

ACT

The magazine for the crane, lifting and transport industry

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A KHL Group Publication

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**Scott Powerline's
Jeff Johnson**

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Official domestic
magazine of the
SC&RA



Heavy Transport performs big time haul
'Like doing the Limbo'



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Who's who at KHL

EDITORIAL

Editor: D. Ann Slayton Shiffler
E-mail: d.annshiffler@khl.com

International editor: Alex Dahm
E-mail: alex.dahm@khl.com

Assistant editor: Lindsey Anderson
E-mail: lindsey.anderson@khl.com

Staff writers: Lindsay Gale, Sandy Guthrie, Laura Hatton, Cristián Peters, Murray Pollok, Chris Sleight, Terry White, Helen Wright, Euan Youdale

SC&RA Correspondent: Tim Hillegonds

PRODUCTION

Production director: Saara Rootes
E-mail: saara.rootes@khl.com

Production manager: Ross Dickson
E-mail: ross.dickson@khl.com

Design manager: Jeff Gilbert

Designer: Gary Brinklow

Production assistant:

Louise Kingsnorth
E-mail: louise.kingsnorth@khl.com

Designer/Production assistant:

Pippa Smith
E-mail: pippa.smith@khl.com

CIRCULATION

Circulation manager:

Hayley Gent
E-mail: hayley.gent@khl.com

Business development director:

Peter Watkinson
E-mail: peter.watkinson@khl.com

Office and bookshop manager:

Clare Grant
E-mail: clare.grant@khl.com

SALES

National sales manager

PAT SHARKEY

1902 15th Avenue North
Fort Dodge, IA 50501
Ph: 515-573-8684
Fax: 515-573-4991
Cell: 515-570-8763
E-mail: pat.sharkey@khl.com

National account executive

BEV O'DELL

1427 N. Aztec Avenue
Independence, MO 64056
Ph: 816-886-1858
Fax: 816-886-1884
Cell: 816-582-5253
E-mail: bev.odell@khl.com

International sales executive

JOHN AUSTIN

KHL Group, Southfields,
Southview Road, Wadhurst,
East Sussex, TN5 6TP, UK.
Ph: +44-1892-784088
Fax: +44-1892-784086
E-mail: john.austin@khl.com

CHIEF EXECUTIVE OFFICER

James King

CHIEF INFORMATION OFFICER

Paul Marsden

PRESIDENT & PUBLISHER

Trevor Pease

KHL GROUP AMERICAS LLC

3726 E. Ember Glow Way,
Phoenix, AZ 85050
Ph: 480-659-0578
Fax: 480-659-0678
E-mail: americas@khl.com
Fax Subscriptions to:
312-626-2115

Checking in

Our ACT team is looking forward to the SC&RA Workshop in Orlando, ICUEE in Louisville and the AWRP Fall Conference in Los Angeles this month and in October, respectively. It will be nice to check in with everyone after the long, hot summer and get a feel for how the rest of the year will play out in the crane, rigging and specialized transportation industry. We will be providing coverage of all three events in subsequent issues of the magazine. Plus, in this issue, Lindsey Anderson compiled our ICUEE Show Guide, which gives attendees and those who could not make the trip a look at what equipment is being shown and other details.

In our Interview column, Jeff Johnson, executive vice president and COO of Scott Powerline, told me that the "summer lull" is over and that business is on the upswing. Johnson expects ICUEE to be a strong event and that his company is showing almost \$10 million worth of equipment. He says the market for boom trucks and telescopic crawlers is strong in the power line sector. Everything he said bodes well for the industry as a whole.

Last spring at the SC&RA Annual Conference we saw all the Job of the Year presentations and one of the jobs that didn't win caught our attention. It was a project to move several huge apparatus known as "travelers" from where they were manufactured to the new East Span of the San Francisco/Oakland Bay Bridge for installation. Heavy Transport was one of the few companies that had the equipment, resources and know-how to haul the scaffolds that now provide safe access to workers needing to inspect the bridge and make repairs. Terry White talked to the major players about this project and chronicled how they overcame all sorts of challenges to get the travelers to the bridge site.

The self-erecting tower crane market continues to improve, and demand for these cranes is slowly creeping up, especially out west and in Canada. Luxury homes, student housing and resort construction contractors have found these slender lifters to be ideal. Utilization and rental rates are up as more contractors see the efficiency of these cranes on their jobsites.

Terry White conducted our Used Crane Roundtable this month and the consensus is that the market for used cranes continues to pick up. Three heavy hitters in the new and used market sound off about what buyers are looking for when it comes to capacities, types and models in the used market.

In the next few weeks, we will begin the compilation of our **ACTTRANSPORT50** list of North America's top transportation companies. We will be mailing and emailing survey forms by mid-October, and we hope everyone will participate in this important annual top list. If you want me to send you a survey please drop me a line at d.annshiffler@khl.com.

And finally, let me know what's happening in your region of the country? New projects? New cranes? New people?

D.ANN SLAYTON SHIFFLER

Editor

KHL Group Americas LLC, 30325 Oak Tree Drive,
Georgetown TX 78628.

Ph: 512-868-7482, E-mail: d.annshiffler@khl.com

Crane portfolio



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SANY America Inc.

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COVER PHOTO: Cameron Bragg

Heavy Transport hauls Bay Bridge travelers using a Scheuerle Wide-Combi trailer system. See our Site Report Transport on page 48.



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NEWS

Altec to launch AC45-127S at ICUEE; Mexican Army purchases National Crane boom truck; major Manitowoc order from All Erection; Faymonville launches new trailer; Lanco Group acquires Broderson and much more.

BUSINESS NEWS

Chris Sleight reports that the stock markets cooled over the quiet summer as bond yields rose and concerns heightened over the end of the Fed's quantitative easing program.

SAFETY/TRAINING

Daniel Erwin discusses OSHA's definition of 'fitness for duty.'

CERTIFICATION NEWS

CCO Lift Director Certification now available.



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JEFF JOHNSON

Jeff Johnson tells D. Ann Shiffler that he enjoys the challenges of the power line equipment business because it's 'something new every day.'

RIGGING REVIEW

Tim Hillegonds reports that the nuances of wire rope are complicated and varied.

PRODUCT FOCUS: 29

SELF-ERECTING TOWER CRANES

Lindsey Anderson reports that North America lags behind Europe in self-erecting tower crane use, but that's not to say utilization is down.



ROUNDTABLE: USED CRANE MARKET

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ACT's Used Crane Roundtable offers an interesting and varying perspective on the market for used cranes. Terry White reports.

ICUEE: SHOW GUIDE 37

The biggest utility-focused show in North America is set for Oct. 1-3 in Louisville, KY. ACT has compiled a comprehensive rundown of who and what to see.



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SITE REPORT: 48 TRANSPORT

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As your insurance policy renewal looms, it pays to take it by the reins. Mike Chalmers reports for ACT.

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MARKETPLACE

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

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■ LUBE-A-BOOM, a leader in providing specialty lubricants for lift equipment, announced the addition of Runyan Equipment Rental, Carmel, IN, and Hawkins Bailey Warehouse, Bedford, IN, as new distributors. They will represent the full line of products: LUBE-A-BOOM grease, LUBE-A-BOOM AEROSOL, LUBE-A-ROPE, LUBE-A-PIN, DRY-FILM, LUBE-A-GEAR, LUBE-A-BOOM CLEAR and GUN1 spray tool.

■ West Coast Contractors is beginning work to build a new dock at Lower Granite Dam on the lower Snake River, working as the major subcontractor for a joint venture between general contractors Garco Construction and Total Site Services. WCC will build a new dock to handle the increased number of barges added in recent years. In order to minimize the risk of disturbing fish populations, WCC must complete all water-based construction between December 15th and February 28th. They will be moving equipment to the site and begin the upland portion of work in November, utilizing their 100 and 160 ton cranes.

Altec to launch AC45-127S at ICUEE

ACT has exclusively learned that Altec Industries, Inc. will launch the AC45-127S telescopic boom crane at ICUEE in October. The company says the new crane offers the “best-in-class safety, productivity and operator

convenience.”

“Altec has a customer-focused product development process,” said Matt Trefz, market manager for Altec Cranes. “When we started the 45-ton project, customers told us they needed more capacity beyond a 25-foot load radius, a solid feel at a 100-foot load radius and road transport without weight permits. It’s difficult to balance conflicting requirements, and our engineering team was able to deliver what I think is the best 45-ton boom truck available with a stronger chart, better feel and attractive payload compared to alternative products.”

The AC45-127S is built with features

that set a new benchmark in jobsite safety, Trefz said. Features like the lower winch control, front entry cab and engine start/stop at the tail shelf minimize slip/trip/fall hazard exposure, he said.

“The tilt cab feature improves visibility and reduces operator neck strain and associated fatigue,” said Trefz. “A service-driven design simplifies preventative maintenance and reduces downtime. The LMI reel is mounted at the boom heel and protected by a metal cover while the A2B cable is routed through the boom providing better reliability.”

Other features include a 127-foot, 5-section boom, a 55-foot telescopic jib and improved cycle times.



Mexican Army purchases National Crane boom truck

The Mexican Army has purchased its first National Crane boom truck, a 40-ton capacity NBT 40, to help maintain its fleet of tanks

and aircraft and to assist in emergency response work, including storm-related damage.

The NBT40 helped repair a damaged airplane. Among several lifts, the crane removed a 16-ton engine from the aircraft at a height of 32.8 feet (10 meters).

Guadalajara, Mexico-based TRACSA Group, a Grove and National Crane dealer, worked with the Mexican Army to determine the best boom truck to purchase.

Juan Mejia, crane manager at TRACSA, said the NBT 40 was a smart purchase for the army because of the crane’s operating abilities and quality construction.

“The army chose this crane because it offers more impressive load charts than its competitors and is made from higher-quality materials,” Mejia said.

The NBT 40 has a color graphical LMI display, and boom length options are: 103, 127 or 142 feet.

Sway Control is a Konecranes control feature that has been designed to minimize the load from swinging during overhead crane travel. Sway Control has been designed for a safer means to move loads at higher speeds while positioning the load more accurately. Operators can also apply faster speeds in process areas where the crane or trolley traditionally requires operation at slower speeds, even close to walls.



NCSG acquires Scorpion Industries

NC Services Group Ltd. (NCSG), based in Edmonton, Canada, has entered into a binding agreement providing for the acquisition of all of the shares of S.S. Pevach Ventures Ltd., which does business as Scorpion Industries.

Scorpion has grown into a leading supplier of fully operated and maintained boom truck and oilfield services in the fast growing SAGD and Heavy Oil regions of Alberta. Scorpion was founded and built by Shawn and Sonia Pevach.

"We are thrilled to be partnering with Scorpion Industries to help service the fast growing Bonnyville/Cold Lake, Wabasca and Conklin markets," said Ted Redmond, president/CEO of NCSG.

Shawn Pevach will remain with the company as regional director responsible for all operations in the Bonnyville/Cold Lake and Wabasca areas.

NCSG began as Northern Crane Services in 1987. The company was purchased in 2006 by the current investor group of NCSG.

Major Manitowoc order from All Erection

All Erection & Crane Rental has signed a deal for 46 new Manitowoc cranes and five luffing jibs.

The deal includes 10 Manitowoc 2250 crawlers, one Model 16000 crawler and 31 Grove rough terrain cranes from 40 tons to 150 tons, including 10 new Grove RT650E 50-ton capacity rough terrain cranes and 10 Grove RT540E 40-ton RTs.

Other cranes ordered included two GMK7550 all-terrain cranes, two GMK5165 ATs, plus two Grove RT9150E, four RT9130E and five RT890E rough terrains.

"Fortifying our rental fleet allows us to offer more quality used equipment for sale, so demand is met for all of our customers," said Michael Liptak, All president. "In our 49 years of business, we've seen a trend toward manufacturing ever-larger RTs. Lift engineers are designing heavier lifts, and manufacturers have been making the larger RTs more mobile. That slowed demand for 30- to 50-ton RTs for a while. But now we're seeing a renewed interest in these



All Erection recently inked a big order with Manitowoc Cranes.

smaller footprint machines."

Liptak said the new cranes will be added to handle incoming jobs in all sectors.

"The purchase of the Model 16000 crawler and the versatile GMK7550s demonstrates our commitment to continuous upgrading of our fleet in all capacity ranges," he says. "These are heavy hitters, but the demand is there right now and the pricing worked in our favor."

Many of the cranes will be added to the fleet at its Cleveland headquarters. ■

■ Delta Rigging & Tools has reached an agreement with Redaelli to be the exclusive Redaelli distributor for both onshore and offshore in the Gulf of Mexico region for Redaelli specialty compacted, non-rotating and multi-strand steel wire ropes.

■ Crane Service, Inc. opened its fifth branch in Amarillo, TX. To start this branch the company purchased a Link-Belt ATC 3275 and Link-Belt HTC 3140 LB.

HIGHLIGHTS

Faymonville debuts Telemax

Faymonville has launched a new Telemax trailer with four extensions capable of transporting loads of up to 262-feet-long.

Designed for the transportation of wind turbine rotor blades, the Telemax trailer has needed to grow in length to keep up with the increased length of the rotors, the company said.

However, with wind farms often located on hard to reach areas of high ground, the challenge has also been to provide a long vehicle that can traverse difficult access roads.

For Faymonville, the solution has been to introduce pendel-axels, offering more stroke and a greater steering angle of up to 60 degrees. These changes have increased the rear ground clearance of the vehicle and made it easier to steer.

The new Telemax is offered with either a rigid or a hydraulically controlled front section.

The quadruple extending bed trailer takes the transport length up to 213 feet, while retracted the trailer lies at 72 feet.

"With the slide-out rear



extension, we create on the last extendable part of the Telemax a significantly greater flexibility for the placement of the rotor blade and counter technical traffic and geographic constraints," said Arnold Luxen, sales director, Faymonville. ■



Lanco acquires Broderson

Broderson Manufacturing has been acquired by The Lanco Group of Companies.

Broderson, which manufactures a popular line of industrial and cab down rough terrain cranes, is based in Lenexa, KS and was founded by Dean Broderson in 1973.

"We are very excited to add Broderson to our family of companies and look forward to building on the efforts that the previous ownership incorporated in making them one of the leading carry deck crane manufacturers in North America," said Mike Lanigan. "This new acquisition fits very well with the goals and

Broderson, which produces industrial carry deck cranes, has been acquired by The Lanco Group.

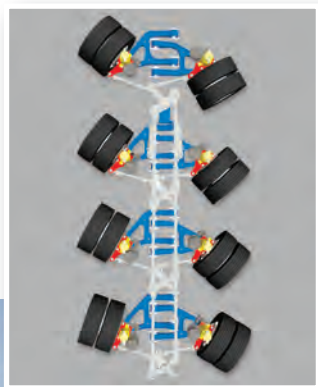
reputation that we want to be associated with. Broderson has a great network of dealers and customers who have been very happy and pleased with the reliability and quality of Broderson products over the years. That's what we were most impressed with this company and we want to follow that tradition completely."

Lanco owns Mi-Jack, which manufactures rubber tired gantry cranes. The company's affiliated companies include



Walter Payton Power Equipment, Western Pacific Crane & Equipment, APE Crane Sales and Leasing and Atlantic Pacific Equipment. ■

New Goldhofer technology tested



Goldhofer will begin production of the new STZ-MPA semi-trailer generation following successful tests of its independent suspension system.

The independent suspension system, called MPA Axle Technology, comprises one

wheel carrier, strut and suspension arm, a company spokesperson said. It has undergone tests for function and safety.

Volker Schmidt, chief design engineer at Goldhofer, said, "We simulated vehicle performance with MPA axle technology on a hydropulse test rig and all the components passed the tests with flying colors, for example, for the maximum load cases and alternating load cycles. We are highly satisfied with the results."

The test rigs at Goldhofer's systems partner BPW were used to simulate the performance of the wheel suspension under continuous high loads, a company

The Goldhofer STZ-MPA recently passed all the testing required for production.



■ Fontaine Heavy-Haul has launched a 2-axle bogie and EQ2 hydraulic equalizing spreader to its Magnitude 60 Class product line of low bed trailers. The EQ2 spreader has a C-link mounting system and can be converted from a 4.3 meter to a 4.8 meter axle spread in minutes, the manufacturer said. In addition, the EQ2 has an automatic hydraulic pressure dump for tight turning radius and dual independent levelling legs for easy pin connection on uneven terrain, the manufacturer explained.

■ National Interstate Insurance Company will complement its existing Titan Captive Program with a new traditional insurance product designed specifically for crane, rigging, heavy haul and specialized carrier companies. The company is actively seeking brokers to market the program, which will be available beginning in December 2013.

