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marketplace

The place to buy & sell cranes, lifting and transportation equipment

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Back to school

The Interstate 35W bridge collapse in Minnesota was a sad wake-up call for all US public transportation entities, from the federal government on down to the tiniest towns, to assure that road and bridge infrastructures are structurally sound and stable. Several times a year we report on bridge projects, and in almost every article we have quoted sources who have questioned the safety of America's bridges, dams and other infrastructure. Even though not near as severe, what happened in Minneapolis brought back visions of Hurricane Katrina and the damage in Louisiana and Mississippi, another infrastructure failure. Suffice it to say, bridge projects – both large and small – are likely to increase over the next few years.

Although no one in the industry really took the summer off, September is the month when everyone tends to have a “back to school” mentality, which translates of course to “back to work.” The SC&RA's 2007 Crane & Rigging workshop fits well into this educational mindset, offering a great line-up of speakers and educational sessions that are pertinent and timely in terms of industry trends and issues.

On page 53, we offer a preview of the workshop as well as provide a listing of the firms that will participate in the popular Exhibit Center event during the workshop. I look forward to seeing you in Kansas City – be sure to stop by the KHL booth to talk to us about recent projects, new equipment and news about your company. As well, don't forget to ask about our progress on “Lifting and Moving the World,” the coffee-table style history book we are publishing to commemorate the 60th anniversary of the SC&RA in 2008.

Next month we will begin surveying for our Transport 50, our second annual listing of North America's largest specialized transport companies. If your company wasn't included in the listing last year, make sure you fill out our survey form to assure you make the listing in 2007. The list will print in our December 2007 edition.

Don't miss important articles this month on the market for articulating cranes, our focus on product support, service, fleet maintenance and spare parts and our Q&A with Liebherr's Ralf Vieten. And as always, keep those emails and calls coming. We love hearing about your lift and haul solutions.

D. ANN SLAYTON SHIFFLER

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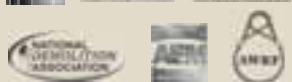
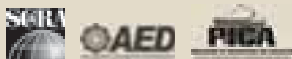


Portland, OR-based Campbell Cranes' Demag TC 1200, with 256 feet of main boom and a 157 foot luffing jib, dismantled two tower cranes that assisted in the erection of the Tacoma Narrows Bridge in Washington State

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News

Cranes working on I 35W; New Liebherr port crane in Hawaii; Elliot Equipment designs broadcast truck for Turner Sports

International news

First Grove all terrain in New South Wales; Potain MD 1100 tower crane works at a Chinese hydropower station; expansion continues at Tadano Japanese truck loader crane plant

Business news

The expected correction in the equity markets arrived at July's end, sending shares into a tailspin. The volatility is likely to continue for some weeks, but investors shouldn't panic just yet. *Chris Sleight* reports

Safety

Under a recent ruling, OSHA will no longer be able to cite general contractors for safety violations caused by subcontractors. *Terry Young* reports

Certification news

CCO overhead program gathers pace; NCCCO chairmen announced

Product news

Liebherr LTF 1045 to be assembled in Houston; Potain celebrates 1,000th GTMR delivery; ArvinMeritor begins Raydan suspension production

Interview

Ralf Vieten, executive vice president of product support of Liebherr Cranes, talks about the challenges and triumphs of product support and servicing cranes all over the country. *DAnn Shiffler* reports



Gantry cranes

Site reports featuring innovative uses for gantry cranes. *ACT* reports

Articulating cranes

Knuckleboom cranes manufacturers are enjoying their day in the sun as demand for these machines increase. *ACT* reports

Service and repair

By taking a preventive approach to crane fleet management, companies can reduce jobsite downtime, preventing breakdowns before they occur. *John Wyatt* reports

Parts and components

With cranes operating non-stop throughout the country, the market for parts and components for new and used cranes is tight. *John Wyatt* reports



Site report: transport

An oversized reactor vessel was moved 2,350 miles from a Houston facility to an Alberta oil sands project. *ACT* reports

Site report: rigging

Campbell Crane & Rigging dismantled the last two tower cranes used to build the world's longest twin span suspension bridge in Tacoma, WA. *ACT* reports



SC&RA comment

The association's strong investment in research creates a stronger membership with many benefits. By *Joel Dandrea*

SC&RA news

A detailed preview of the Crane & Rigging Workshop in Kansas City, MO Sept. 20-22.

SC&RA risk management

What does "additional insured" status mean when a claim occurs? *Tim Hillegonds* reports in this second part of a series

People & events

News of people and events in the crane and transport industry

marketplace

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

63
products, parts & accessories

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equipment for sale or rent

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highlights

➔ Congressman James Oberstar (D-MN), chairman of the House Transportation & Infrastructure Committee, announced the proposed formation of a National Bridge Trust Fund. The Highway Users group applauded the proposal. "Chairman Oberstar is on the right track because the motorists and truckers will support a user fee that is not earmarked nor diverted from the bridges that are in dire need of repair and replacement," said Greg Cohen, president of the group. "We look forward to working with the chairman to identify reasonable funding sources for this program, including a dedicated fuel tax or other reasonable highway user fee." For more information about the Bridge Trust Fund proposal, visit <http://oberstar.house.gov>.

➔ Terex Cranes reports a 23.6% increase in net sales in the second quarter of 2007 compared to the same period last year. The company reported \$544.5 million in sales during the first half of the year, a gain of \$103.9 million from \$440.6 million in the second quarter of 2006. The company said the figures reflected improvement in all its product categories and the favorable impact of currency exchange rates. Excluding the effect of exchange rates, net sales grew by around 19%. Income from operations increased by \$19.9 million to \$56.8 million, or 10.4% of sales, over the second quarter of 2006. "The Terex Cranes segment continued to demonstrate significant growth in both sales and profitability," said Steve Filipov, president of Terex Cranes. "The global market for cranes continues to be outstanding, and our manufacturing locations are making real improvements in our ability to increase throughput. Also leading to increased sales is a shift to larger cranes, such as our large crawler cranes from Germany and rough terrain cranes in North America, as well as the favorable impact of pricing. That said, global demand for our products continues to outpace supply, as evidenced by our record backlog."

