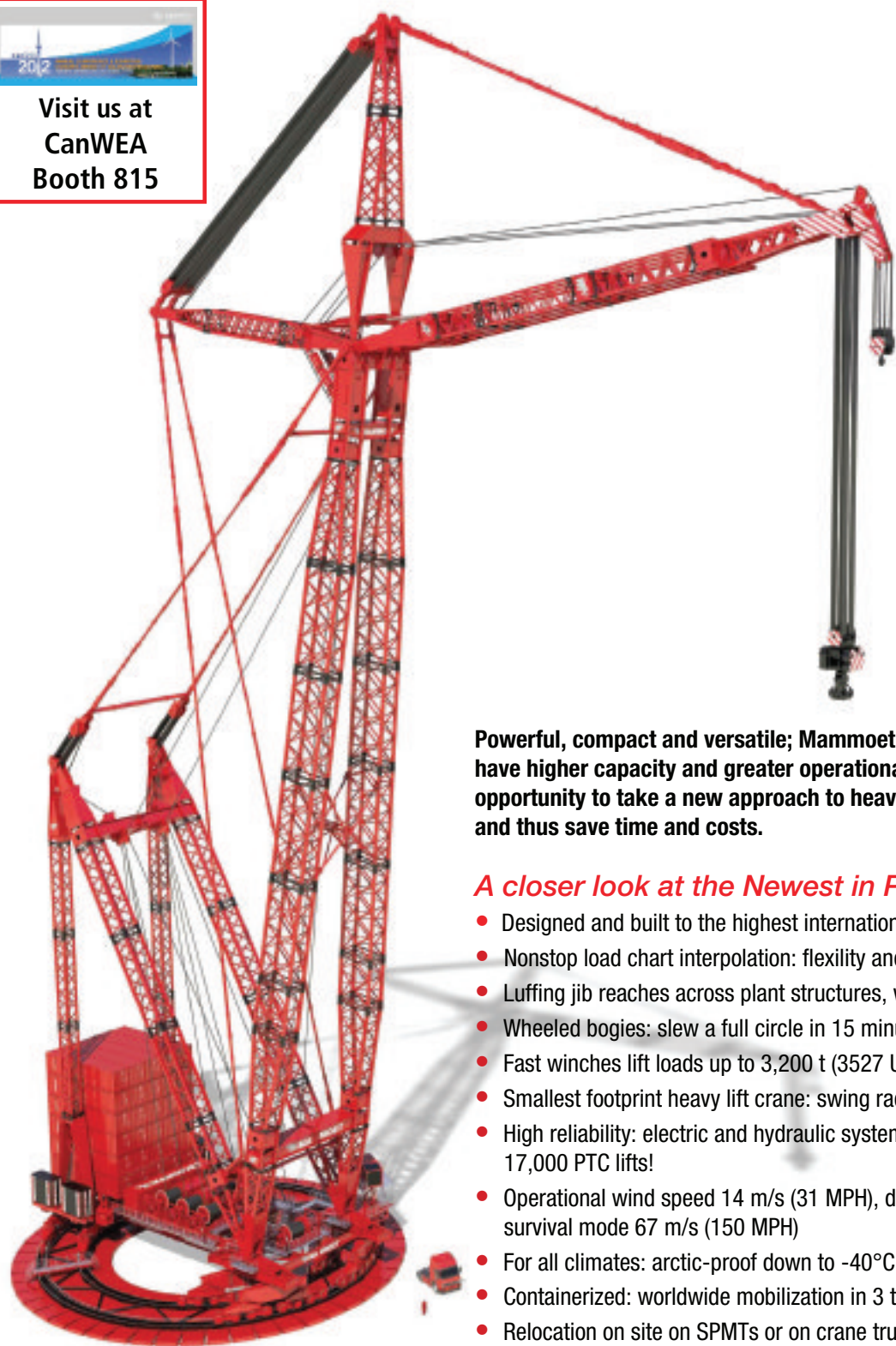
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