Offered in all 50 states through an open retail distribution network, coverages are tailored to meet industry needs and include auto liability, physical damage, workers' compensation, motor truck cargo and general liability.

spokesperson added.

"We wanted to know exactly what happens to the individual components, and when and how they react to which load," Schmidt explained. "To see how the suspension must work, for example, we have fitted the vehicle with various sensors and are using the latest software for data capture."

The new STZ-MPA semi-trailer has a 60 degree steering angle, 315 mm suspension stroke and a 780 mm minimum loading height.

The first shipments of the new trailer are scheduled before the end of 2013. ■

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WHAT:
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WHERE:
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MORE INFORMATION:
www.awrf.org/events

Star-studded AWRF meeting

Members of the Associated Wire Rope Fabricators are gearing up for a star-studded general meeting when the group convenes in Los Angeles October 20-23.

The meeting will begin with a meet and greet event on the evening of October

20 and will end with a golf tournament at the Rancho Park Golf Course October 23. Also included in the meeting is the AWRF Tour, which includes a luxury coach tour in Hollywood.

"The tour guides not only give facts about the area but they bring Hollywood to life with their insight into the glitz and glamour that makes Hollywood so special," according to AWRF.

Highlights of the tour include the Chinese Theatre, The Grove/Farmers Market; Hollywood Walk of Fame, Kodak Theatre, the Hollywood sign, Rodeo Drive, Sunset Strip, The Los Angeles

County Museum of Art, Pink's Hot Dogs and Hollywood & Vine.

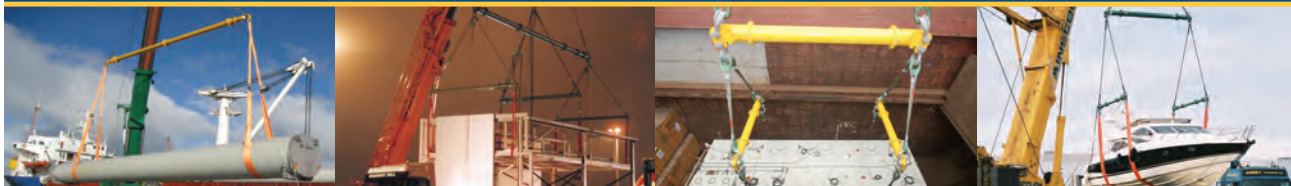
The registration fee is \$430 per person until October 11 when it goes up to \$475 per person. The costs covered by the registration include four receptions, two breakfasts, the banquet and the general meeting sessions. The golf tournament fee is \$125 per person and the AWRF Tour is \$95 per person.

■ For more information about the schedule and registration forms visit www.awrf.org/events. The phone number for the organization is 800-444-2973. Email address is awrf@awrf.org.



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Chris Sleight reports that the stock markets cooled over the quiet summer as bond yields rose and concerns heightened over the end of the Fed's quantitative easing program.

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

Off the boil

The summer period is usually a fairly quiet one for stock markets. Volumes tend to be low and prices are flat or down-ish as a symptom of lower activity over the vacation period.

It is a pattern that has been seen this year, although perhaps for slightly different reasons. The seasonal cycle of the markets has been unusual over the last 12 months. Normally, there is a rally that starts in the fall, ramps up nicely for bonus time around Christmas and New Years, and then runs out of steam by mid-February when results come out. After the readjustment there is another flurry through to the end of May before a second retreat over the summer.

But 2013 has seen the markets rally and then rally some more. The Dow hit new highs above 15,000 points in May and again in July, and it is only now showing any respect at all for gravity.

The driver for this has not been the usual cycle of financial results and seasonal factors that play into the economy. It has been a function of investors seeking a safe haven at a time when bond yields are low and gold has been falling.

No net gains

However, these factors weighing in favor of the markets are now giving way to improving bond yields and concerns that the end of the Fed's Quantitative Easing (QE) program, which currently pumps \$85 billion a month into the economy, is coming to an end.

Although the demise of QE will be a gentle one – the key word being bandied around is “tapering” of the money printing – there is still concern that this will have a negative impact on the economy at a time when unemployment is still relatively high and the recovery is only slowly

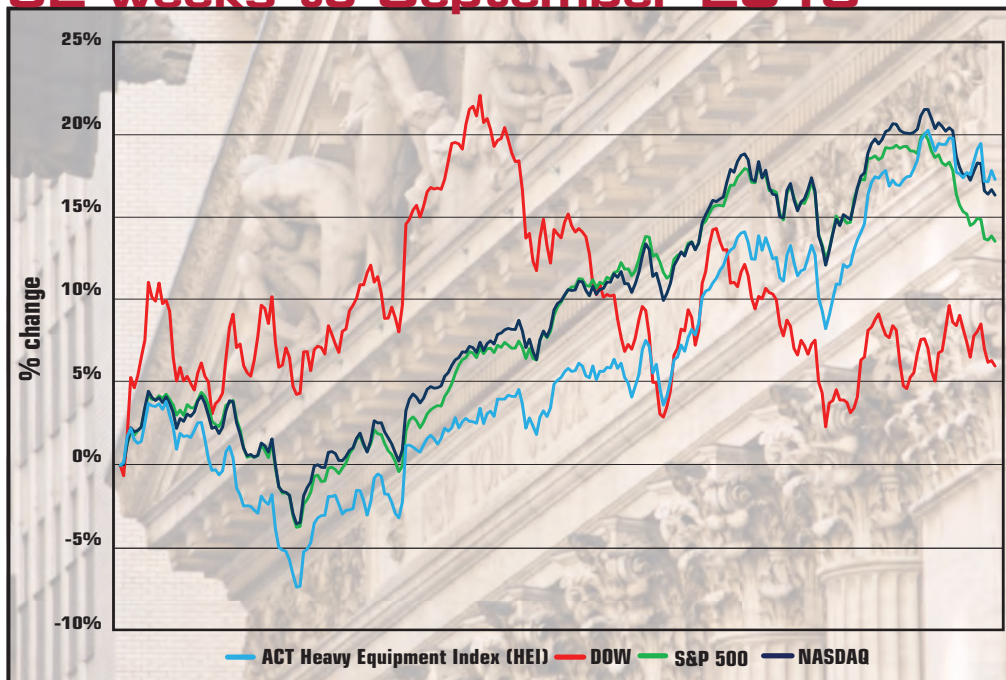
gathering momentum.

Indeed, as ACT went to press, an announcement on the tapering of QE was due from the Fed. The expectation was that it would herald the beginning of the end for this unconventional policy.

Having said that, monetary policy is likely to remain easy for the medium term at least. QE will probably be phased out over anywhere between 12 and 18 months and unemployment will have to come down a good deal further before there is any thought of raising interest rates – 2015 or even 2016 would be likely.

So while markets are coming off an artificial high, the impact on the real economy from these policies is likely to be gentle and relatively slight on a day-to-day basis. Indeed, as the economy strengthens, stocks like those that make up the ACT Heavy Equipment Index (HEI) are likely to rise as revenues and profitability improve. ■

52 weeks to September 2013



AUTHOR:

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 is a regular contributor to ACT's sister publication, *International Cranes and Specialized Transport*.



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Daniel Erwin

discusses

OSHA's

definition of

'fitness for duty.'

Fit to work

My son seemed so small as he climbed on the bus for his first day of kindergarten. As I watched him excitedly waving through the bus window I thought of how strange it seems to walk away from a 5 year-old, push him into the world and "hope for the best."

How can we rest assured that those responsible for him at school are truly fit for the duty? We assume that the bus driver is fit for duty by having the correct license, is in the right state of mind and is truly trained and qualified to engage in the riskiest activity available – driving. We likewise assume that teachers have the proper fitness for duty by trusting our children in their care. We don't demand to see teaching certificates, driver's licenses or drug test results...we simply assume and trust.

As employers, we don't have that same ability, or at least we shouldn't exercise it. We cannot hire or promote personnel, assume they are fit for duty, and put them in a position to represent us. It is

our responsibility to ensure, to the extent possible, that our employees are ready before commencing work.

According to OSHA's definition, fitness-for-duty means that an individual is in a physical, mental and emotional state that enables them to perform the essential tasks of their work assignment in a manner which does not threaten the safety or health of oneself, co-workers, property or the public. Let's use this definition as a guide and look at some options for compliance.

1. Physical

In order to know if an employee is physically fit for a position, it is necessary to know the applicable physical demands. Written job descriptions are very helpful in this area. Once the demands are known a physical exam can be administered by a medical professional using the job description as a guide. We as employers can set parameters for the test including specific items like climbing ladders, etc. Let's not forget that in most cases an aggravation of a pre-existing condition or former injury becomes a compensable injury for us as well as meeting OSHA's recordability standards. We must stress to employees the importance of not doing more than they are physically able.

2. Mental

In my opinion a person being mentally fit for duty encompasses two areas: their temporary mental state due to inhibitors such as drugs, alcohol or lack of sleep and the amount of knowledge that a person possesses. A robust drug screening program consisting of pre-employment, post-accident, random and for-cause drug screening is the most effective method of discouraging the use of illicit substances. A fatigued work policy that places restrictions on the number of consecutive days, hours or some variation is difficult but is an effective way to ensure that work alone is not a cause of an unsafe mental state. Regulatory agencies are increasingly mandating testing, (verification of knowledge), to cover the knowledge portion of being mentally fit for duty. Craft- and company-specific training that begins with new-hire orientation and continues throughout a person's career should be the goal. If we feel that an employee does not yet

have the knowledge for a task, they should not be assigned to do it alone.

3. Emotional

This one can be harder. I think the only reasonable solution lies in communication. Supervisors, managers, or others should be as present as possible with field employees. We need to ensure that a communication channel is provided and open for those who need it. Workplace violence is a huge issue and many of these episodes come only after repeated signs of emotional distress that went unreported or unnoticed. We should do our best to comply with the requirement of frequent and regular audits but look at more than compliance with standards. Any time we place employees in front of others as a check of potential issues of an emotional type we are ahead of the curve.

Let's do our best to ensure that the employees representing our companies are truly fit for the tasks at hand.

THE AUTHOR



Daniel Erwin is director of safety for TNT Crane & Rigging in Houston.

“Let's do our best to ensure that the employees representing our companies are truly fit for the tasks at hand.”

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CCO Lift Director Certification now available



Lift directors now have a means of demonstrating knowledge of their jobsite duties and responsibilities, as well as their ability to perform them, thanks to the latest certification program from the National Commission for the Certification of Crane Operators (NCCCO).

Developed over the past year-and-a-half by an 18-member Lift Director Task Force made up of industry veterans and subject-matter experts, as well as psychometricians from International Assessment Institute (IAI), this new multidisciplinary certification has been created in response to requests from industry stakeholders, including crane users, manufacturers, labor, and insurance companies.

"Lift directors bring to the lift team a wide range of career experiences and have oversight of all lifting personnel, so they play a critical role in safe lifting operations," said NCCCO Commissioner and Chairman of the Lift Director Task Force, William "Hank" Dutton, Technical Services Senior Specialist with Construction Risk Control at Travelers Insurance. "This new Lift Director certification is a logical progression of NCCCO's efforts to 'close the loop' on crane and lifting safety."

Fully ASME, OSHA compliant

The new program is fully compliant with the new OSHA crane rule, Subpart CC, as well as the ANSI standard that governs crane operations. ASME B30.5 defines a lift director as the person who "directly oversees the work being performed by a crane and the associated rigging crew." As a result, lift directors must know about all of the technical aspects and personnel roles involved with lifting operations. This can range from ensuring adequate ground conditions to managing communications among lift team members, to orchestrating complex, multi-crane lifts.

Lift directors are also responsible for stopping crane operations if alerted to an unsafe condition and restricting unauthorized access to the crane's work



The CCO Certified Lift Director program is a powerful tool for determining that the person designated to direct lifting operations has been evaluated as to their knowledge and ability

area. Other duties include prohibiting crane operations near power lines unless OSHA and ASME guidelines have been met, informing the operator of the weight of loads, and ensuring that the load is properly rigged.

"This new certification is designed to be a powerful third party assessment tool for an employer in determining that the person that he has designated to direct lifting operations has been evaluated as to their knowledge and ability to perform these tasks competently," noted Joel Oliva, NCCCO Manager for Program Development and Administration.

The CCO Lift Director certification program provides separate designations for mobile crane and tower crane operations. The exams consist of a common written core examination and different written specialty examinations for each of the two designations. While there is no formal practical exam, real-life lift plans are used on the written exams to test a lift director's ability to read, review, understand, and modify plans as changes occur, similar to what they must do in the real world.

Safety and cost benefits

Each candidate must also successfully pass the respective crane operator written exam(s) and the Rigger Level II written exam; operators and Level II riggers who are currently certified need only maintain their certification status in good standing.

As with other CCO programs, the initial certification period is for five years, after which lift directors must recertify.

"The new CCO Lift Director certification has been created to be valid, reliable, and legally defensible," noted NCCCO Commission Chairman Ellis Vliet. Once enough data has been collected NCCCO will seek ANSI/ISO accreditation as with other CCO certifications, he added.

"Accreditation from a national personnel certification accreditation body such as the American National Standards Institute (ANSI) is an indicator of a level of quality that is simply not available from every testing program that aspires to 'certify' individuals," he said. As with existing NCCCO programs, Vliet added, the new lift director certification will meet all prevailing ANSI and OSHA standards.

"We expect that this new lift director certification will be popular with owners and employers who understand the safety and cost benefits of a professionally developed assessment process and who recognize its place within a comprehensive risk management process," said NCCCO Executive Director, Graham Brent.

For more information about the new Lift Director certification program – including a candidate handbook, exam applications, and reference materials – visit the Lift Director area of the NCCCO website at <http://nccco.org/lift-director>. ■



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Jeff Johnson, executive vice president and COO of Scott Powerline, says the utility equipment business is strong.

Jeff Johnson enjoys the challenges of the power line equipment business because it's 'something new every day.'

Powered up

Scott Powerline has long been a leading entity in the power line and utility equipment business. Based in Monroe, LA, the company was started about 40 years ago from a couple of key accounts recruited and nurtured by Tom Scott, Jr., whose dad Tom Scott, Sr., owned and founded Scott Equipment.

In the 1990s, Scott Equipment formally started the Scott Powerline division with Tom Scott, Jr. as its president. In time, Tom Scott, Jr. worked out a deal with his father to purchase that business unit outright. In 2000, after working in several departments of Scott Equipment, Jeff Johnson was recruited as chief operating officer of Scott Powerline. At the time the business operated out of one office, had about 13 employees and generated about \$7 million a year. Some 13 years later the company has two offices, 42 employees

and revenues of about \$60 million.

"Not a bad little growth story," says Johnson.

Johnson says he was fortunate to be accepted into the Scott family business and was able to do a little bit of everything to learn the business.

"I worked in human resources and the finance department and then I became sales manager of a construction equipment branch of Scott Equipment," he says. "When Mr. Scott spun off Scott Powerline, he asked me to come over and be in charge of the operations. I've been doing that ever since."

Today Tom Scott, Jr. remains president and CEO of the company. Although at almost 70, he is still very engaged in the business, but does leave the day to day to Johnson and his management team.

Essentially, Johnson says the history of Scott Powerline's success can be tied to Tom Scott Jr.'s interest in the power line business and one of his key accounts, Irby Construction, based in Jackson, MS.

"For years, Irby was (and remains) one of our biggest customers," says Johnson. "In fact, Mr. Scott became a dealer for Mantis cranes (now Tadano Mantis) by virtue of his relationship with Irby Construction. Irby wanted a rental source for Mantis cranes and this put Mantis together with Mr. Scott."

Today Scott Powerline is one of the country's largest Tadano Mantis dealers and most likely the oldest, Johnson says.

As a premier provider of utility construction equipment, Scott Powerline will have a large presence at ICUEE

Scott Powerline has one of the country's largest fleets of Tadano Mantis telecrawlers.





The Tadano Mantis telescopic crawler has the flexibility of operating in more challenging terrains and environments.

October 1-3 in Louisville, KY. The company will display almost \$10 million worth of equipment from several manufacturers at the show, and for the first time, they will have a booth inside the exhibit hall.

We caught up with Johnson to talk about the utility equipment business, ICUEE and related.

WHAT IS THE SCOPE OF BUSINESS OF SCOTT POWERLINE?