Cranes start removing debris

Four 100-ton cranes and several excavators, as well as a barge crane operated by the US Army Corps of Engineers, continued the task of removing debris at the site of the Interstate 35W bridge collapse in Minneapolis, MN. At press time, cranes had moved most of the vehicles within reach from the bridge deck, including the school bus that sat amid the wreckage and in which all of the passengers were rescued. Some 67 vehicles had been removed by mid August. According to the Minnesota Department of Transportation, there were approximately 100 vehicles identified for removal.

The \$15 million debris removal project went to St. Paul, MN contractor Carl Bolander & Sons. According to news reports and press releases, the debris will be moved to a staging area for inspection by the NTSB. The NTSB will attempt to reassemble pieces of the bridge in order to determine the cause of the collapse. Officials at Bolander referred all calls from the press to the Minnesota DOT.

Concurrently, the Minnesota DOT has begun a fast track program to rebuild the bridge using a Design/Build delivery system. Five contracting teams submitted Statements of

Qualifications to bid on the I-35W Mississippi River Bridge project. The teams were: Ames/Lunda; C.S. McCrossan; Flatiron Constructors, Inc.; and Johnson Bros.; KTM Constructors (JV of Kiewit/Traylor Bros/Massman); and Walsh Construction/American Bridge. According to the Minnesota DOT, the goal is to name a contractor to construct the new bridge in September.



The Army Corps of Engineers *Wade*, a 100 ton crane barge, assisted with search and recovery efforts at the I-35W bridge collapse in Minneapolis, MN

Photo courtesy of White House photographer

WRCA makes third acquisition, purchases Germany-based Casar

Wire Rope Corporation of America (WRCA) has acquired Germany-based Casar Drahtseilwerk Saar GmbH. The transaction was expected to close in late August. Casar is a leading European manufacturer of high performance wire rope for use in conjunction with overhead cranes, tower cranes, mobile cranes, offshore cranes and in underground shaft mining applications.

The Casar acquisition is part of a strategy to establish WRCA in Europe, according to Ira Glazer, CEO of WRCA. "During the past three years, our company has followed a growth strategy to expand WRCA's global manufacturing presence and further diversify our end-markets

and geographic mix."

WRCA plans to utilize Casar as the base for all European operations, including investment in the plant and equipment as well as the potential for additional jobs in Kirkel, Germany, headquarters of Casar, the company said.

This is the third acquisition by WRCA this year, following the purchase of Aceros Cameisa in Mexico and Wireline Works in Canada. In 2006, WRCA also formed a joint venture with Wuhan Iron and Steel in China to build a wire rope manufacturing facility, which is scheduled to open in April 2008.

WRCA acquires German wire rope manufacturer Casar



New Liebherr port crane in Maui

A \$5 million Liebherr mobile harbor crane has been installed in Maui, Hawaii following an economic upsurge on the island. Ocean transportation company Matson Navigation



installed the LHM 400 at the port of Kahului to strengthen its container handling capabilities. The machine has a 114 ton (104 tonne) maximum lifting capacity at 72 feet (22 meters) outreach. Maximum outreach is 157 feet (48 meters) and the crane was transported by barge from Rostock, Germany, to Kahului.

The crane will complement Matson's inter-island container barge service and improve the level of service to and from neighboring Hawaiian islands. Gary North, senior vice president at Matson's Pacific division said, "Maui's economic growth in recent years has resulted in increased cargo volumes through its primary port, Kahului, as well as rises in vessel calls by the passenger sector. With this

Matson Navigation recently installed a LHM 400 at the port of Kahului in Maui, Hawaii



new crane, we will now have the capability of expanding this service enhancement to include container operations for our combination ro-ro/container vessels calling at Kahului."

North said the new crane will help improve productivity for the Kahului container barge operations and reduce container trans-shipment activity in Honolulu.

Link-Belt amid plant expansion

Link-Belt has announced a major expansion project that will add 90,000 square feet to its crane facility in Lexington, KY. The expansion, which represents a capital investment of more than \$24 million, will create 120 new jobs. The company announced that the project, which broke ground at the beginning of June, will expand its crane manufacturing and support capabilities.

"Over the last several years we have made great strides in our journey from Lean Manufacturing to our Link-Belt Production System," said Chuck Martz, president and CEO. "We have systematically put in place a timeline of actions that have improved our efficiencies and have resulted in an increased overall production capacity."

Martz said the company plans to add an additional telescopic crane assembly line in addition to a dedicated boom component shot blast and painting facility. "These additions in conjunction with our ongoing Lean efforts and an improving vendor supply environment will position us to better serve our customer needs," he added.



Hundley, safety director for Heede and a CCO practical examiner, invited all tower crane operators to take their practical exam to do so at the Heede facility. "Just call us to set up a time and a date," he said.

Heede Southwest hosts tower crane workshop

Heede Southeast recently hosted a dedicated tower crane workshop for operators to earn its practical examiners accreditation.

Doud Sigliner was the instructor for the course that covered all aspects of safe tower crane operation. For the instruction and testing, Heede set up a 5111 Comansa set up at its facility in Pineville, NC.

"We had a very good turn out and we stand behind the CCO program 100 percent," said Mike Hundley. "We had all of our crane operators take their written exams. We here at Heede think that this is one of the best things that could happen in our business."