Predominately we are an equipment sales and rental company with particular focus on the power line industry. We rent and sell bucket trucks and digger derricks, and also do a lot of crane-related business. We probably have the largest fleet of Mantis cranes for rent in the country. We are also a National and Elliott Equipment boom truck dealer, and we do a lot of business in selling and renting specialty equipment on track vehicles. We will have several at ICUEE. We also offer Terex auger drilling equipment and have also developed a relationship with Bay Shore Systems to provide the Lo-Drill excavator-mounted drills. In addition to our equipment rental and sales, we have two full-service facilities here at our headquarters in Monroe, LA and at our facility in McDonough, GA. Both locations are staffed with parts and service

departments, and we offer facility based and mobile service.

HOW DO YOU CHARACTERIZE THE HEALTH OF THE UTILITY EQUIPMENT INDUSTRY?

I think it's still good. The big thing the past couple of years has been the CREZ Loop in Texas. CREZ stands for Competitive Renewable Energy Zones. It is a couple thousand miles of brand new transmission lines in Texas designed to tie in all the wind energy in Texas to the grid. For us, CREZ kicked off in earnest in 2010, and it has been a big deal. It has generated a lot of work...hundreds of miles of transmission lines in West Texas and the Panhandle. That has provided a lot of business for Scott Powerline. But that is starting to wrap up. Large sections have been energized and should be finished by the first quarter of next year.

That said, everything we are hearing is that there's plenty of work still to be done. There may not be big, expansive projects like the one in Texas, but there are still a lot of good projects bidding throughout the South, Southwest and Southeastern U.S. We usually have a summer lull, and that's already over and we are seeing lots of activity. The electric side of the utility business is still very healthy.

WHAT ARE YOUR GOALS FOR ICUEE?

This is going to be our biggest presence ever. We've attended ICUEE for many years, and we've provided equipment for the different manufacturers we represent. This year we will have 23 pieces of equipment displayed throughout the outside area. That's the most we've ever had, and represents \$9 to \$10 million worth of equipment. We are also going to take a whack at having an inside booth this year. Our sales team wanted to try it and see how it goes. ICUEE will be our biggest show ever in terms of equipment, personnel and expenditures. We will have 11 people working there. We think it's going to be a good show. We are hearing that lots of folks will be there, lots of our customers, and that always bodes well.

SCOTT POWERLINE AND MANTIS HAVE BEEN PIONEERS IN THE TELESCOPIC CRAWLER MARKET. HOW DO YOU DESCRIBE THE MARKET FOR THESE TYPES OF CRANES?

When Mr. Scott got in with Mantis, by virtue of his relationship with Irby Construction, that started our history with telescopic crawlers and the Mantis line. In my experience, most every power line contractor in the South and South



Central U.S. will have had a Mantis crane on a power line job. The Tadano Mantis telescopic crawler has the flexibility of operating in more challenging terrains and environments. It has excellent pick and carry capabilities and a 360 degree chart. You don't need outriggers. It's kind of a Swiss Army knife. You can drill holes with it for certain types of poles. You can put a pole claw on it. You can put a work platform on it to put linemen in the air. Through the years, these cranes have become bigger, and they are very versatile pieces of equipment.

Predominately, most of our Mantis cranes are in the South Central part of the country though we have provided them for jobs in the Midwest, on both coasts and even in Canada. The Mantis is a really tough crane and other industries have come to appreciate its qualities. You are now seeing these cranes on wind farms, in the oil and gas industry, and general construction. It's a very versatile tool.

There have been others in the past that have made a shot at the telecrawler crane market. Mantis was the most successful and the best, but of course I'm biased. Liebherr and Link Belt have entered the market – they are both very reputable and they see the potential for this type of crane.

FOR YEARS, THE BOOM TRUCK MARKET WAS CENTERED ON THE 15- TO 30-TON MACHINE. FOR THE PAST FEW YEARS, HIGHER CAPACITY BOOM TRUCKS SEEM TO BE MARKET LEADERS. HOW DO YOU CHARACTERIZE THE BOOM TRUCK MARKET? HAS THE MARKET FOR THE



Scott Powerline is a dealer for Tadano Mantis, Elliott Equipment and National boom trucks. The company says the boom truck market is very active.

SMALLER BOOM TRUCK COME BACK YET?

We rent and sell a lot of boom trucks in our particular industry. The past few years the demand from our customers has been for larger boom trucks. Our customers are looking for the most reach. The smaller cranes are typically topped out at 100 feet or so of main boom. Now customers are looking for reach at 200 feet and that pushes you into the 40- to 45-ton range, even though they may not be lifting anything that heavy. You still have a place for the small boom trucks, and we still do a fair amount of business in the 20- to 36-ton range.

Right now, in our particular world, boom trucks are a hot commodity and

we can't get enough of them. With all our boom trucks, we offer personnel baskets and remote control operations. These are expensive options that the general crane owner may or may not need. I can't speak to the general economy about boom trucks, but they are still very hot for us. For the utility market.

WITH THE ECONOMY IMPROVING, DO YOU SEE SCOTT POWERLINE IN THE POSITION TO INCREASE ITS FLEETS?

Yes, I think we see a number of opportunities for growth. I will be honest, our business has never really been in sync with the general economy, and in some of our best years, everyone else was singing the blues. I don't specifically know why that is, but that's the way it has seemed to work. When the housing bubble burst, we did feel that a little bit, but not terribly and not as badly as other sectors. People still need power, lines still need to be built and maintained and there are natural occurrences such as ice storms and hurricanes. Our business has been more stable with more ups and less precipitous downs.

Now the housing reports are starting to get a little bit better and will probably spark some activity in distribution equipment. I think, given the continued strength in the utility market, and again with the overall economy improving, we are assessing the need for expansion. Truth be told, we've really grown our fleet in the last few years. 2010 was a kickoff point for the utility industry and we've increased fleet to meet that demand.

WHAT IS IT THAT YOU LIKE ABOUT YOUR JOB?

It's always something different every day. I like to think of myself as a hands on manager, and I may be guilty of being too hands on sometimes, but what I like is that there's always a new challenge or a new opportunity. Or there's a new situation that we've never been in that requires a solution. I guess it's the multitude of new opportunities that make its fun.

I was never really a mechanical person. I wasn't interested in hot rods growing up or anything like that, but I absolutely love the equipment business. You have great customers, new projects and the opportunity to provide new solutions for your clients. There's always something new every day. And Mr. Scott is a great guy to work for.

WHAT IS YOUR BUSINESS PHILOSOPHY?

Customer first, our employees always. The reason you come to work every day is the customer and we can't do what we do without our employees.

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

I enjoy traveling. We like to take our family to the beach. Our kids go to camp every year in North Carolina and we've enjoyed going there. My son started as a freshman at Ole Miss in Oxford, MS and we will enjoy going there to visit. I really don't have a hobby. I guess my hobby is chasing my wife and family around and enjoying being together. With my job I get to go different places and see different projects. I really enjoy that too. ■

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Tim Hillegonds
reports that the
nuances of wire rope are
complicated and varied.

Wire rope

When most folks think of Texas, they think big – big hats, big guns, big hair. But if you travel about as far south as a car will take you, just one long bridge away from the excitement of South Padre Island, you'll eventually reach Port Isabel, a small town situated just off the western edge of the Gulf of Mexico.

With a population of about 5,000, the town is small, but it's also somewhat lively, and it's not uncommon to see crane booms stretching into the sky above the cerulean waters of the Gulf. The economy isn't necessarily booming by any means – most of it is built on tourism that is spotty at best – but construction jobs are still underway and cranes can be found picking and setting everything from rebar to HVAC units to generators.

But on one particular day in early May of 2009, it wasn't a boom reaching toward the big Texas sky that was causing people to stop and stare, it was one that was lying in a heap just beside the water, lattice sections bent and lacings twisted into mess of mangled steel and frayed wire rope.

"I got the call to investigate the cause of loss on a Manitowoc 888 that was being used to drive underwater pilings at a dock in Port Isabel," says JR Bristow, of Bristow Truck and Equipment Specialists, an organization based in Ridgewood, NJ that provides failure analysis and appraisals, among other things, for heavy equipment. "The operator was hoisting the boom when it just sort of gave out and crashed to the ground. No one was hurt, but the boom was in bad shape. The initial reserve was set at \$500,000."

Though a half million dollars wasn't a

total loss – the crane was valued at \$1.5 million – it was a pretty hefty price to pay for something that, as it turned out, could have been avoided. On lattice-type cranes, booms are raised and lowered using boom hoist wire rope, and when that wire rope shows surface wear or corrosion, or worse, has broken wires within the rope strand, it can fail. It's usually just a matter of time.

Out of service condition

The subsequent investigation that followed revealed that the wire rope used to hoist the boom of the Model 888 had been in an out-of-service condition for quite some time, due to lack of proper lubrication.

"An examination of the failed boom hoist wire rope revealed that the wire rope had gone without the proper lubrication, which was the responsibility of the insured per the attached lease agreement," Bristow remembers. "I also noted significant broken wires within the rope strands at an average of six to 12 per strand lay. Clearly, if the insured had performed a daily inspection of the boom hoist wire rope as required, that incident would not have happened."

The broken strand condition that Bristow observed was caused by load cycles that occurred during boom up and boom down functions that were part of the daily operation of the crane. Simultaneous compression and expansion of the wire rope usually occurs as it travels over the hoist sheaves, and that causes the gradual deterioration of the strand wires.

Like many other segments of the crane and rigging industry, the nuances of wire rope are complicated and varied. Considerable time, money and resources have been invested in new technology, new inspection suggestions and new manufacturers. And rightly so. As was the case in Bristow's example earlier, there's quite a bit at stake in terms of both human capital and equipment cost.

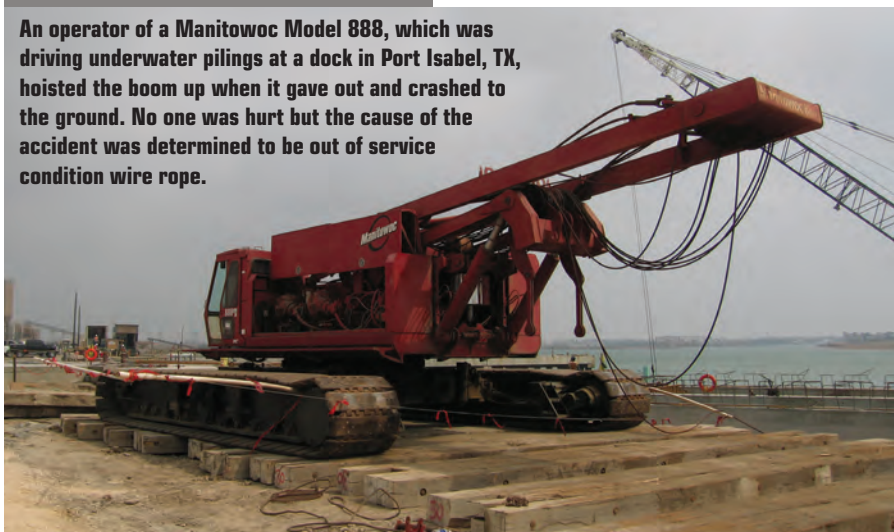
Python High Performance wire rope, a wire rope manufacturer that has produced a number of resources to assist people in understanding and ultimately purchasing wire rope, clarifies the structure of wire rope on its website www.pythonrope.com.

Python's site explains that a typical wire rope can contain hundreds of individual wires. These wires are fabricated and formed to operate at close bearing



An examination of the failed boom hoist wire rope revealed that the wire rope had gone without the proper lubrication. There were also significant broken wires within the rope strands.

An operator of a Manitowoc Model 888, which was driving underwater pilings at a dock in Port Isabel, TX, hoisted the boom up when it gave out and crashed to the ground. No one was hurt but the cause of the accident was determined to be out of service condition wire rope.



tolerances to one another. When a wire rope bends, each of its many wires slides and adjusts in the bend to accommodate the difference in length between the inside and the outside bend. The sharper bend, the greater movement, and the greater capacity for stress on the wire rope.

While manufacturers of wire rope are many and varied, each of the wire ropes they produce have three basic components:

- **THE WIRES**, which form the strands and collectively provide the rope strength;
- **THE STRANDS**, which are helically around the core; and,
- **THE CORE**, which forms a foundation for the strands.

According to Python's site, the greatest differences in wire ropes are found in the

number of strands, the construction of strands, the size of the core and the lay direction of the strand versus the core. But what does that mean for the layperson? What should he or she look for when purchasing wire rope?

Tony Fastuca, vice president Python America & High Performance Products, says that most people buy rope based on four ideal standards. "Abrasion resistance, fatigue resistance, flexibility and strength. Those four typical standards often weigh into a purchase decision," he says. "A buyer sometimes has to give a little in one area to get a bit more in another, but a lot of buyers are looking for a good balance of those four standards."

Lifespan varies

Whereas other products usually come with an expected lifespan, wire ropes don't really have an average operational life.

"There are records that exist of wire ropes getting two to three years of use, sometimes longer," says Fastuca. "But it's about the level of wear on the rope, not the length of time it's been in service."

Just as the crane itself needs to undergo frequent and period inspections, the

Things to look for when inspecting wire rope:

- Surface wear and tear
- Broken wires
- A reduction in diameter
- Elongation in wire rope
- Integrity of fittings
- Evidence of neglect
- Heat damage
- Corrosion

wire rope does, too. Fastuca talks of the so called "A,B,Cs" of wire rope abuse – abrasion, bending, crushing.

The principle goal of a wire rope inspection is to find potential problems before they manifest into incidents or serious accidents. Inspections should be performed slowly and methodically, with a keen eye for corrosion or broken wires or sections of rope that look questionable. Because the reality of wire rope is that it will fail if it becomes worn out, overloaded, damaged, misused or improperly maintained. It can lead to huge headaches for companies that try to take shortcuts or don't properly maintain it – a risk that just isn't worth taking.

THE AUTHOR



Tim Hillegonds spent 10 years in the heavy construction insurance industry before founding Thrive Creative Services, a creative copywriting agency dedicated to helping businesses tell their stories.

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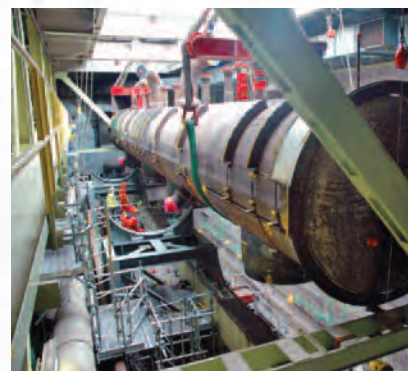
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North America still lags behind Europe when it comes to self-erecting tower crane use, but that's not to say the slender lifters aren't being utilized in certain markets.

Lindsey Anderson
reports.



Eagle West has a self-erecting tower crane working at the Scotiabank Saddledome in Calgary, pictured here.

Self-erecting education

There are numerous benefits to using a self-erecting tower crane on a jobsite that might require a unit with a small footprint yet large lifting capacity. From multi-family residential construction to infrastructure, self-erecting tower cranes offer ease of setup while being cost-effective in the long run.

"Self-erecting cranes have an up-and-over reach that enables them to be positioned very close to a building," says Mike Heacock, vice president of North American tower crane sales for Manitowoc. "This gives the crane a small footprint when it's erected on the project site. Assembly and disassembly costs for self-erecting cranes are much lower when compared with traditional tower cranes because self-erecting cranes require a much smaller crew and less support equipment to mobilize to a jobsite. They are also a green lifting source due to their electric motors, low noise and lack of exhaust. Since the cranes stay stationary on the jobsite, they do not produce dust or track mud into the street like many other types of lift equipment."

Self-erecting tower cranes are mostly used in narrow spots like inner city areas where space is limited. If the site duration is short, self-erecting cranes are often considered as the more economical

solution. Self-erectors can also be used on sites where the crane needs to be relocated frequently.

The units can also be used with a radio remote control, which allows the operator to double as the rigger and thus eliminating a second person. They are also faster and less expensive to rent than a mobile crane and, according to Gerd Booch, area sales manager for Liebherr-Werk Biberach GmbH, they are "more efficient than a telehandler on limited access sites."

Eagle West Cranes, located in Vancouver, British Columbia, Canada, owns one of North America's largest fleets of self-erectors with 50 plus units. The crane rental company has seen a huge uptick in self-erector utilization over the last year.

"We have far more cranes out today than we had out over the last four years," says Gary Davey, marketing manager for Eagle West. "This year is trending upward to the point where we're seeing utilization into the 60 percentage [range], which is huge."

Davey says over the past four years the company's self-erecting fleet was "completely underutilized" but that the

market is starting to turn around – to a tune of a 35 percent uptick in overall utilization over the last year.

In Arizona, Compass Equipment is experiencing "very high" demand for its self-erectors. Multi-family development, high end custom homes and student housing are driving the market.

"While the downturn caused significant reduction in demand for all construction equipment, multi-family and student housing projects have kept demand for



Liebherr's 81 K, pictured here in Frankfurt, Germany, is the most popular self-erector, the company says.



A Terex Eazy 90 self-erecting tower crane.

The same can be said for Eagle West in regard to branching out and educating customers; the company has historically supplied self-erectors to multi-family projects that were four stories or greater. "Now, we are starting to see more commercial and concrete projects," Davey says. "The knowledge and scope of self-erecting cranes has expanded because of the communication that's happened within the market."

Educating the market

While self-erectors can offer a number of solutions to lifting problems, renters can often experience sticker-shock when it comes to signing the papers.

"A telehandler might cost \$2,300 a month to rent," Davey says. "But a self-erect will be \$3,800 to \$6,000 a month. When people see that cost, they don't see the correlation of saving money. Instead they think, 'This is costing me more per month.'"

This is where educating the customer comes in. Self-erecting cranes allow companies to operate with a skeleton crew; one to three people can do the work of an entire team.

"The biggest challenge is educating the customer," Davey says. "The advantages of having a self-erecting tower crane are the labor savings and cycle time decreases and how these affect the overall bottom line."

Davey says self-erecting cranes vastly reduce cycle times which means a greater reduction in labor costs "which is a decrease in overall costs and obviously an increase in profitability," he says. "For framing, that's huge. Everyone knows the



margins on multi-family framing are very, very slim."

Mega Cranes Ltd., another British Columbia-based crane rental company, has also seen an increase in demand for self-erect cranes, but says pricing is down 25 percent compared to what it was in 2008.

"We feel the construction industry in North America is understanding the cost benefits of the self-erect crane and this market will continue to grow," says Kerry Hawley, managing director of operations for Mega Cranes. "If you take a look at the growth of the self-erect market for the last 10 years it's staggering considering most people didn't even know what a self-erect crane was back then."

But according to Manitowoc, which manufactures the Potain brand of self-erecting tower cranes, the market isn't on fire.

self-erecting tower cranes higher than other general construction rental items," says Mike Reddick, vice president of sales for Compass Equipment. "Last year was a good year for Compass Equipment and we included expansion into Colorado. We continue to expand our reach into other regional markets."

Reddick says the company's primary markets are in medium to large urban centers where demand is currently high. For Compass, self-erecting cranes are also popular in resort areas for condominiums, large custom homes and hotels.

"Resort area work is increasing but has been a slower recovery than the multi-family work in large cities," he says. "We are experiencing an increase in inquiries regarding upcoming projects at Colorado ski resorts and we anticipate an increase in resort development in 2014."

Compass Equipment expects the market to improve in 2014 due to an increase in planned projects and better marketing.

"Self-erecting cranes continue to gain acceptance across a broad spectrum of contractors and projects and Compass Equipment works diligently to position ourselves to meet the increase in demand," Reddick says. "We have seen an increase in retail sales of self-erecting tower cranes in 2013 indicating increased confidence of contractors in both the product and the economy."



Manitowoc Potain tower cranes at Bauma 2013 in Munich.

Self-erecting tower cranes working on an infrastructure project in Italy.



"The market for self-erecting tower cranes is very similar to what we saw last year," says Heacock. "Regions with active, multi-family housing markets have a high utilization of rental fleets, however, other regions are still struggling. We are optimistic, though, that there will be continued growth for these products in 2014."

Expanding horizons

One way to improve utilization is to break out of a niche market. Eagle West has started to work in industrial and commercial markets with its self-erectors. The company currently has two self-erectors working at the Scotiabank Saddledome, a 17,000-seat, Calgary-based stadium. In June the Saddledome was flooded up to its eighth row of seats due to intense rains. Eagle West has been on site with its self-erector helping to repair the entertainment complex.

"Companies are branching out beyond their typical scope of business," Davey says. "They're doing small commercial, residential and multi-family. These cranes are incredibly useful to have on a jobsite versus a [rough terrain crane]. The education factor has taken a while, but it's finally coming around."

Despite the bright spots, Terex's Angelo Cosmo, product manager of the company's tower crane division, says self-erectors still aren't utilized nearly as much in North America as they are in other countries around the world, particularly Europe.

Cosmo says sales of self-erecting tower cranes this year is similar to last year

with a slight increase, though nothing comparable to 2008 levels, but following the trend of U.S. construction activity, Terex does expect 2014 to be a better year for self-erectors than this year due to increased activity.

"The market could improve further once the product and advantages become more widely known across the U.S.," Cosmo says.

For Liebherr-Werk Biberach GmbH, which manufactures a range of self-erecting tower cranes, demand has slightly increased, but Gerd Booch, area sales manager for Liebherr-Werk Biberach GmbH, says the U.S. market is still small.

"We hope for improvement [in the market] and that people become aware of the advantages of self-erecting tower cranes," Booch says. "We think that the self-erecting tower cranes could often be the more economical solution but it's tough for us to change habits. We are always finding customers recognizing the significance of the self-erecting concept, and with our large experience from Europe, where self-erecting cranes are prevalent, we are convinced of the growth potential."

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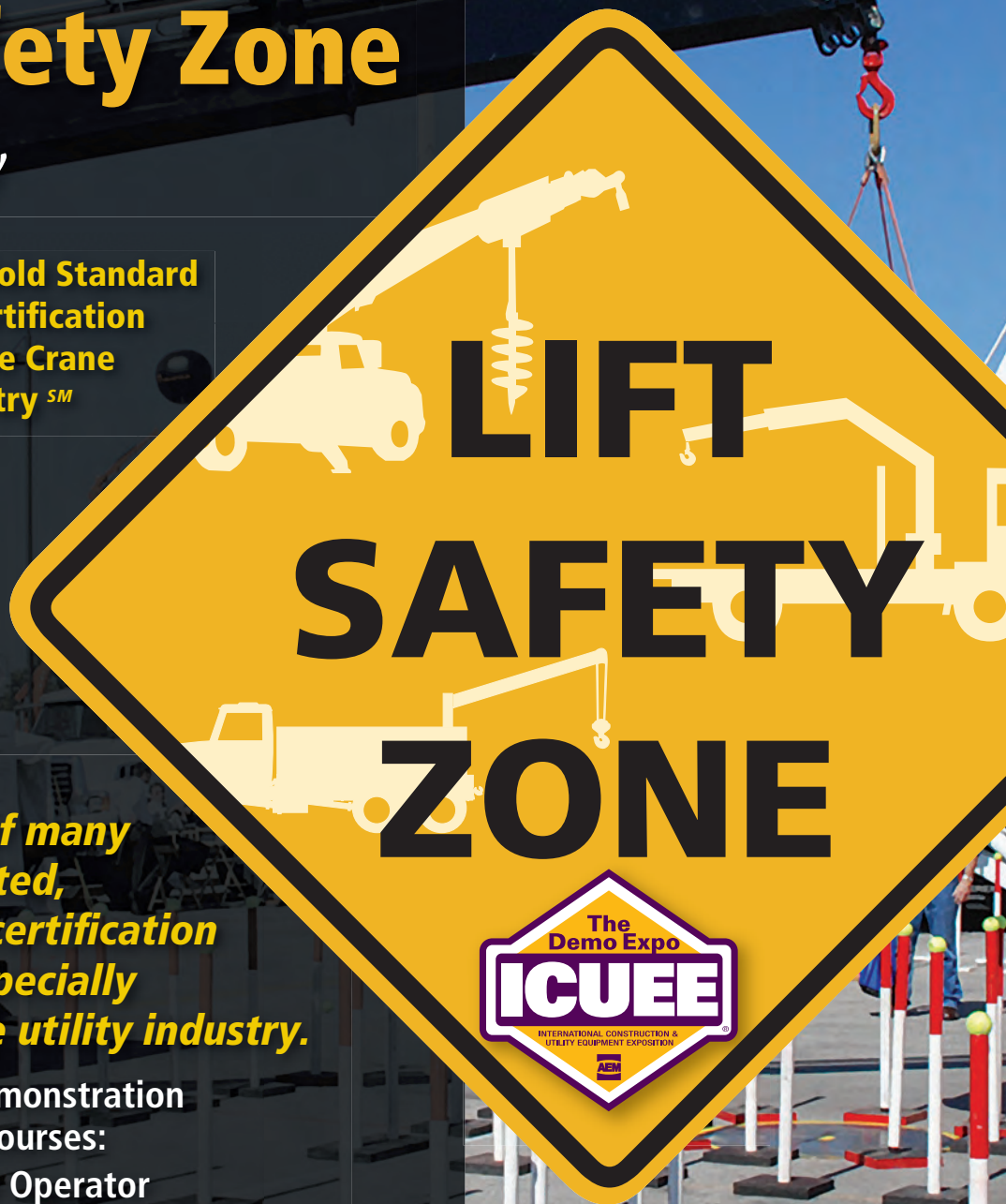
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STOP BY THE LIFT SAFETY ZONE IN AREA N (N1053)

If the crane is in good condition, and a client has a job for it, it's in high demand.

ACT's Used Crane Roundtable offers an interesting and varying perspective on the market for used cranes. **Terry White** reports.

Good investment

A used crane can be a great investment. The savings on a single used crane can easily amount to hundreds of thousands of dollars, compared to a new equipment purchase.

One way to ensure the best possible experience when purchasing a used crane is to work with authorized dealers of top manufacturers that have been in business a long time, pride themselves on quality parts and service, and offer a wide inventory.

This month, *American Cranes & Transport* set up a roundtable of executives from three companies that meet those criteria. Our panel includes Paul Autry, regional sales and marketing manager for Mardian Equipment Co. based in Phoenix, AZ; Andrew Forepaugh, vice president of sales, Cleveland Crane & Shovel, Inc. based in Cleveland, OH; and Paul Lonergan, president of Empire Crane Company based in Syracuse, NY.

HOW DO YOU CHARACTERIZE THE USED CRANE MARKET?

Autry: The market for used cranes is gaining momentum this year. With the economy and construction industry still in the early stages of recovery, construction companies are weighing their options when purchasing additional

equipment. New cranes are typically higher priced than used cranes, leading some companies to look for available used cranes to fit their needs.

Lead time of crane availability is sometimes a deciding factor. New cranes can take several months, if not longer, to build to desired specifications, whereas used cranes are already in stock and usually can be delivered immediately. This is a great advantage for clients who require a fast solution to their lifting jobs.

Forepaugh: Through the first three quarters of this year, demand for used cranes had been steadily climbing. That intensifying demand is driving up the prices on the inventory of available equipment. As far as financing goes, we feel the numbers are pretty much in line with what we saw going into the fourth quarter last year.

Lonergan: The market has been pretty soft, but it seems to be getting a little bit better lately.

WHAT TYPES OF USED CRANES HAVE BEEN MOST IN DEMAND?

Autry: We've seen a wide range of used cranes purchased this year. With our diverse inventory and availability of used cranes, Mardian Equipment has sold everything from 9-ton carry deck cranes and forklifts to 300-ton crawler cranes. The 30- to 40-ton capacity cranes are



PAUL AUTRY,
regional sales and
marketing manager,
Mardian Equipment
Company, Phoenix, AZ



ANDREW FOREPAUGH,
vice president of sales,
Cleveland Crane & Shovel,
Sales, Inc., Cleveland, OH



PAUL LONERGAN,
president, Empire Crane
Company, Syracuse, NY

probably the most commonly asked for crane, new and used.

Forepaugh: We've seen the most demand at Cleveland Crane & Shovel for rough terrain cranes and GMK all-terrain cranes. Grove's best seller has been the TMS9000E – 110-ton capacity. Here in Ohio, there has been an uptick in business due to the natural gas and oil work from the Marcellus Shale Formation that has been under way throughout the Allegheny Plateau region.

Lonergan: At Empire Crane, we're seeing the most demand for five-axle all-terrain cranes – from 150- to 240-ton capacity.

HOW IS THE DEMAND FOR USED CRANES COMPARED TO THE NEW CRANES YOU OFFER?

Autry: It depends on the client's budget and need for the crane as the company looks toward the future. If the company anticipates growth and has high revenue projects in the pipeline, an investment in a new crane often makes sense. Other companies are looking to replace older cranes that have exhausted performance ability with a new crane – usually with updated, improved options as well as increased lifting capacity – is typically what they are looking for. More often than not, a client who initially shops for a used crane will decide a new crane is a better fit after comparing the advantages between the two.

Forepaugh: Prices have always been a determining factor, and in today's economy, that's been especially true. A lot of companies need the cranes to do the work, but they're just not confident enough that there will be enough of the work to justify the investment in new equipment.

Lonergan: For every new crane we're selling, it seems like there are one or two used cranes that are part of the deal as customers look to upgrade their equipment while keeping the size of their fleet from expanding. We're constantly pursuing domestic and international business on used, as well as new, equipment. Rather than buy new cranes, some customers are looking for newer used cranes.

The expectations for the quality and performance of used cranes is getting higher year by year in the international market. The safety requirements are becoming greater in the developing world. We order the necessary engines to meet those requirements. Latin America is not just taking all of the old relics.

WHERE ARE YOUR USED CRANES COMING FROM?

Autry: Trade-ins and cranes that were previously rental cranes are the majority of Mardian Equipment's used crane inventory. When a client is looking into a crane purchase, there is an advantage for them to rent a crane they have interest in before making a buying decision. This allows their operators to experience the crane firsthand in the field and helps them decide on the best purchase in regards to size, options needed, type and even used vs. new.

Forepaugh: Trade-ins are always a big factor at Cleveland Crane & Shovel. We're hearing from customers who bought cranes from us and put them into service several years ago, and are thinking about updating their fleet with newer equipment. We know there are plenty of customers who are going to want to take advantage of the 50 percent bonus depreciation rules that have been extended for qualified property placed in service through December 31, 2013.

As a Manitowoc dealer for 40 years and a Grove dealer for five years, we can offer customers the opportunity to sell their older equipment that they have rented down through time and replace it with new equipment. On the other end, the used-crane customer can rest assured the machine has been properly maintained by a Manitowoc/Grove distributor and overhauled to peak functionality.

Lonergan: The biggest thing is trade-ins. We're not going out and looking for surplus machines. In the past, when the demand for used machines was higher, we went out and actively pursued good late model cranes from fleet owners.

ARE YOU SEEING ANY ENCOURAGING TRENDS FOR USED CRANES?

Autry: The used crane market seems to be headed in a positive direction. After 2007, many high quality, newer used cranes at terrific prices hit the market due to the recession. That used inventory has been shrinking as the economy gets stronger, so new crane purchases may be the trend in the next couple of years.

Forepaugh: The demand continues to grow for used cranes as new prices climb. Cleveland Crane & Shovel customers can generally get the same rental rate out of a used crane purchased for \$600,000 as for one that costs upwards of \$1 million.

Lonergan: I have a lot of friends with all-time highs for used inventory. That's not

an ideal situation for them, but it does give someone looking for a used crane more choices.

WHAT DOES YOUR COMPANY DO THAT SETS IT APART FROM COMPETITORS THAT SELL USED CRANES?

Autry: As a factory authorized dealer for the leading crane and equipment manufacturers in the industry, we proudly offer the client all of their crane purchase options under one roof. We offer complete service and maintenance programs and factory direct parts for all of our used and new cranes. We put our used cranes through certified inspection and testing to ensure they will perform at their optimum levels. We can do in-house upgrades or accessory modifications to equipment per clients' requests. Our factory trained and certified maintenance technicians make up one of the most experienced crane service teams in the industry.

Forepaugh: Cleveland Crane & Shovel is one of the oldest original Manitowoc dealers in the United States, and we've always maintained our Elite Dealer status. Being awarded the Grove dealership in 2008 expanded our ability to offer our customers the most innovative and advanced lifting equipment available.

What really sets us apart is our employees. They provide the same high-quality service to every customer 24 hours a day, 365 days a year. To give you an indication of the quality of our staff, we have a Grove 8.1 Certified Technician for GMK cranes that scored a 99 on the written test taken at Grove's plant in Shady, Grove, PA. That's the highest score on that test so far.

Lonergan: Empire Cranes represents many well-known lines, and we are the authorized distributors for the complete line of Terex Cranes, Tadano-Mantis Cranes, Grove Industrial Cranes and Manitex Boom Trucks. That lets us buy OEM parts at the best possible prices and pass along savings to the customer. We have certified third-party crane inspectors on staff. Empire Crane has a full sales, parts and service facility located in Central New York, with branches in Boston, Massachusetts and Metropolitan New York/New Jersey and offers over-the-road service to all locations. We also continue to serve all corners of the world for crane sales and parts and service support. If you buy a used crane from us, it will be in top-notch condition, and we'll work with you to keep it that way. ■

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The biggest utility-focused show in North America, ICUEE, is set for Oct. 1-3 in Louisville, KY.