Heede Southwest recently hosted an accreditation workshop for tower crane operators at its facility in Pineville, NC. Heede set up a 5111 Comansa in its yard for the course



highlights

➔ Second quarter sales at Manitowoc Crane Group jumped 41% to \$805.1 million, from \$570 million in the same period last year. Operating earnings leapt even higher, by 59%, to \$120.2 million from \$75.6 million in the same period of 2006. Order backlog was \$2.1 billion in June, up nearly \$1 billion, or 85%, from June 30 2006, the company reported. "As we have noted in the past, we are reluctant to book orders with extended delivery dates without the ability to accurately price the product due to fluctuating supply chain costs," said Glen Tellock, Manitowoc president and CEO. "We have seen this issue understate the underlying strength of lifting equipment demand at other times during this up-cycle as well."

➔ Ritchie Bros. reported 17% growth in earnings for the first half of 2007, reporting net earnings of \$44.1 million. "Net earnings growth in 2007 would have been 20%, excluding the effect of after-tax gains of \$1.1 million recorded in the first half of 2006 on the sale of surplus property," said a company spokesperson in a press release. "The company does not consider these gains to be part of its normal operating results." Gross auction proceeds were \$1.65 billion, the largest first half result in the company's history, according to a press release. Auction revenues for the first six months of 2007 were \$163.9 million, representing growth of 22% compared to the first half of 2006.

➔ Nearly \$5.3 million in grants will be awarded to bridge projects in 25 states to help develop new technologies to speed bridge construction and make them safer, the Federal Highway Administration (FHWA) has announced. Twenty-nine applications representing 25 states were chosen from among 96 applications received. The grants, from FHWA's Innovative Bridge Research and Deployment (IBRD) program, will be awarded for improvements to the quality of materials and design, construction and repair methods which lower construction costs and enhance bridge safety.



highlight

➔ **Lift-It Manufacturing Co.** has a new website located at www.lift-it.com. The website delivers complete product information and improved navigation, offering easy access to the complete line of: slings, tiedowns, nets, dynamometers, fall prevention equipment, hoists, material handling and RFID technology for sling inspection, according to the company. Founded in 1979, Lift-It is headquartered in Los Angeles, CA and markets its products internationally.

➔ **Eaton Corp.**'s new medium-duty hybrid power systems are now available for order, the company announced in a press release. The systems, which will be delivered to customers next year, are now on the chassis of several major North American commercial vehicle manufacturers, including International Truck and Engine Corp., Kenworth Truck Co., Peterbilt Motors and Freightliner Corp. The announcement follows four-plus years of development and field-testing in North America, Europe and Asia.

Elliott Equipment builds rig for Turner Sports, NASCAR



Elliott Equipment Company built a new broadcasting rig for TNT and NASCAR

Turner Sports, entering its 24th season of NASCAR coverage, recently debuted its mobile production rig. The specially designed broadcast truck serves as the home for TNT's pre-race show during the network's six consecutive NASCAR NEXTEL Cup Series races.

Developed and produced by Elliott Equipment Company, which produces a line of boom

trucks, the project was "a true marriage of a customer with a strong knowledge of what they wanted in terms of final design and Elliott Equipment whose capabilities and eagerness to create a working solution worked so well together," said Jim Glazer, president and CEO of Elliott Equipment.

Glazer said the end product is the perfect merging of

television artistry and world-class engineering.

"The new Turner Sports rig is a state-of-the-art set like no other as it gives us a completely mobile stage with the unique ability to interact with fans, both at the racetrack and at home," said Lenny Daniels, senior vice president of production and new media, Turner Sports. "We're excited to unveil the new truck and new webcasts, and continue to introduce fresh multiplatform innovations that give fans greater access and connectivity to their favorite sport."

A fully functioning rig, the truck encompasses a retractable platform stage that can rotate a full 360-degrees and be raised seven feet off the base of the truck into the air. Once the stage is fully extended, the height of the rig reaches 26 feet. Inside, the truck houses a comprehensive production center for NASCAR.COM's new weekend series, NASCAR 24/7 Live, while the exterior will feature changeable TNT and NASCAR.COM logos and graphics designed to serve as a stage and backdrop for both Turner's telecasts and webcasts. The mobile unit resides in the track infield during the six TNT Cup telecasts and outside the track for the 20 NASCAR.COM webcasts.

NACB conference set for November

The North American Crane Bureau Group's Professional Development Conference will be held November 12-16 at the Palace Station Hotel & Casino in Las Vegas, NV. The conference will provide crane and rigging professionals from all over the world a venue to learn important safety and technological information through more than 44 different classroom sessions and a variety of hands-on workshops. For more information contact Nicholl Atkins with NACB direct at 800-654-5640 or via email at Natkins@cranesafe.com.

GSE&E celebrates 30th Year

Garden State Engine & Equipment Company (GSE&E) is celebrating its 30th anniversary this year. Back in the late 1970s, founders Paul Baldassarre and Frank Spalluto were known as experts in the field of crane repair and for selling spare parts. The two partnered together to start the company with the idea of offering full service crane and engine repair.

But in their second year in business, GSE&E had another claim to fame. Spalluto and his colleagues developed a non-conductive remote control system for use with block booms. They still hold the patent on this method of preventing boom wire contact electrocutions. The device is credited with saving lives and



Paul Baldassarre, president and John Meyer, general manager, Garden State Engine & Equipment Co.

preventing jobsite injuries.

Soon after that milestone, GSE&E became distributors for some of the country's first

imported knuckleboom cranes, and is known as a pioneer in this market. In 1986, GSE&E started doing business with Cormach Cranes, which is located in Montichiari, Italy. GSE&E started representing and selling the Cormach Eight-Story Wallboard crane, which Baldassarre helped develop.

Besides selling and renting cranes, the company also fabricates its own flatbed bodies for use with concrete block delivery, wallboard delivery and for use with conveyors. GSE&E has come a long way since the two partners first opened the doors of their one bay shop in South Plainfield, New Jersey in 1977. Today the company has 40 employees, and branches in Allentown, PA and Deer Park, Long Island.