ACT has compiled a comprehensive rundown of all the crane, rigging, transport and related companies who are exhibiting.

DATE:
October 1-3

WHERE:
Kentucky Exposition Center
937 Phillips Lane
Louisville, KY

The editors of *ACT* made numerous attempts to acquire information from every company and organization associated with the crane, rigging and specialized transportation sector exhibiting at ICUEE 2013. The companies represented in our Show Guide are those who responded.

■ For more information on exhibitors, visit:

www.icuee.com

Electric Louisville

The International Construction and Utility Equipment Exposition (ICUEE) is the largest utility event in North America. Held every three years, the Louisville-located show, Oct. 1-3, is expecting more than 16,600 attendees and 800 exhibitors. ICUEE is best known for its hands-on approach. Visitors can get behind the

controls of many types of equipment and run it through the dirt – and sometimes mud. While some of the bigger machines might be idle – say, for instance, Terex's new Crossover 4500 that will be debuted at ICUEE – attendees will still be able to get the full walk around and a load of information.

While you're visiting ICUEE, make sure to stop by KHL Group's booth (4735) to pick up the latest *American Cranes & Transport* magazines along with a number of the publisher's other titles.

We have organized our Show Guide by category, starting with the crane sector. ■



CRANES

▲ Terex (L316)

Terex will debut the Crossover 4500L at ICUEE. *ACT* has learned. The Crossover 4500L is similar to the 4500 but features a longer boom and a lighter chassis. The boom is a 129-foot, four-section, full-power and fully synchronized telescopic boom and a personnel basket can be attached. A 2,000-pound counterweight comes standard and the front windshield is removable. X-pattern outriggers feature independent controls and a rated capacity indicator features work area definition.

► Link-Belt Construction Equipment Company (N2046)

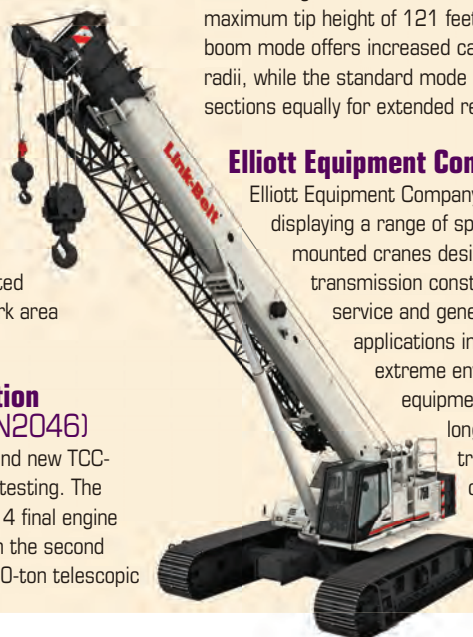
Link-Belt is showcasing its brand new TCC-750, which is still undergoing testing. The crane will feature a 2014 Tier 4 final engine package and will be available in the second quarter of 2014. The 70- to 80-ton telescopic

crawler crane lends itself to a variety of special applications like foundation work, bridge building, rail construction, power transmission lines, wind energy and the oil and gas sector. It can also include a hydraulically powered earth auger or work platform.

The TCC-750 comes with added safety features like upper guard rails and a rear-view and winch-view camera system. The TCC-750 also has a completely sealed lower and hydraulically retractable side frames. Additional features include a four-section, full-power formed boom with greaseless Teflon wear pads and a maximum tip height of 121 feet. Link-Belt's "A" boom mode offers increased capacities for short radii, while the standard mode extends all four sections equally for extended reach.

Elliott Equipment Company (L435)

Elliott Equipment Company will be displaying a range of specialty truck-mounted cranes designed to serve transmission construction, utility service and general construction applications in urban, rural and extreme environments. The equipment lineup includes long-reach cranes, track-mounted cranes for off-road applications and multifunctional products





designed to boost jobsite efficiency and performance. The Elliott Equipment booth will include cranes with capacities to 45 tons. Elliott will also introduce several new models at the show.

Some of the product updates and solutions that will be unveiled at the ICUEE show include a specialized configuration of Elliott's 40-ton 40142R BoomTruck featuring reduced spread secondary outriggers, a weight optimized structural design for a federal bridge legal configuration on 4 axles, and an advanced stability profile for a 360 degree work area without a front stabilizer. Other new accessories to be unveiled include a new 55-foot jib for working heights over 210 feet on the 40142R, and a wide range of other accessories and chassis configurations geared toward the utility and construction industries.

▼ Manitowoc (N2021)

Manitowoc will exhibit two National Crane products, the National Crane NBT45 boom truck and the NBT33-TU track unit crane. Both are mobile on and off the jobsite, travel on highways with little need for permitting and require very little setup and tear down time, Manitowoc says.

The National Crane NBT45 features a 45-ton capacity and a 161-foot, five-section boom, the longest in its size range, the company says. The crane is also available with boom lengths of 103 feet, 127 feet and 142 feet.

The NBT33-TU is similar to the 1400A boom truck, but is mounted on tracks for the navigation of rugged terrain. It features a five-section, 127-foot boom, 33-ton capacity and Vision cab.

Also featured on the booth will be the National



Elliott's 45127R boom truck

Crane Truck Modification Center, which was developed and launched last year. "This one-stop shop for boom truck customization has reinvented the boom truck modification process for National Crane customers," Manitowoc says.

Six cranes will be featured in other exhibitor booths, including a NBT15 at the National Commission for the Certification of Crane Operators stand a NBT15 mounted on a F750 truck at Ford Motor Company's booth; two NBT40 cranes – one mounted onto a track unit, and another mounted on a tri-drive truck – as well as a NBT36 boom truck at Custom Truck & Equipment's exhibit; and a 1400H at Scott Powerline's stand.

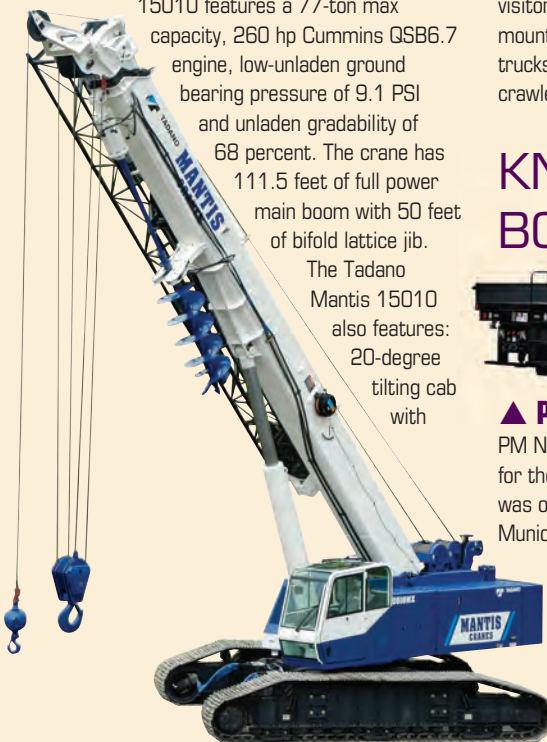


▲ Manitex International (N2019)

Manitex International will have a number of cranes on its stand including a brand new truck crane – the TC700. Capacity is 70 tons at 10 feet. For more on this unit, visit the company's booth.

▼ Tadano Mantis (N2000)

Tadano Mantis will be displaying two crane models: the 15010 and the 10010Mx. The 15010 features a 77-ton max capacity, 260 hp Cummins QSB6.7 engine, low-unladen ground bearing pressure of 9.1 PSI and unladen gradability of 68 percent. The crane has 111.5 feet of full power main boom with 50 feet of bifold lattice jib. The Tadano Mantis 15010 also features: 20-degree tilting cab with



standard heating and air conditioning; color camera display for winch and rear view; three remote control work lights; and matched size winches with grooved drums and cable followers.

The Model 10010Mx features 50 tons of maximum capacity, a 260 hp Cummins QSB6.7 engine, a low-unladen ground bearing pressure of 7.4 PSI and unladen gradability of 57 percent. The crane has 111.5 feet of full power main boom with 50 feet of bi-fold lattice jib.

The Tadano Mantis 10010Mx also features: Color camera display for winch and rear view; three remote control work lights; and matched size winches with grooved drums and cable followers.

Scott Powerline and Utility Equipment (3315)

Scott Powerline and Utility Equipment rents, sells and services a wide range of equipment including boom trucks, bucket trucks, cranes, crawlers with winches, digger derricks, multi-purpose amphibious vehicles, pressure drills, sign trucks, track-mounted equipment, vacuum excavators and wire-stringing equipment for electrical line construction and maintenance companies, investor-owned utilities and electric co-ops, and companies involved with bridgework, foundation drilling, sign and lighting and general construction.

At this year's ICUEE, Scott Powerline will have an indoor display booth and will also have 23 pieces of equipment displayed throughout the three outside lots. Among these display units, visitors will find both Elliott and National track-mounted cranes as well as conventional boom trucks and a 15010 Tadano Mantis teleboom crawler crane.

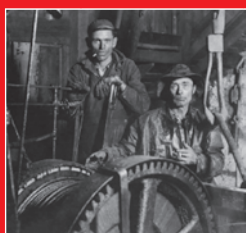
KNUCKLE BOOMS



▲ PM North America (L455)

PM North America will show its PM 38.5 SP for the first time in North America. The unit was originally launched at Bauma last Spring in Munich. The 38.5 SP features a range from 25 to 40 tons. The PM 38.5 SP is available from a minimum of two extensions and a maximum of eight extensions and has a maximum reach of 70 feet, 8 inches. There is a choice of five different jib configurations.

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A fully hydraulic version is also available.

▲ Effer/North American Lifting Equipment (N1023)

Effer Articulating Cranes will be on hand at their distributor's booth, North American Lifting Equipment. A range of products will be available for attendees to browse, including small 2 meter/ton cranes to 300 meter/ton cranes. Effer uses WELDOX 1300, a high tensile strength steel, and a decagonal boom, which offers high capacities and lighter weights. The company has more than 100 crane sizes and boom configurations, a number of stabilizer choices and a broad range of fly jibs.

► Iowa Mold Tooling Co. Inc. (IMT) (N1022)

IMT will introduce new and improved mid-range articulating cranes. The 9 tm, 10 tm, 11 tm and 12 tm models have been enhanced with new options, features and ratings to meet unique application needs. The 9/65, 10/72, 11/78 and 12/86 cranes have ratings ranging from 65,100 foot-pounds (9 tm) to 86,075 foot-pounds (11.9 tm) and maximum lift capacities from 8,380 pounds to 10,230 pounds. New features include SL (single link) or DL (dual link) options, 15-degree overbending and weight reduced by 10 to 15 percent from previous models. Each crane can be fitted with up to five hydraulic extensions to provide application-specific reach. Additional features include the RCL (rated



Exhibitors

EXHIBITOR	BOOTH/STAND #
AEM	2624
Allied Safety Systems	3648
Altec Industries	L165,365,366
AlturnaMATS	4107
Auto Crane Company	1834
Braden Carco Gearmatic Paccar Winch	2724
Bucher Hydraulics	2034
Cargotec/Hiab	N1038
Certex Inc.	1925
Cervis/Ikusi	2457
CICB	2159
Columbus McKinnon	3104
Composite Advantage	3213
Crane Institute Certification	4066
Cranes 101 - Crane's Aerial Truck Service	1753
Custom Truck & Equipment	N2016
DICA USA	3747
Diversified Product Development	3504
Elliott Equipment Company	L435
Fall-Tech	2413
Fascan International	N2032
Gunnebo Johnson	4018
Hawe Hydraulics	3940
HBC -Radiomatic	3624
Hetronic International	L227
Hirschmann/PAT America	4317
Hydro Electronics Devices	3012
Iowa Mold Tooling	N1022



capacity limiter) 5300 safety system and a radio remote control.

◀ Palfinger North America Group (N2013)

Palfinger North America Group is highlighting three high performance cranes, in addition to a PSC Service Crane and a range of other products.

The PK 34002-SH High Performance Crane features lightweight construction, ease of maintenance, power, maneuverability and controllability. It features a maintenance-free extension boom system. Palfinger will also have the PK 14002-EH on display. With a maximum lifting capacity of 13,670 pounds, "the efficiency of this knuckle boom crane is advantageous to construction sectors and municipal requirements," the company says.

During ICUEE, the PK 11001 CM (Corner

EXHIBITOR	BOOTH/STAND #
J. J. Kane Auctioneers	4253
Kar-Tech, Inc.	3608
Kentuckiana Wire Rope & Sling	2225
Landoll Corporation	N1021
Link-Belt Construction Equipment	N2046
Magnetek	3804
Manitex International	N2019
Manitowoc Cranes	N2021
NBB Controls	4212
NCCCO and the Lift Safety Zone	N1053
Nesco Sales & Rentals	4348 & L211
Palfinger North America	N2013
PM North America	L455
Prinoth Ltd.	N3008
Rayco-Wylie Systems	2109
Rud Chain	3650
Saubert Manufacturing	L394
Scanreco Industrielektronik	4234
Scott Powerline & Utility	3315
Spartan Mat	N3019
Sterling Lumber Company	2029
Tadano Mantis Corporation	N2000
Terex Corporation	L316
The Equipment Lock	3211
The Ulven Companies/Skookum	1826
Timco	N2055
Trail King Industries	N2034
TWG	3234
US Auctions	4465

Mount) will be fitted to an Omaha Standard Palfinger 50-102 Service Body and mounted to a 2012 Ford F-750 4x4 chassis. It is designed especially for service-body vehicles.

A new Palfinger series of PSC Service Cranes – PSC 6025 – will be displayed with Omaha Standard Palfinger PAL Pro 43 mechanic trucks and pickup liftgates. The booth will also feature the "toughest all-purpose body on the market that is ideal for gooseneck hauling, yet rugged enough to withstand heavy everyday use – the Badger Body PBB132D-P3."

ASSOCIATIONS

▼ NCCCO/Lift Safety Zone (N1053)

The National Commission for the Certification of Crane Operators (NCCCO) is presenting the Lift Safety Zone (LSZ) again at ICUEE. In keeping with ICUEE's nickname "The Demo Expo," the Lift





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Safety Zone will feature demonstrations of the new CCO Service Truck Crane (STC) Operator certification practical exam, as well as demos of the CCO Digger Derrick Operator, Articulating Crane Operator and Rigger practical exams. Qualified attendees will have an opportunity to try their hands on the equipment's controls to get a feel for the nuances of each machine and test their skills on actual CCO practical exam courses.

To help candidates and certificants make the most of their time at ICUEE, NCCCO will be holding initial and recertification written exams for all of its certification programs on Tuesday and Thursday, as well as practical exams for the new Service Truck Crane Operator certification on Thursday. These exam administrations will provide a convenient way for attendees to prepare for OSHA's upcoming deadline for crane operator certification and will enable them to leave the show CCO-certified. The written STC certification exam takes approximately 90 minutes and the practical exam takes approximately 45 minutes. Those who pass both exams will receive a CCO Service Truck Crane (STC) Operator certification, valid for five years, reflecting their competence to operate service truck cranes. To register for these exams, contact Shawna Parham at (703) 560-2391, ext. 214 or sparham@nccco.org.

▼ Crane Institute Certification (CIC) (4065)

The Crane Institute Certification (CIC) will be on hand to discuss the availability of certification programs for operators of articulating boom cranes and digger derricks. Questions for CIC's Articulating Crane and Digger Derrick written exams and practical tests were developed by subject matter experts representing manufacturers, public utilities, unions, contractors and training professionals. Service/Mechanic Trucks also fall under the responsibility of the Multi-Purpose Equipment committee, for which a certification program is currently under development and scheduled for release by the end of the year. In August, CIC will complete another milestone in the accreditation process with the American National Standards Institute for Articulating Boom Crane and Digger Derrick Operator Certification programs. CIC programs are already NCCA accredited.

Crane Inspection & Certification Bureau (CICB) (2159)

The Crane Inspection & Certification Bureau (CICB) will be at ICUEE to discuss training, inspection, certification and safety programs it offers. CICB's Crane and Lifting Industry Safety Training Programs are available onsite at a company's location, at its facilities in Orlando and Houston and at various locations throughout the U.S. and the world. CICB's curriculum is designed to deliver solutions to real time maintenance and operations problems and situations in construction, operations and maintenance environments. Also, at a customer's request, any of CICB's programs can be customized to meet requirements for company policies and safety standards and/or use of specific lifting equipment, job tasks or personnel.

OTHER

Cervis/Ikusi (2457)

Remote control specialist Ikusi will showcase a range of its products, including the i-Kontrol family of remotes. The i-Kontrol range now includes three types: the IK2, IK3 and IK4. All i-Kontrol remotes come with a removable memory card, TFT screen, cable connection options and an internal anti-condensation system, amongst more features. Ikusi also will have its newly launched MP20 and MP08 receivers at the show, which are specifically targeted to the mobile sector.

▼ Diversified Product Development (3504)

Diversified Products will showcase its Auxiliary Arm for cranes, bucket trucks and digger derricks. The Auxiliary Arm supports one or three conductors while line crews replace insulators, crossarms, poles or hardware. It can also be used for creating additional workspace clearance. The unit features a 5-foot mast, which consists of 4-foot clear span fiberglass, and a 12-foot horizontal support arm, which consists of 5-foot clear span fiberglass. Without the use of any tools, the mast and support arm can be easily angled and rotated for proper alignment with the conductors.



▲ HBC-radiomatic (3624)

HBC-radiomatic will have a number of controls for cranes on its stand. The company's most recent product is the technos 2, a radio control that offers a range of functions as well as comprehensive safety packaging and ergonomic design. In its base model, technos 2 can be equipped with different combinations of joysticks, linear levers and many other operating elements. The company also touts the 3.5-inch color display.



▲ Hirschmann Automation and Control (4317)

As part of the development of the iSCALE Control System, Hirschmann Mobile Control Solutions will present the qSCALE i2, a management solution for load moment devices that meet the current and future application needs of mobile cranes. The qSCALE i2 combines visualization and load moment indication in only one device. The time required for calibration is reduced and maintenance costs and repairs will be minimized due to the high quality and reliability of the system. Hirschmann will also feature the iSCALE Control System which can be used in any application from monitoring standard control functions to the most complicated custom control solution.

Also on display will be Hirschmann's line of crane operator aids for mobile cranes. These systems include load moment indicators (LMIs), wireless/wired indicators and a complete line of sensors to complement each of the systems. These systems and sensors meet OEM and retrofit requirements in lifting applications.

Midwest Access Solutions (2027)

Midwest Access Solutions provides economical temporary road access. A variety of applications from roads to rig site platforms simplify access to remote locations, while protecting sensitive



terrain from damage and reducing reclamation costs. The business offers a complete turnkey service that is low impact, economical and available 24/7.

Peerless Industrial Group (2433)

Peerless will showcase products designed to meet below-the-hook needs. One product includes the adjustable telescopic spreader beam, which is telescopic to accommodate various load sizes at 1-inch adjustable increments. Upper rigging spread between two lift points adds extra stability to the lift.

Peerless will also feature a box spreader beam, large diameter alloy chain and its standard duty spreader beam.

▼ Rayco-Wylie Systems (2109)

The Rayco-Wylie Systems team will present its latest technology; the i4507 all-in-one rated



capacity indicator (RCI).

Designed to accommodate all types of cranes for manufacturers working in the construction or offshore industry, the i4500 is the new generation of RCI. Offering more complete integration with the crane and the ability to monitor advanced operational parameters, such as boom sequencing, outrigger monitoring, range limiting and wind speed. Compliant with the highest European safety standards EN ISO 13849-1, the system has the capability to centralize the safety information, engine data and camera images all on one clear, full colour display.

Rayco-Wylie will also present wireless systems the R147 anti-two-block and the R180 wind speed indicator.

Sterling Lumber Company (2029)

Sterling Lumber features one of the largest access, crane, composite, outrigger and transition mats inventories in the Midwest. The company also offers mat installation and pickup

service for contractors and utility companies. Typical product applications include: Access roads, light and heavy work platforms, crane stabilization, muddy terrain access, bridging applications and sensitive environmental solutions.

▲ Trail King (N2034)

Trail King personnel will be on hand to provide information and answers on Trail King's trailer line, including the following models that will be on display at the show: A TK80HT Hydraulic Tail Trailer, featuring an 11-foot, 10-inch hydraulic tail with 46-inch fold-under, that can be loaded/unloaded from ground level or docks up to 58 inches high; A TK24LP Tag Trailer, featuring adjustable pintle hitch, 12,000-pound drop leg jack with spring foot, 60-inch self-cleaning beavertail and 60-inch spring assist ramps; and A TKT14U Tilt Utility Trailer, featuring a tilting main deck that lowers to a 11-degree load angle, 12,000-pound drop leg jack with spring foot, and bolt-on fenders and lights.



Trail King's TKT14U
Tilt Utility Trailer

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Gus Unverfehrt Farm Supply utilizes National boom trucks and a Grove truck crane to erect grain bins.

Cranes and grains

In 1954, Gus and Irene Unverfehrt started a farm, raising hogs and cattle on several acres near Centralia, IL. The idea of owning a farm supply business never crossed their minds.

"I was just trying to get by raising livestock," says Unverfehrt. "During those early years, the market was in East St. Louis, so I'd take livestock there once a week or every couple of weeks. While I was there, I'd pick up supplies. Neighbors started asking me to pick up items for them too, and that's really how I got into the farm-supply business."

The business took root from those periodic supply trips, and by 1961 the couple formally started the business.

Today, Gus C. Unverfehrt Farm Supply is a third-generation family business. Sons Larry and Kevin Unverfehrt manage day-to-day operations. Larry's wife, Kathy and their sons, Matthew and Tyler, and their daughter, Jennifer, work for the company. Mathew's wife, Katie, also works in the office and Kevin's son, Adam, oversees electrical work and runs service calls.

Although the business came about by chance, once it was established, the Unverfehrts became active in growing it and adding to the supply inventory. In time, the business would begin offering feeding, watering and milking systems for livestock, as well as other products and services.

"For the most part, we were geared toward livestock farmers," says Gus.

New business came from selling feeding equipment to dairy farms, and the company began selling silo unloaders and became a feed dealer. In the late 1970s "things really snowballed," when they began selling grain bins to area farmers. At the time, farmers would erect the bins themselves. But as the grain market grew with increased yields, so did the need for larger bins. In the late 1980s Larry Unverfehrt put together the company's first crew to set up grain bins.

Major driver

"It's now one of the major drivers of our business," he says. "We've continued to expand and offer commercial work erecting bins for elevators."

According to Matthew Unverfehrt, farmers and commercial customers can have vastly different needs.

"Farmers only deal with the trucks that come from their fields, bringing grain to their bins," says Matthew. "Commercial businesses deal with a larger volume that comes from numerous farms, often handling hundreds of trucks a day. Farmers are generally looking for a bin system that handles about 6,000 bushels per hour, whereas an elevator may need to accommodate 20,000."

The size of the bins needed to handle the varying volumes is also vastly different, as farmers typically put up 60,000-bushel storage units. Commercial bins are often big enough to store 750,000 bushels or more. Private, individual grain bin projects require about a month to complete, while larger commercial set-ups can take as long as three months. The Unverfehrts can have as many as 10 to 12 grain bin erection projects going at once.

"It all depends on the size and scope of the set-up as to how long it will take to complete – we're basically a turnkey operation," said Larry, noting that they

Three generations of Unverfehrt are active in operating Gus C. Unverfehrt Farm Supply, including (L-R) Gus and Irene, their son, Larry, and his son, Matthew.



Operator Roger Boozer lifts a grain bin into place on a farm using a 110-ton Grove TMS9000E crane.

only subcontract out large concrete pours.

"Our own staff does more than 90 percent of our jobs, and that number continues to increase as we have started doing our own electrical work," he says. "To increase efficiency, we have multiple crews and each focuses on a particular aspect of the project: concrete, building grain bins, building augers, assembly of the grain legs, etc. That way, once the concrete crew is done with its work, it can move on to another project while the other crews come in and do their work."

As the need for storage capacities grew, so did the Unverfehrt's need for larger lifting and erection equipment. The company began purchasing National boom trucks in the mid-1990s, and now has 28- and 40-ton units.



During assembly, Gus C. Unverfehrt Farm Supply uses a National boom truck to lift grain bin pieces into place.

we were looking for cranes, that's where I started. We bought a used one, and it performed well. That sold us on buying additional units."

For larger jobs, the company purchased two 110-ton Grove TMS9000E truck-mounted cranes. The mobile units have a maximum tip height of 235 feet, and the company added a hydraulic luffing jib that allows set-ups in tight areas. The company also chose the full counterweight package, which maxes out at 48,500 pounds.

"That size machine really fits our markets well," says Matthew. "Larger bins mean heavier and higher picks, and the TMS9000 gives us the lifting capacity we need. The luffing jib will fold up to a 20-degree angle, giving us further reach. That's important in an area where we have to keep a small footprint. We also like that they have one cylinder that pushes the boom out in stages. It gives us better capacity than other systems we've seen. The full counterweight package gives us flexibility to add capacity as needed."

For the most part, the bins are assembled on the ground and then the cranes lift the pieces into place for crews to bolt together.

"Our National cranes are great for that step, and the various sizes we have allow us to fit different needs most effectively," Larry says. "National has a good reputation for quality products, so when

Matthew says mobility was also a factor in their crane-buying, decision-making process.

"Both the National and Grove cranes allow us to drive from project to project, which saves time and is more efficient than moving a larger crane in pieces and taking hours or days to set it up," he says. "With these cranes, we can pull onto the site and be ready to pick in minutes."

The Unverfehrt's worked with Kirby-Smith Machinery's St. Louis Branch Manager Ray Jost on the purchase of both the National and Grove products.

"Like us, Kirby-Smith understands the importance of backing what they sell with exceptional service," says Larry. "We've developed a great relationship with Kirby-Smith, working with Ray Jost and Dave Hoeft, before he retired. They're knowledgeable in what the cranes will do, and Kirby-Smith service techs are well-trained to handle anything we've needed."

Gus and Irene couldn't be prouder of the company and their family. "Much of the growth we've experienced is directly due to Larry, Kevin and their families' efforts in seeing an opportunity and running with it," says Gus.

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Doing the Limbo

Terry White chronicles how Heavy Transport hauled the Bay Bridge travelers.



On September 3, traffic began moving across the new East Span of the San Francisco-Oakland Bay Bridge. Stretching 2,047 feet, the Self-Anchored Suspension (SAS) span is the signature element of the bridge and the world's longest such span.

The single, nearly mile-long main cable now supports the 35,200-ton decks of the bridge. The bridge's single 525-foot-tall tower echoes the height of the West Span's towers. Unlike traditional suspension bridges where the cables are anchored into the ground, an SAS bridge's cable is anchored in the roadways.

Through ingenious engineering, the span was constructed to last 150 years, more than double that of any other traditional bridge. Moreover, the span was designed to withstand high winds, as well as the largest possible earthquake that may occur with the next 1,500 years.

Such longevity requires regular bridge maintenance. Five moving scaffolds, known as "travelers," have been suspended from tracks beneath the bridge, providing safe access to workers, who will conduct bridge inspections, repairs and painting operations. The design of the travelers also enables them to capture maintenance-related debris such as paint chips and dust, water, sandblasting grit and paint overspray, preventing this material from falling into the bay 150 feet below.

The travelers, which move by pneumatic power from air compressors located in Oakland and on Yerba Buena Island, will carry crews laterally underneath the bridge at a rate of 20 feet per minute heading west and 50 feet per minute heading east. They allow personnel to complete the work as safely and efficiently as possible.

Complicated route

But before the travelers were installed, they had to first travel from the Westmont Industries plant in Santa Fe Springs, CA, where they were fabricated, to the Port of Long Beach, from where they were barged to Oakland. It would be the most challenging movement these travelers ever made. Because of the complexity of the transport, only a handful of companies in the world could accomplish this feat – or even dare to undertake it.

Fortunately, one of these companies was located near the manufacturer – Heavy Transport, one of the Bragg Companies of Long Beach. For more than 65 years, the family-owned business has specialized in over-sized, multi-dimensional and super-load hauling, providing a full-service approach to individualized transportation needs. Even for Heavy Transport, this would be a very demanding job that required 1,700 planning hours over the course of a year. Much of this time was spent coordinating the efforts of those involved with the travelers' fabrication, hauling, permitting and escorting and barging of the five sections. Regulatory approvals came from the Caltrans, the California Highway Patrol (CHP), and five cities and counties.

The largest of these parts measured 119-feet-long by 19-feet-tall by 16-feet, 4-inches-wide and weighed 51,000 pounds. Loaded, the dimensions jumped to 180-feet-long by 19-feet-tall by 19-feet high and a net weight of 70,000 pounds.

Even the smallest of the travelers, a 15-1/2-foot-wide bike and pedestrian path, called for a tricky transport.

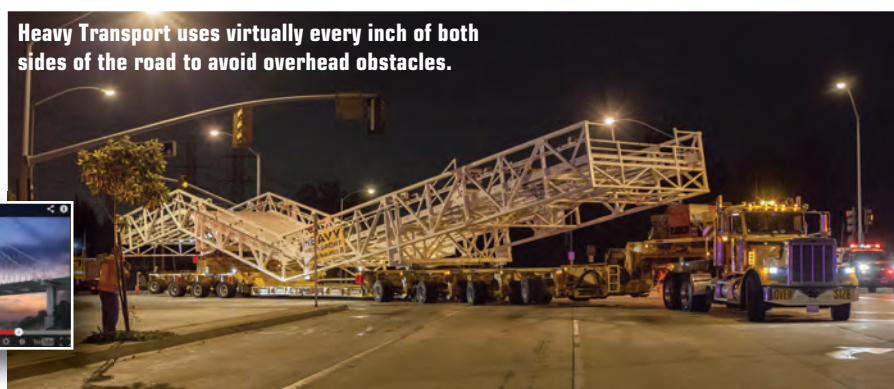
The unique load structure of the travelers required the use of Heavy Transport's Scheuerle Wide-Combi trailers with two 4-axle sections and a 39-foot drop deck insert to keep the height of the Traveler sections as low as possible while being hauled down city streets in Santa Fe Springs and Long Beach. The trailer configuration also needed a rigid support to keep the load's structure from twisting while also keeping it supported and tied down in four places on engineered mounting points. A custom-built heavy-haul Peterbilt tractor pulled each load.

For enhanced maneuverability, the eight sets of tires could articulate 60 degrees and move up and down. The Bay Bridge Public Information Office characterized these movements as "a giant game of steel doing the Limbo."

Zigging and zagging

Although the distance between the point of manufacture and the Port of Long Beach was about 20 miles, most freeways and city streets could not accommodate the load. Each piece had to be hauled on a complicated, zig-zag route with 21 turns that stretched 50 miles. Heavy Transport coordinated with its bucket truck service and CHP escorts to protect power lines, signals, trees and other obstructions. California requires such variance loads to be moved at night.

Heavy Transport uses virtually every inch of both sides of the road to avoid overhead obstacles.



To view an online video of the job, visit: <http://bit.ly/15gec7h>



Maneuvering beneath power lines and past railroad crossings were all part of the plan for Heavy Transport. The travelers were hauled on a Scheuerle Wide-Combi trailer system.



"It is a challenge in itself to move something this size," says Kevin Reese, Heavy Transport's Operations Manager. "It is an even bigger challenge to do it at night."

Throughout the five consecutive nights of the move, Heavy Transport followed the Bragg Companies' Personal Accountability Safety Survey (PASS). Under this program, Bragg employees assess the risk, analyze how to reduce the risk and act to ensure safe operations before beginning any task.

"Heavy Transport would like to

recognize fellow SC&RA members West Coast Permit Service and Kenco Bucket Trucks for their help," notes Reese. "Everyone helped to make this project a huge success."

The original plan called for Heavy Transport to haul all five sections to the Port of Oakland. However, to save Caltrans time and money on the hauling of the travelers, Heavy Transport recommended the use of a barge. Due to the multiple entities and unions involved, others performed the loading and unloading of the units and Westmont Industries assumed responsibility for the transport by barge.

A few days after Heavy Transport completed its work, the barge sailed into the San Francisco Bay under the existing Bay Bridge.

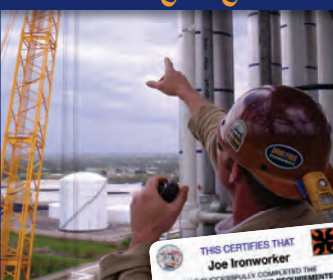
This was a profitable lump-sum project that was completed ahead of schedule with zero incidents and zero lost-time accidents. The 250 total miles of the move itself required 400 man-hours.