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First Grove GMK7450 in Australia; first Potain MD 1100 in Hunan province

AUSTRALIA: Sydney-based Melrose Cranes & Rigging is the first to receive a Grove GMK7450 all terrain crane in Australia. According to manufacturer Manitowoc Crane Group, it will be the largest all terrain crane in the state of New South Wales.

Melrose will use the crane for a range of construction tasks, including tower crane erection, handling pre-cast concrete sections, placing air conditioning units and tilt-up work with concrete panels.

Melrose will also put the crane

to work in power plants and mines. The seven axle all terrain crane has a maximum capacity of 496 tons (450 tonnes), a 196 foot (60 meter) main boom and a gross vehicle weight of 186,509 pounds (84,600 kg) on seven axles.

"We studied the market hard and were really attracted by the versatility and capacity of the Grove 7450," said Gregg Melrose, co-owner of the company. "It is road legal in our state of New South Wales when traveling with the boom and that was a massive factor. Other large all terrain cranes – even some with lower capacities than the Grove – must remove the boom to legally travel. We can road the Grove's 7450 with the boom dolly and that is going to make it a very cost efficient heavy lift solution."

CHINA: The first Potain MD 1100 tower crane is at work on construction of the Qingshuitang Hydropower Station close to the city of Huaihua in Hunan province, China.

On the job, client and main contractor Gezhouba Water Resources and Hydropower Engineering Group has designed the new dam around the MD 1100 and will use it to pour more than 200,000 m³ of concrete –

The Grove GMK7450 is claimed to be the largest all terrain crane in the state of New South Wales, Australia



The first Potain 1100 to work in the Hunan province in China is helping construct a hydropower station

almost half the total required in the project. The crane is using a 6 m³ concrete bucket for the pouring that weighs 22 tons (20 tonnes) when full.

The Qingshuitang hydropower station will sit on the middle reaches of the Yuan River. The project has four sections: main dam, powerhouse, ship's lock and bank protection. The capacity of the power station will be 128 MW while the highest point of the dam will be 506 feet (154.5 meters).

Australia imports the Panda

AUSTRALIA: A new Australian-designed 22 ton (20 tonne) capacity pick and carry crane will be launched during the country's annual Crane Industry Council of Australia (CICA) National Conference at the Adelaide Convention Center, September 6-8.

Known as the Panda Crane, the new articulating pick and carry model with telescopic boom is manufactured by China's biggest crane producer XCMG and will be distributed by Australian Crane and Machinery (ACM).

Fifty units will be imported to Australia before Christmas and there is a buyer for each one, according to ACM.



➤ The Manitowoc Company has acquired Shirke Construction Equipments Pvt in India for an undisclosed sum. Headquartered in Pune, Shirke manufactures Potain tower cranes under license and distributes the brand in India, Sri Lanka, Nepal, Bangladesh, and Bhutan. The company will now operate as Potain India Pvt and continue to manufacture tower cranes under the Potain name. The company has also announced plans for a new Manitowoc Crane Care facility in the region. Manitowoc has confirmed its managers would continue in their current roles, along with the rest of its employees.

➤ Italy-based Effer will display on more than 4,300 square feet (400 square meters) at the upcoming SAIE 07 show in Bologna, Italy, held October 24-28. The company says it will carry no less than 10 cranes from its range, including the new models 1355, 470 and 1355-BS, the latter the only crane fitted on a truck. The company will be in the outdoor area 44, booth number D38-E27.

➤ Port company HPC Ukraina has added another Liebherr post panamax container crane to expand the handling capacity at the Port of Odessa. Liebherr Container Cranes Ltd in Ireland supplied the ship-to-shore crane to the subsidiary company of HPC Hamburg Port Consulting GmbH at the port on the Black Sea in the Ukraine. The new crane has 150 feet (46 meter) waterside outreach and rail span of 65 feet (20 meters). Landside back reach is 49 feet (15 meters) and lift height under spreader is 111 feet (34 meters). Safe working load is 55 tons (50 tonnes) in twin lift and 62 tons (57 tonnes) under the hook beam. Drives are Liebherr D.C. and the Liebherr Visuscan crane management system is also included.

➤ AB Kranlyft, the European distributor of Maeda mini cranes, will purchase the whole share capital of Sweden's largest independent supplier of road springs for trucks and buses, Molnlycke Bilfjäderservice (MBS). MBS was established in 1955 and has for many years supplied Kranlyft with springs for mobile cranes. Christer Dijnér, Kranlyft managing director, said, "Efficiency for both companies will be enhanced by sharing overheads and pooling technicians during peak periods." The company has 25 employees and an annual turnover of around \$13 million (€ 9.4 million) while MBS has eight employees and a turnover of approximately \$1.7 million (€ 1.2 million).

Tadano plant expansion continues

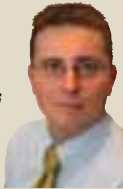
JAPAN: Expansion continues at Tadano in Japan with the opening of its new truck loader crane manufacturing plant in Tadotsu. Construction started in June 2006 as part of the company's \$97 million (¥ 11.5 billion) reorganization of domestic facilities to create a trio of factories. A range of construction cranes are now being produced at Tadano's Shido plant, while the company's Takamatsu site specializes in aerial work platforms.

In late July, 130 employees and customers joined President Koichi Tadano, along with the Tadotsu town mayor, to unveil the first crane from the new plant, before full-scale production got underway. Ninety workers are employed at the site, which has the capacity to produce about 900 units a month.

A company spokesperson said the factory would provide an integrated production system incorporating the latest laser cutting technology, robotic welding and cation-electrodeposited painting, along with an automated warehouse with multi-story shelves.



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



The last few days of July were ugly for stock market investors. Fears about problems in the credit markets and the effects of the recession in residential construction that had been brewing for more than a year finally spooked investors.

As our graphs show, and as I have written in previous pieces, the markets have been charging ahead for several months, with strong growth following the previous market correction in February. With this background, it was pretty much inevitable that the markets would take a dive sooner or later, and the longer the rally went on, the more nervous investors got.

The effects on the heavy equipment sector were profound, with the *ACT HEI* dropping more than 7% in a single day. Some \$4.2 billion worth of equipment manufacturers' shares changed hands that day – about 3% of the industry. This volume was the second largest one-day sell-off in the history of the *ACT HEI*, and represented about three times the average daily volume of trades in the industry.

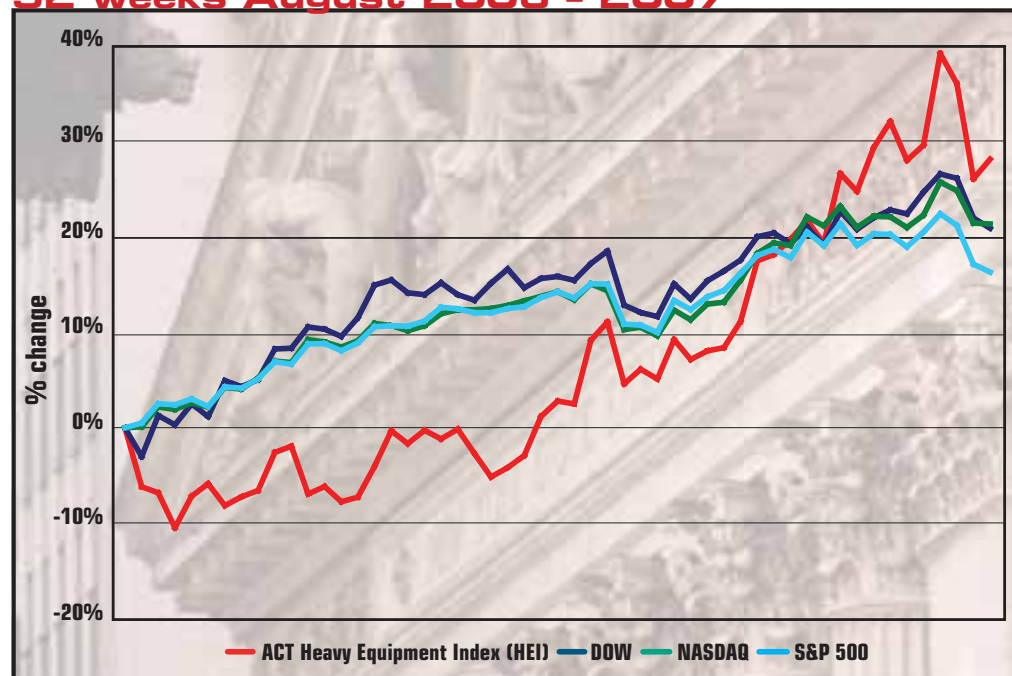
The following days saw more higher than average volumes, and again some steep falls around the 4 to 5% per day mark. There was some rebound in early August, but over the course of the last 10 days

The long expected correction in the equity markets arrived at the end of July, sending shares into a tailspin.

The volatility is likely to continue for some weeks, but investors shouldn't panic just yet. **Chris Sleight** reports

Correction cometh

52 weeks August 2006 - 2007



in July the *ACT HEI* fell from a record high of 195.05 points to a low point of 170.28 points – about a 13% fall in value.

At the time of writing, the markets remained volatile, and further wide swings were expected throughout August and into September before share prices find some stability with more sensible valuations.

Panic?

But although the markets are suffering from one of their semi-

regular periods of turbulence, it would be premature to say this is the start of a bear market. Although the American economy is suffering this year with its sub-prime credit worries and house price recession, the rest of the world continues to grow and show resilience.

This is best illustrated by this year's half-year results for heavy equipment manufacturers. Caterpillar, the bellwether for the industry, saw profits slip in the second quarter due to the slump in demand for both machinery and on-highway engines, but in Asia and Latin America, where its equipment sales were up 35% and Europe (up 23%) helped offset this disappointment.

The crane market provides even stronger evidence of the underlying strength of the market, with both Manitowoc

Crane Group and Terex Cranes reporting increasing sales, better profits and ever-lengthening order backlogs.

So the American economy may be in the doldrums this summer, and the high oil price is not helping, but on a global scale these are the only downsides to a generally buoyant outlook.

It should also be said that, despite the recent corrections, the markets are still well in the black for the last year. Even the weakest performer, the S&P 500 is up more than 16% over the last year.

There are likely to be more falls ahead, but it's not time to sell your shares and stuff the cash in a mattress just yet.

act

DISCLOSURE: Chris Sleight does not own shares in any of the companies named in this column.



about the index

ACT's Heavy Equipment Index (HEI) tracks the performance of 10 of America's most significant, publicly-traded construction equipment manufacturers – Astec Industries, Bucyrus, Caterpillar, CNH, Deere & Company, Gehl, Ingersoll Rand, JLG, Joy Global, Manitowoc and Terex. In every issue we will report the performance of the HEI against America's headline stock market indicators, with commentary about the sector's ups and downs.



OSHA's ability to cite controlling employers for safety violations has been significantly altered.

Terry Young reports



TERRY YOUNG is president of Construction Safety Experts Inc. and a member of the board of directors of the SC&RA. He can be contacted at 919-632-3068 or e-mail: terry@safety-xperts.com

Safety no-man's-land?

Under a ruling by the Occupational Safety and Health Review Commission, (OSHRC No. 03-1622), OSHA will no longer be able to cite general contractors for safety violations at construction sites with multiple contractors.