"There were no unexpected issues on the move other than some wet weather," says Reese. "We find the best method is to plan the work and then work the plan."

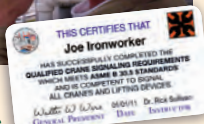


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Gen Y

Generation Y is fast becoming a group of interest for industry leaders the world over. Born between

1978 and 1990, this collective can be challenging to manage but also quite beneficial to have on your team. As these youngsters come of age in the workforce, it seems that a mountain of descriptive information steadily emerges around them. Regardless, at some point we're going to have to admit that Generation Y has arrived, and that it's in our own best interests to make sure that the best of them arrive at our doorsteps.

So how do we do this? Recruiting Generation Y can often require as creative an approach as it does to maintain them (once you have them). Many members of this gang were raised in overprotective households and school systems that conditioned them to believe that everyone would treat them fairly, and to expect some type of recognition or reward for even the most pedestrian of efforts. As a result, they usually have considerably high expectations of themselves – some might call it a sense of entitlement; some might call it confidence. However you spin it, a large portion of this generation has entered, and will enter, the workforce with a distorted awareness for how competitive and unforgiving a real job can often be.

But that doesn't mean they can't adjust, or that they aren't cut out for it. In fact, with the proper mentoring, these young recruits can add depth to your company's established success with their social connectivity expertise, fresh perspectives, entrepreneurial tendencies and technological productivity. After all, who better to connect your business to the ever-widening modern era than those individuals most closely associated with it?

As a general rule, recruiting Generation Y – just like managing and retaining them – requires some finesse. Many members of this group possess a unique approach to authority, which may include a lack of recognition for paying dues. Within a pre-established

environment of veteran workers, this can certainly raise tensions. It is our job as leaders to provide a workplace, and a chain of mentorship, that educates these young employees while not scaring them off. Indeed, such a process will require them to look inward, and even change or evolve, but as our workforce gradually becomes younger and more modern, the same expectations will be required of us if we hope to grow the next crop of quality workers, managers or even CEOs.

Business writer Bruce Tulgan has published a wealth of material highlighting the unique methods often essential in gaining the attention, and then respect, of Generation Y. Most of his advice circles back to two themes: flexibility and a personalized approach. He says to plan for high-maintenance management if you expect high performance. And when recruiting this crowd, separate yourselves from the competition by outlining what your job offers them “right now...you have to talk about right now – what you have to offer them today, tomorrow, next week, this month and the first year.” Tulgan stresses the importance of a recruiting message that speaks to their immediate concerns.

That said, Tulgan points out that members of Generation Y are also interested in the long-term, especially in what role you might play in their life story (this is where some of the personalized approach comes in). If they can find confidence in your willingness to pursue some common ground between your traditional practices and some of their new-age quirks, the chance is strong that you will ultimately find confidence in their ability to enhance your company with the work ethic and attitude you've come to expect from everyone. ■

EXECUTIVE VICE PRESIDENT



Joel Dandrea

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As your insurance policy renewal looms, it pays to take it by the reins.

Mike Chalmers reports for *ACT*.

ABOUT THE PANELISTS



JEFF HAYNES is USI's National Construction Practice Leader, focusing on Heavy Equipment Contractors (HEC). For more than 30 years, Haynes has concentrated

on knowing the HEC business from a "ground up" operational perspective and building effective risk management and insurance solutions, allowing his clients to achieve a competitive edge.



DAVE WITTWER is Vice President of Business Development and a P&C Practice Leader at Hays Companies (Salt Lake City office). Wittwer's experience

includes insurance program formation and development, alternative risk structures and specialized risk management products. Over the last 25 years, he has founded or co-founded two insurance agencies and brokerages, and has served in senior level executive positions, management advisory roles and direct sales positions.



RICK EMERY left public accounting in 1991 and joined insurance specialists Emery & Karrigan, Inc. In 1995, he became a partner, and has retained the role of

President since 1996. That same year, Emery & Karrigan transitioned away from all other industry groups, and specialized in Crane & Rigging – writing accounts across the entire company.



THE AUTHOR

MIKE CHALMERS serves as editor-in-chief for Thrive Creative Services LLC, a creative copywriting agency based in Chicago.

Renewal

Insuring your company and its operations year after year can become as complicated as many of the jobs you undertake. As you contemplate your upcoming insurance renewals, it never hurts to consider some practical tips from some of the top brokers in the industry. Fortunately, we've gathered three of the best here for you in an effort to untangle some of the more notorious snags, and keep you focused on getting the most out of your business.

I sat down with Jeff Haynes (USI), Dave Wittwer (Hays Companies) and Rick Emery (Emery & Karrigan, Inc.) to address renewals and the often tricky process of putting your company's insurance in the hands of an agent who knows how to navigate risk management, while also representing the best interests of your enterprise.

Start early

When it comes to renewal dates, all three brokers recognize the benefits of getting an early start.

"Assuming the company is going to continue on with the same broker (agent), then the general rule of thumb would be 90 to 120 days," says Haynes. "But by starting 120 days out, it will allow the company to work with the agent to understand all the claims issues and give some time to mitigate the impact they might have in the bidding process."

Haynes suggests allotting a little more time if you plan on shopping around.

"If the company is going to go through a broker selection process, then they should get started at the 180-day mark," he says.

Wittwer agrees. "Depending on the complexity of the insurance and risk management program, it could be six to nine months prior to the expiration date," he says. "However, for most companies, 120 days in advance of the expiration date is a fair general guideline. Underwriters receive hundreds of submissions; it is critical that your account be positioned in a manner that leverages the opportunity for the best terms available."

Emery points out that the history of your account is especially important if and when you find yourself shopping around.

"Each account has a 'loss history' that is displayed for each company the account has been insured with for the last five years," he says. "All insurance companies working on an account want the loss history to be within three months of the effective date of the coverage being quoted. Because of this, it does not make a lot of sense to begin the renewal process sooner than three months prior to the effective date of the policy. The early start allows enough time to gather underwriting information that is required by each insurance company approached."

Specific documentation

A common question the three experts receive: How specific do my documents need to be?

"Very," says Wittwer, while echoing Emery's assertion about loss history. "Five years of loss history by line of coverage is ideal. A detailed narrative of any large losses (over \$25,000) is incredibly helpful."

Wittwer also emphasizes that details on safety, risk management and training are critical.

"For example, does the company have

“

Depending on the complexity of the insurance and risk management program, it could be six to nine months prior to the expiration date. However, for most companies, 120 days in advance of the expiration date is a fair general guideline.

”

DAVE WITTWER

Vice President of Business Development
P&C Practice Leader, Hays Companies

tips

an active safety manager or committee? What is the safety committee's function and role? What is senior management's role in safety? How are claims handled internally?"

Emery says it's impossible to anticipate all of the information requests that an insurance carrier will require, so it's best to focus on the most important basics – particularly what a company does most of the time.

"This can be a one- to three-paragraph write-up outlining the insured's operations," he says. "Or a description of the insured's management structure, including years of experience. Even schedules and lists of equipment. And if there are any losses on the insured's loss runs, each loss should be fully explained."

So you have your documents in order and you're on schedule – what about pricing? Is the lowest price always the best price?

"Believe it or not, sometimes it is," says Haynes. "A knowledgeable broker will make sure that in the marketing process, the carrier's products are vetted for appropriate application. The insured company should never be in a position of buying a cheap, inferior coverage that creates unacceptable risk to them. Having said that, we see it all the time – the crane and rigging company that has 'overweight' exclusions on their Contractors Equipment Floater, or on their Riggers Legal Liability. They (agent or company) don't realize it's there until they have the claim. Sometimes, on large accounts with strong management controls and good historical losses, the lowest insurance cost is the best, but not because of inferior coverage, but rather the insured accepts larger retentions (deductibles) and the carrier's premium charges are reduced accordingly. As an insured company grows and controls its losses, accepting this



The insurance for a crane and rigging account is very complex, and there are no short cuts. I'd recommend that the insured seek an education through the SC&RA and the preferred insurance agents that work closely with the Association.



RICK EMERY

President, Emery & Karrigan Inc.

type of risk transfer is often the best of all options."

Some companies view insurance and risk management as a commodity, or purely transactional, according to Wittwer.

"In a soft market, this approach can net some lower pricing benefits; however, for complex risks such as SC&RA members, a sole focus on pricing will ultimately lead to higher premiums," he says. "When losses start to occur, the underwriter will be looking for substance in the insured's risk management program, and a 'price only' focus has no substance."

Stay out in front

Ultimately, Emery, Wittwer and Haynes urge you to educate yourself as much as possible about the coverage you need, and certainly don't wait around until after an accident to learn about insurance.

"The insurance for a crane and rigging account is very complex, and there are no short cuts," Emery assures. "I'd recommend that the insured seek an education through the SC&RA and the preferred insurance agents that work closely with the Association. Whether or not an insured individual chooses to work with one of the preferred insurance agents or not – at least approach them for the information they are most willing to pass on."

"Know what public information about your company is out there," adds Haynes. "The underwriters are diligent about getting into OSHA logs, the FMCSA websites and other publically available

data. Get there first and make sure it's correct. If it's not, or if it paints a poor picture of your company, work with your agent to address it."

Wittwer stresses the importance of the advisor's consultation capabilities (knowledge, experience and resources). He says risks can be managed, transferred and retained using a variety of strategies and tools.

"Work with insurance advisors and insurers that understand your business model and industry. A significant investment should be made by the advisor to truly understand your specific business model and objectives. The qualitative aspects of the account often have direct correlation to the quantitative factors that determine final premium." ■



A knowledgeable broker will make sure that in the marketing process, the carrier's products are vetted for appropriate application. The insured company should never be in a position of buying a cheap, inferior coverage that creates unacceptable risk to them.



JEFF HAYNES

National Construction Practice Leader
Heavy Equipment Contractors, USI

SC&RA HEALTH PLAN

Members of SC&RA are able to reduce health insurance charges through the Association's endorsed health insurance provider, Association Benefit Resources, and its alliance with United Healthcare. The program offers a value-point pricing health and welfare benefit package, exclusively for SC&RA members. For information on the program and the SC&RA Medical Trust, call Association Benefit Resources at 866-355-9241 or email information@scrahealthplan.com.

Michelle Lorenz asks: Do rigger and signalperson qualifications correlate with the cause of crane and rigging accidents?

Be sure to discuss the high incidence of injuries to riggers and signalmen at one of your future safety meetings.

Citation

In the Risk Management article in the May 2013 issue of *ACT*, John Schoppert outlined the 10 most common OSHA citations under the new Crane and Derrick standard¹. This month, we will discuss some accidents that correlate with two of those 10 OSHA citations: lack of qualifications of riggers and signalmen. According to OSHA, in 63 percent of construction site crane fatalities, the victims are ironworkers and riggers. See *Crane Related Fatalities in the Construction Industry*, ASCE's *Journal of Construction Engineering & Management* (September 2006). Quite often those fatalities occurred when riggers were stuck by the load or during assembly and

disassembly. Hence it's easy to see why OSHA has emphasized the importance of having qualified riggers and signalmen.

The accident isn't the crane company's fault but... At NBIS, we commonly see crane and rigging accidents caused by negligence of the riggers and/or signal people – sometimes it's due to lack of qualifications and it correlates to OSHA citations under 29 CFR section 1926. But, just as often it's a result of lack of planning, inattention, being in a rush, laziness or a simple mistake. Ironically, it is often the rigger or signalperson who causes his own injury then tries to blame the crane company for his own failure to follow safety protocols. This is even more dangerous when the plaintiff's employer is both the site supervisor and lift director as that leaves no one else to sue because of worker's compensation immunity. Thus, the injured worker looks elsewhere to find someone, anyone, else to blame. Unwilling to point the smoking gun back at themselves, the injured workers instead point the finger at the crane and rigging company involved in the lift.

Consider these hypotheticals:

■ **MASTER RIGGER PERFORMS RIGGING AND RIGGING FAILS.** The master rigger uses your nylon straps to rig a load. He rigs the load wrong; the straps slip; the softeners slide off; the straps are cut on the sharp metal edge of the load. After the first strap is sliced, a shock load occurs. The load falls and amputates the master rigger's leg. Immediately after the accident, the straps have red threads. The master rigger sues the crane company alleging fault rigging equipment and lack of proper softeners.

■ **ARBORIST FALLS OUT OF A TREE WHEN A DECAYING LIMB BREAKS.** Your crane operator is doing a blind lift flying out the cut sections of a 100-year-old tree. The climber up in the tree is standing on a decaying limb that breaks. Not tied off to the limbs he was cutting overhead, he falls to the ground and is paralyzed. He sues the crane company saying the operator didn't smoothly control the load and swung it into the tree limb, causing it to break.

■ **RIGGER INJURED BY LANDED LOAD HE FAILED TO SECURE.** An ironworker is atop a building landing steel joists. In a rush



correlation

because the crane is charging by the hour, and in an effort to save time, he doesn't secure the joists properly. As he slides along the joist to catch the next load, the joist rolls and he falls to his death. The estate sues saying the crane company should have known he didn't have time to secure the joists in the short time between loads.

■ SIGNALPERSON KILLED WHEN HE STEPS OFF A ROOF. Your crane operator is doing a blind lift. The signalperson is standing atop the edge of a roof and is not wearing fall protection. He turns to watch where the load is being landed and then steps back off the edge of the roof, falling to his death. He sues the crane company saying you should have refused to do the lift if he wasn't wearing fall protection and you should have honked your horn to warn him.

■ RIGGER HIT IN THE HEAD BY THE HEADACHE BALL. Your crane operator is performing a blind lift atop a building and your oiler is working as a signalperson. The operator starts cabling down in turtle mode. The rigger takes his eyes off the headache ball and reaches in to disconnect the load before it stops moving. He is hit in the head by the headache ball then sues the crane company saying the signalperson should have warned him of the brightly colored headache ball just a few inches away from his own eyes.

■ RIGGER SWINGS THE LOAD THAT SPINS AND CRUSHES HIM. A team of riggers is landing a tilt wall. As the crane operator lowers the load, it is off-center from its landing spot so they push and pull on the load to swing it into place. Unfortunately, a wind comes up, the load starts to spin out of control, pinning and crushing the rigger. The rigger sues the crane company saying he should have known the load was off-center, should have warned him of the 20 mph wind gust turning the tilt wall into a sail, should have controlled the load from spinning, and should have shut down the lift.

Take-aways

What are the takeaways from these hypotheticals? First, when your salesman bids a job or when dispatch takes the taxi call, it's important to ask if the customer wants the crane company to supply qualified riggers or signal people.

Tell them the price and note that it was offered at "x" dollars per hour, and then note whether those services were accepted or rejected. Document the name of the person who made that decision. In our experience, there are significantly less accidents when the riggers and signal people are supplied by the crane company. This seems to be because the crane company employs qualified riggers, because those riggers are more familiar with crane operations, and because they have extensive experience with that particular crane operator.

Second, make sure your rental ticket includes an indemnity clause enforceable under your state's anti-indemnity statute. And, make sure it includes a blanket Additional Insured requirement wherein your customer names you as an Additional Insured on the customer's GL policy. That way if their employee causes his own injury, it is their GL policy who will be defending you. NBIS' Legal Team reviews rental tickets for all companies insured with us, applying the laws of the particular state where you will be performing work. An enforceable rental ticket can save you from a \$25 million claim – even if you have some liability!

Third, document, document document! This avoids getting into a "he said, she said" situation after the accident. If it's in writing before the accident, it's much harder for people to deny what they told you. For example, when participating in pre-lift meetings, write down the name of everyone and their role (supervisor, lift director, rigger, master rigger/foreman). Similarly, if a customer is using your rigging equipment, ensure that you've done a pre-lift inspection and ask the customer to sign off on the condition of the equipment being acceptable. If the customer tells your operator or dispatcher the maximum weight of the load, or what load capacity crane/equipment they need, make sure you write that down on the rental ticket, bid or dispatch notes; and make sure that load capacity is noted for that specific rigging configuration. If there are lifting instructions or lifting lugs on a load, note that too.

Now get that rental ticket signed before the accident occurs by someone with supervisory responsibility at the site.

Don't start a lift without a signature. A signature after an accident is likely not enforceable to protect you. And in many states, the rental ticket must be signed by both you and your customer to be enforceable.

Fourth, if an accident does occur – unless it's a dangerous situation – don't move the crane, alter the accident scene, nor do anything that destroys the information in the LMI. If it's a failure of rigging equipment, take detailed photos of that equipment in the exact position on the load. Write down all the rigging configurations, load capacities, etc. Make immediate notes about who witnessed the accident. Save the evidence as the physical evidence at the scene often can corroborate your operator's version of the facts and can impeach the testimony of the injured party.