A citation was issued in 2003 by OSHA to a Florida-based general contractor constructing a college dormitory in Arkansas. The serious citation stated the general contractor failed to ensure that employees of a subcontractor were utilizing fall protection while working on a scaffold 12 feet above the ground. The general contractor did not dispute the condition of the violation as described in the citation, but asserted that their company neither created nor had employees exposed to the hazard.

For the last 30 years, many courts have recognized that often only the general contractor can ensure safety and OSHA compliance at a construction site populated by many different contractors, particularly in the context of a dispute among subcontractors. One ruling stated that by freeing the general contractor of any compliance obligation as a

controlling employer would create numerous situations where no one on a construction site will have both practical ability and legal obligation to ensure safety compliance. This would create a "no-man's-land" of safety compliance.

Until this recent ruling by the review commission, the multi-employer doctrine that was enforceable stated that an employer, including a general contractor who controls or creates a worksite hazard, may be liable for violations of the OSHA Act even if the employees exposed to the hazard are solely employees of another company.

The Florida-based general contractor argued that the longstanding multi-employer doctrine was not enforceable because it is contrary to the OSHA regulation 29 C.F.R. 1910.12, a standard that places safety responsibility on the employer for its own employees engaged in construction work. Therefore, the OSHA multi-employer worksite citation policy in OSHA Directive CPL 2-0.124, which permits citing a non-exposing and non-creating employer, is unenforceable.

OSHRC chair W. Scott Railton and Horace Thompson agreed that the OSHA multi-employer worksite policy is invalid as applied to a "controlling employer," which has neither created the cited safety hazard nor exposed employees to it. Railton stated OSHA's inconsistent application of the policy, the checkered history of the multi-employer doctrine, and the fact that the regulation has not been amended since 1971 were factors in the decision.

Commissioner Thomasina Rogers wrote a dissenting opinion calling the decision a reversal of 30 years of commission precedence and that it deprives the secretary of the role of holding accountable those often in the best position to ensure workplace safety on construction projects.

This is a very important legal ruling that may have impact on SC&RA members working on construction projects. If you would like to learn more about this 31-page ruling visit www.oshrc.gov/decisions/html2007/03-1622.htm.

act



Will a new ruling by

OSHA create a "no-mans-land"

of safety compliance?





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CCO overhead program gathers pace

Crane Tech of Tampa, FL spoke volumes to the overhead crane industry recently when its entire company team of field consultants were accredited by NCCCO as overhead crane operator practical examiners.

Crane Tech President Bo Collier said it best when he stated: "The industry has started to realize the operation of overhead cranes and hoists is more than pushing a button or pulling a lever. The responsibilities of safe operation and competent inspection may only be correctly performed through proper instruction and hands-on training, followed by CCO certification."

Collier noted that training and certification can go a long way towards eliminating poor load handling techniques and needless damage to equipment. "Competent CCO-certified operators can recognize mechanical, electrical and hoisting conditions that may result in equipment damage

or loss of load. In this regard, training and certification provide immediate and measurable results."

Founded in 1977, Crane Tech provides a wide range of training services from its state-of-the-art facility in the heart of Tampa Bay, FL. Regularly scheduled open-enrollment seminars cover subjects such as mobile crane operation and inspection, overhead cranes, rigging, safety



Above: NCCCO Practical Exam
accreditation candidates learn to set up the practical test site according to test site layout plans



Right: An NCCCO-accredited practical examiner reads instructions for the task to be performed to a candidate during the practical exam. Examiners in training role-play during the workshop to reinforce the classroom training



Competent CCO-
certified operators can recognize mechanical, electrical and hoisting conditions that may result in equipment damage or loss of load



NCCCO appoints chairmen

The National Commission for the Certification of Crane Operators (NCCCO) has appointed chairmen to two NCCCO Committees.

Ron Kohner, Landmark Engineering Services, has been appointed chairman of the Ethics and Discipline Committee, and Larry DeMark, IUOE Local 825, has been appointed chairman of the Appeals Committee.

"Both committees are at the center of NCCCO's standard policy of investigating alleged cases of inappropriate behavior by certified individuals, and of providing for appeal of any decisions reached," said Graham Brent, NCCCO executive director.

"NCCCO is proud and privileged to be able to call on the professional expertise of these industry experts," said John Kennedy, NCCCO president. "The work of these committees underpins the twin concepts of fairness and due process that have been a hallmark of CCO certification since its inception. It is vital they are led by individuals that have established an industry-wide reputation of the depth that Messrs Kohner and DeMark certainly have."

Kohner and DeMark already serve on other NCCCO committees and both are serving five-year terms as commissioners.

management, and scaffold erection, along with train-the-trainer courses on forklifts and aerial lifts. Off-site training is also provided for both large and small groups that have been recognized by many major US government agencies.

The Overhead Crane Practical Examiner Accreditation Workshop, instructed by NCCCO staff July 7-8, was preceded by a day of overhead crane written tests administered by chief examiners from International Assessment Institute, (IAI), which provides testing services for NCCCO.

The entire team of Crane Tech professionals attended

the workshop, and they passed the Overhead Crane Practical Examiner and written accreditation workshop exams. With this achievement behind them, Collier stated that his firm had reached another important milestone with the ability to provide access to CCO overhead crane operator certification to Crane Tech's training clients.

Collier has been active in NCCCO for several years. He was a member of the Overhead Crane Task Force during the development of the program, and continues to serve on the Exam Management Committee that oversees its administration and ongoing development. Collier also serves as an NCCCO Commissioner. **act**

Liebherr to assemble LTF 1045 in Houston

By the end of 2007 Liebherr Cranes USA will begin assembly of the recently introduced LTF 1045 at its service facility in Houston, according to Ralf Vieten, executive vice president of product support (see Interview, page 20).

The first Liebherr truck-mounted crane to be distributed in the US, the crane is a milestone for Liebherr Cranes, Vieten said. The company hopes to increase the number of these units assembled each year because it forecasts that the LTF series will be a "great crane for the US market."

The new LTF 1045 is rated at 55 tons and will have a four section telescopic boom, including the base section. With a 31 foot jib and a 115 foot



Assembly of the new Liebherr truck crane will take place in Houston, TX

main boom, the crane will have a total tip height of 157 feet. The jib is offsettable at 0, 20, 40 and 60 degrees. The machine has a rough terrain crane style cab and a superstructure engine, a 197 horsepower Liebherr diesel. It will feature swing-out telescopic outriggers.

The crane is mounted on a Kenworth T800 tractor.

Potain celebrates GTMR 386 delivery

The Potain GTMR 386 self-erecting crane is celebrating its 1,000th delivery, which went to French contractor Sogea Construction.

"They are perfectly suited to residential construction, such as apartment blocks or hotels. In addition, customers like them for their very powerful load curves," said David Havard, Potain global product manager for tower cranes, explaining the crane's popularity. "At 50 meters (164 feet), the GTMR 386 can lift 1.5 tons or with a 31 meter (101 feet) jib ... can lift 4.1 tons. The GTMR 386 can transport on only three trucks and has good versatility in height and jib length."

The crane has a maximum capacity of 8 tons and a maximum reach of 164 feet (50 meters). Height under hook is 118 feet (36.2 meters).



Workers at the MCG factory in Charlieu, France celebrate the 1,000th GTMR 386 crane

Dakota Shine available through JLG and ServicePlus locations

Dakota Shine is a patented biodegradable product that restores color and luster to surface finishes, including paint, decals and plastics. When applied properly, the machine's luster will last as long as the original paint. Its application begins with high-pressure power washing, followed by applying Dakota Prep (a concentrated cleaner) and then applying Dakota Shine. OEM touch-up paint can also be used to cover up bare metal or trouble spots just prior to applying Dakota Shine.

Through a recently introduced partnership between Dakota Ag Innovations and JLG Industries, Dakota

Shine products can now be purchased through the worldwide JLG dealer network and at JLG ServicePlus locations in Houston and Atlanta, where the product is available for sale. JLG customers through its "Online Express," an internet product and parts information system for JLG customers that offers instant access to parts availability information and convenient automated ordering.

iVISOR new from Hirschmann

Hirschmann Automation and Control has introduced the iVisor mentor QVGA (graphic) load moment indicator (LMI) for mobile cranes. The iVisor offers the operator a graphic display of the crane and the current load and geometric information, including the actual and allowable load, boom length, boom angle, and load radius. The display also includes an integrated bargraph that provides the operator with information on the crane's utilization. The graphic display has a resolution of 320 x 240 pixels and includes BestView technology, which automatically adjusts the contrast depending on the temperature and lighting conditions.

The system's central processing unit and operator console are integrated into one compact unit making for quick and easy installation, the company said. In addition to the freely programmable control functionality, two CANopen interfaces enable networking with other controls and displays.

The LMI system can be used as a CANopen master or as a CANopen slave.

Below: New load moment indicator from Hirschmann



ArvinMeritor begins production of Raydan's suspension

Manufacturing of Raydan's Air Link suspension has begun at ArvinMeritor's factory in Monterrey, Mexico. Initial production will fulfill Raydan's commitments to Mack Trucks and International Trucks, and will expand to include new business generated by the two companies.

The licensing agreement begins a long-term relationship authorizing ArvinMeritor to market, engineer and manufacture the Air Link rear suspension product line, up to and including 52,000 pound gross axle tandem weight. Raydan will continue to manufacture and market the Air Link for gross vehicle weights greater than 52,000 pounds. This marketplace includes tandem axle truck cranes and fire & rescue vehicles.



Before and after Dakota Shine is applied. The biodegradable product restores colors and luster

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Product support is among the most important assets of a crane manufacturer. Liebherr product support executive vice president Ralf Vieten discusses his company's philosophy on service and how his team is organized to respond to customer needs. **D. Ann Shiffler** reports

Good problems

While he may be considered a mere newcomer to the crane industry, Ralf Vieten is a long-time veteran in the realm of product support.

"In 2002, Schiller Service Corp., which was Liebherr Ehingen's dealer here in the USA, was looking for someone to head up their service division and, with my background and Liebherr being a German company and with a German product, that was appealing to both parties," says Vieten.

Since that time Vieten has become an expert on crane operation and he has put together a product support team that he believes is expert, professional and offers the best service a customer could expect to receive. His team handles product support for the entire US, with the scope of activity covering service, parts sales, warehousing, repair and training.

I had the opportunity to sit down with Vieten and talk about product support philosophies and the challenges of providing quality product support in such a busy market.

What is the biggest challenge in product support in today's market for cranes?

I would say it is parts and service availability. Since we are doing this nationwide and we do not have traditional dealers, we at Liebherr Cranes have to make sure we are available everywhere to every customer when we are needed.

Since Liebherr Ehingen does not use a traditional dealer distribution network, how do you describe the Liebherr service model in North America?

I describe it in one word: "challenging." But it is a challenge that we are able to meet. We help our customers with their cranes from the beginning of the shipping process from Germany, to the port the cranes are brought into; we provide assistance at the port and getting the crane to their facilities. We do the commissioning of the crane and the training required of our customers' staff. We have even delivered cranes directly to the jobsite, which, as you know, is the worst training environment, but in today's market that is sometimes what we have to do. We must do what it takes to offer the response time required. Paying attention to the needs of the customer is crucial and essential at all times.

We cover all 50 states and with the country over 3,000 miles east to west and over 1,600 miles north to south, that's why our work is challenging, and that's why it's the most fitting word to describe our product support.

Liebherr Cranes has two facilities in the US. What is the main focus and type of work you do at the Newport News facility? What about the Houston facility?