Fifth, consult with your carrier immediately. The carrier should send someone to document the scene but can also assist you before you participate in meetings with the customer or OSHA. We want you to be prepared to outline the responsibilities of each party under B30. Be cautious about how much you put in written statements or incident reports until you talk to your carrier and/or defense counsel.

In conclusion, both OSHA and NBIS recognize that the most commonly injured people on a crane and rigging job are the riggers and signalmen. OSHA cites employers for failing to provide qualified riggers. But lack of qualifications isn't the only problem. We encourage you to discuss the high incidence of injuries to riggers and signalmen at one of your future safety meetings. Emphasize how your preparation and documentation – both before and after an accident – can help your carrier successfully defend you when the riggers and signalmen cause their own injuries. ■

¹Jim Maddux, OSHA's Directorate of Construction.



THE AUTHOR

Michelle Lorenz is manager of litigation and claims for NBIS.

SC&RA's Online Education Series



The Specialized Carriers & Rigging Association has been providing quality education and meetings for the companies in the crane, rigging and specialized transportation industry for more than 65 years. The monthly webinar series brings you and your employees presentations on timely issues and topics in a format that is easily accessible and affordable.

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OCTOBER 23

12 pm EST

WHAT'S UP WITH OSHA'S CRANE PERSONNEL QUALIFICATIONS?

OSHA's decision to postpone the effective date of its crane operator qualification requirements (Subpart CC of 29 CFR 1926) to allow time for additional rulemaking surprised the industry and has led to confusion as to the legal responsibilities for qualifying employees who work with and around cranes. Presenter, Graham Brent, NCCCO, National Commission for the Certification of Crane Operators, will provide a comprehensive review of those responsibilities from a federal perspective. Further, Mr. Brent will discuss the two central issues--certifying by crane capacity and whether certification is equivalent to qualification--that prompted OSHA to announce its intention to reopen the crane rule will be examined. Industry responses to requests for input by OSHA and other entities on these issues will be analyzed for insight into the likely direction OSHA rulemaking will take in the near future.



GRAHAM BRENT
Executive Director,
NCCCO

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NOVEMBER 20

12 pm EST

TRANSPORTATION CONTRACT REVIEW

This SC&RA webinar will focus on the contract review process of bills of lading and other transportation contracts. Presenting will be Robert Moore and Kate Lasky of NBIS. Much of the language companies currently use in their contracts between carriers and shippers is out of date, particularly in the bill of lading. This webinar will help you to examine your bill of lading and identify key issues to help your company mitigate exposure for loss to cargo. This webinar will also discuss warehouse contracts, and what language needs to be present in such contracts, in the event your company takes possession of cargo as a warehouseman for an extended period of time. It will also touch briefly on: millwright contracts; tractor trailer lease agreements; and broker agreements, as related to the transportation industry.



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December 11

Construction Industry Economic Outlook (with emphasis on crane, rigging and specialized transportation)Chris Sleight, Editor,
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www.scranet.org

Carbeau joins Linden Comansa America

Tower crane specialist Linden Comansa America has named Bill Carbeau as vice president, business development. Carbeau has more than 30 years of experience working in the tower crane and concrete pump industries, with experience in sales, management and operations. He was previously the

**Bill Carbeau**

general manager of business development for Liebherr Tower Cranes in North America.

"Bill has a proven track record for developing sales and building long relationships

between companies and their clients," said Dennis Kenna, managing partner of Linden Comansa America. ■

Link-Belt names accounts manager



distribution network, the company said.

"Rickey is an 18-year veteran of the crane business, with time spent most recently in a management position at Link-Belt Mid Atlantic," said Skeeter Collins, North American sales manager. "His understanding of crane customer relations, and his distribution experience with Link-Belt will only enhance our strong relationship with our customers."

Link-Belt Construction Equipment Company has appointed **Rickey Bailey** to the position of major accounts manager. In this newly created position, Bailey will be responsible for managing the activities of a select group of major accounts throughout North America, facilitating growth opportunities in tandem with Link-Belt's strong

Safety/efficiency focus at World Crane and Transport Summit

High quality information and other tools to help you run your lifting and specialized transport business more safely and efficiently top the agenda at the 2013 World Crane and Transport Summit, set for Oct. 29 and 30 in Amsterdam.

Topics include an economic forecast and outline of the current economic picture for the construction industry worldwide. Next, the two-day conference will focus on key issues facing the world's crane and heavy transport industry from regional end user perspectives and also the view



from manufacturers.

Speakers include Ron Montgomery, SC&RA president and president of International Rigging & Heavy Haul, and Tim Ford, Terex Cranes president. David Collett, ESTA president and Collett Transport managing director, will present a European perspective on harmonizing standards and creating a single market.

A highlight on the topic of safety will be the presentation "Driving safety to new levels – a client's view," by Leon Schopping, senior construction engineer and PTE lifting and hoisting for Shell International Exploration & Production in the Netherlands.

Also on the agenda are project reports celebrating some spectacular operation of lifting and transport equipment around the world, including Burkhalter's award-winning work on the Galveston Causeway Railroad Bridge in Texas. ■



Towering in Berlin

Safety, standards, innovation and market prospects are the primary focus at this year's International Tower Cranes (ITC) conference. ITC is a unique event devoted entirely to tower crane users, manufacturers, designers and buyers. Held again in Berlin, Germany, ITC 2013 will be on Nov. 4 and 5 at the five-star Kempinski Hotel Bristol.

It is run by KHL Group, publisher of *American Cranes & Transport*, *International Cranes and Specialized Transport*, *Cranes & Project Transport*, *Turkey* and a wide portfolio of other construction industry-related magazines and information resources.

The top level one day conference and networking reception will be an opportunity to discuss the critical issues affecting the tower crane industry worldwide. It starts with a drinks reception on the evening of November 4, with the conference on November 5. The focus will be on global best practice, safety and the development of common international standards, regulations and work practices.

Last year's event, also in Berlin, attracted 139 attendees from 70 companies and 23 countries and brought together leading figures from the niche sector in major markets around the world. The first ITC was held in London, UK, in May 2011 and was attended by around 150 industry professionals.

"This conference improves communication of best practice and new ideas," explains Alex Dahm, ITC editor and conference chairperson.

For more information, visit www.khl.com/itc.

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David Collett, Managing director, Collett & Sons and president for transport, ESTA

Marco van Daal, Owner, The Works International

Joel Dandrea, Executive vice president, Specialized Carriers & Rigging Association (SC&RA)

Tim Ford, President, Terex Cranes

John Gillespie, Managing director at Gillespies Crane Services

Alexander Hoffmann, Product manager, Rud Group

Søren Jansen, Director, ESTA

Andreas Köhler, Köhler Kran-Service

Klaus Meissner, President, European Federation of Materials Handling (FEM)

Ronald Montgomery, president of Intermountain Rigging & Heavyhaul and president at Specialized Carriers and Rigging Association (SC&RA)

Emma O'Dwyer, Vice president of market development and corporate affairs, The Matcom Group

Léon Schöpping, Senior construction engineer & PTE lifting & hoisting, Shell International Exploration & Production

Robert Weiss, Vice president, Cranes Inc. / SC&RA

Wu Li Kun, Vice president, Sany and the general manager of Zhejiang Sany Equipment Co., Ltd, the crane division, in China

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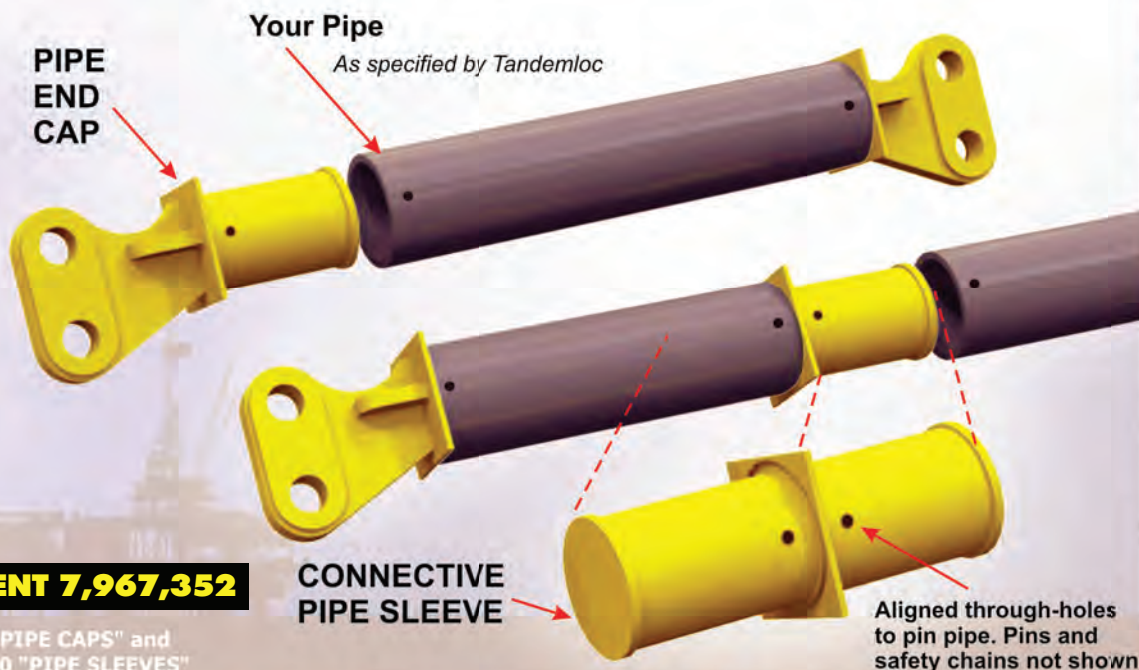
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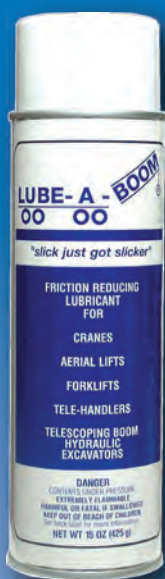
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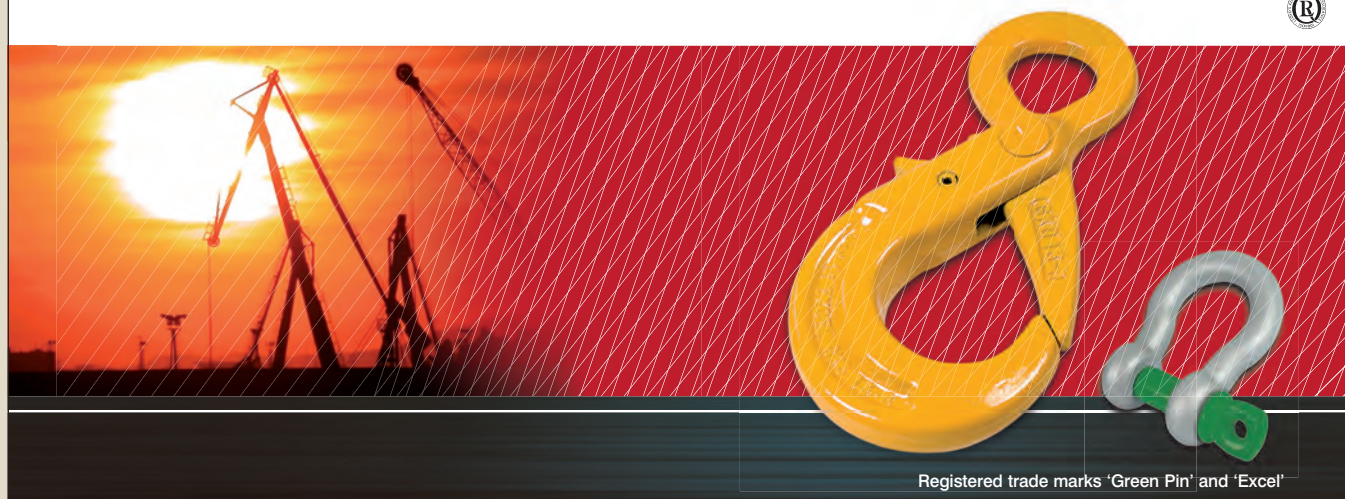
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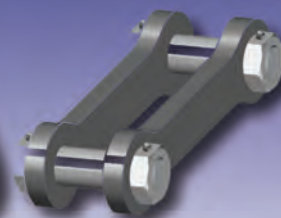
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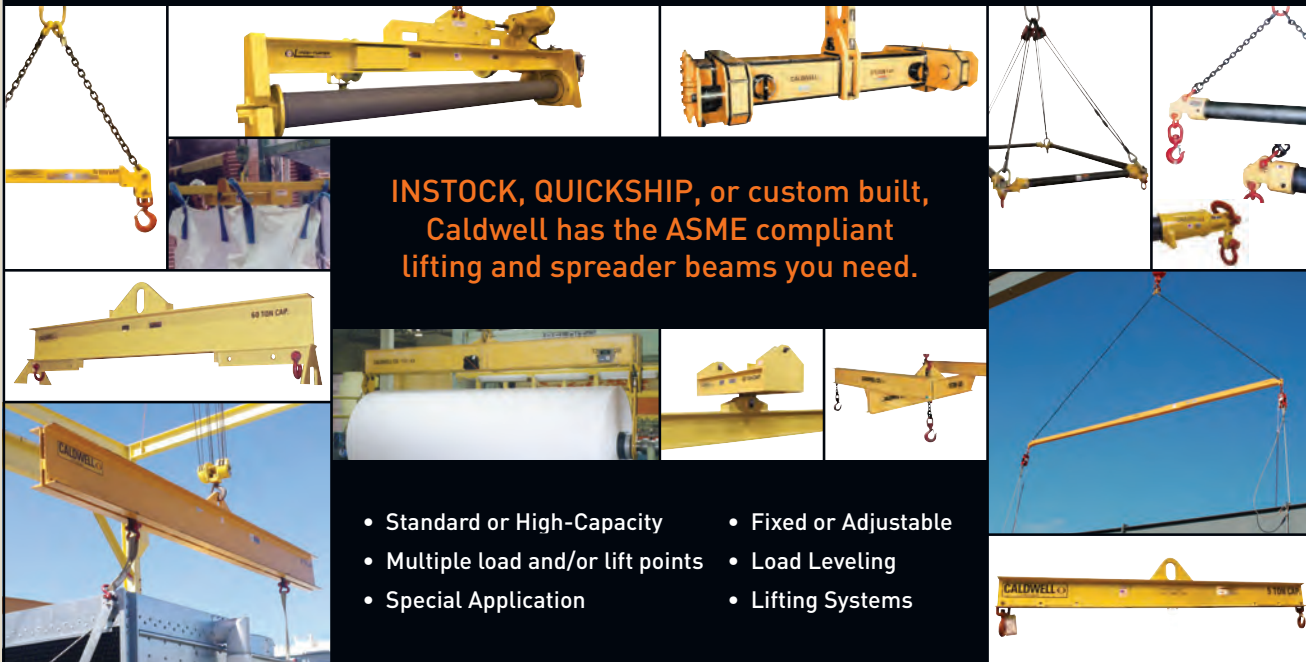
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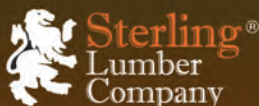
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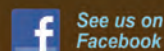
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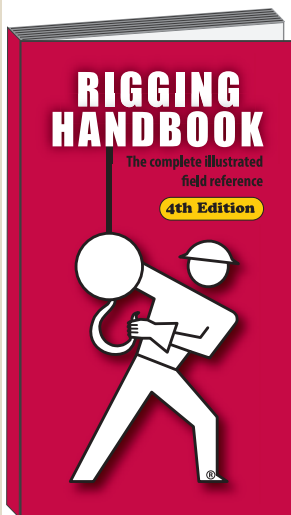


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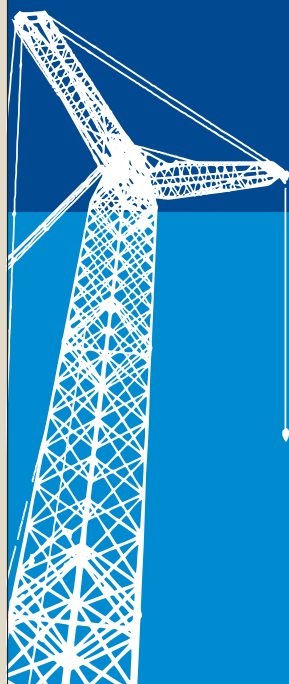
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