In Newport News is the headquarters of LCI where we have sales, finance, parts sales, warehousing of parts, and the nationwide service coordination administration. There we do the main ordering and main warehousing, invoicing, returns, billing, warranty claims and service scheduling. There are others in the Liebherr group in Newport News also.

Our Houston facility is a customer support satellite. We opened it in December of 2004. In Houston we have the repair center nationwide and the training center nationwide.

The new Houston facility has been open for a couple of years now. Has it met expectations in terms of supporting the US customer base?

Since its opening, we have repaired and serviced more cranes than we anticipated in the beginning. There are a lot of crane companies in the 300 mile circle of Houston so it's easier to ask them to bring their cranes to us. Beyond 300 miles becomes an issue due to a number of reasons, state transport laws, and it costs a lot of money to transport a crane over a long distance. In that case we go to the crane, unless it is damaged due to an accident, then we may repair it at the Houston facility, because we are fully equipped to do so.

For those within a 300-mile radius, we offer preventive maintenance to our local crane companies. This could be oil changes, boom alignments, special training and others.

To the training: They can bring their cranes to our yard and we can provide the training there. We can do almost anything in our yard there; we can do full-scale training sessions or special sections of technologies. We have simulators there and we advertise training on several different subjects. We are always designing training classes for our customer base. Customer training is a very important part of product support. If a customer has a need, we are listening to those needs and we will design a curriculum for them if we determine a need.

The Houston facility has been a very good element of our product support and service effort in the US. By the end of this year, we will be assembling in Houston the LTF 1045, the first Liebherr truck mounted crane in the US. This is another milestone for LCI. I want to





Pictured on the far right, Ralf Vieten with members of the Liebherr Cranes team

team, our parts, our repair and training team, they are the best. I cannot give them enough praise. They make it happen for Liebherr Cranes Inc.

Do you local source any parts and components or does everything come from Germany? How does Liebherr deal with critical availability issues?

We only use original parts from the manufacturer, from Liebherr for the most part. There are some exceptions with consumable items. Parts availability is crucial for us. We have invested \$1.6 million in parts in our warehouses as of now. When we started LCI we started with an inventory of \$800,000 in parts. We have doubled that in three years.

We try to anticipate and analyze what customers are ordering and analyze what we need in terms of warranty items to minimize the need for shipping from Germany. To make things easier, we also have complete LCI engines and engine parts stored in Toronto, Canada. Liebherr has an engine facility in Canada and so we can take responsibility on this continent. That shortens the time if a customer needs an engine. It could take three weeks to get a new engine from Germany. And because of what happened with security at ports after 9/11, it's not that easy to bring an engine into a port and into the US. With our Canada engine facility we can truck an engine to our customer base in four to five days.

In addition to our parts availability here, we can look into Germany's database and see if the factory has them in stock. We can often drop ship directly to our customers with Federal Express and have a part there within 48 hours.

We have a success rate of 95% with these drop ship parts. Mainly it's a time issue due to ➔

increase the units assembled each year, because I believe that the LTF is a great crane for the US market.

Since you deal directly with the customer, how is your service team organized to respond to your customers when they need a service technician on the job?

Our service group is prepared to respond to the customer quickly. The service technicians live on the East Coast, the West Coast and in the Central US. Where they live doesn't matter. They all travel nationwide.

We have a telephone service that allows our customers to call us 24/7 and ask us questions about a crane and to troubleshoot problems in set up, operation, functions and other issues. Many times we can answer these questions over the phone and they are back up and running in just a little while. We are training the staff of our customers so that when it comes to troubleshooting they can solve a problem to a point where we can communicate over the phone how to handle these things. When we are able to do this, that is a good measuring tool for us of how well we are training them and providing the service they need. Not every problem requires that we send someone on site, especially if the staff of the customer is trained to deal with a problem. Our coordinators are well trained in handling these phone calls. All my technicians are good on the phone to have

customers call them to fix a problem or answer questions.

Maybe it's something they need to do to keep the crane running, a quick fix, until a part comes in or maybe it's a permanent fix. We want our customers' cranes to be up and running so they can do their jobs and earn money.

Sometimes a phone call can fix a situation that will later become an emergency. We encourage our customers to look at preventive maintenance as a way to stay up and running. This can be done at the jobsite if necessary. Preventive maintenance can prevent a lot of service interventions.

It is our responsibility to stay ahead of the curve. I am very pleased to say that our service



When time allows, Ralf Vieten, executive vice president of product support for Liebherr Cranes, says he enjoys "putting in 18 holes." Vieten, pictured in the center, at the SCSRA golf outing in San Antonio in April

the six hour time difference in Germany. If we get the request before 11 a.m. German time, which is 5 a.m. here, we can even see next day delivery.

Because of the strong demand for cranes, keeping existing fleets up and running and working and functional is critical to the end user. How does a manufacturer deal with this challenge?

We have a database that tells us the location of all Liebherr cranes in the US. We have approximately 1,100 cranes in the US at this time. We keep up with each and every one of these machines. We know the serial numbers and we can tell you about that crane. If it's not in our database we can find it in the Liebherr Ehingen's database. We can tell you when the crane was sold, who purchased it and the history on that crane.

The bridge disaster in Minneapolis has really underscored the crane shortage in the US. Has Liebherr been contacted about supplying cranes to the region?

Since we don't deal with dealers we haven't been able to respond like others might have responded. But I can tell you, we at Liebherr



Training is a large part of work at Liebherr's Houston facility. The facility has a large yard for crane maneuvering as well as simulators and classroom instruction

Cranes Inc., right now have nothing available and or in stock.

Must the executive vice president of product support be on call 24/7?

It sometimes feels that way. Every other month I go to Houston. Three or four times a year I travel to Germany. We have over 150 customers and I want to visit as many as possible per year. We want to stay ahead and to do so we have to be available. I am very proud of the Liebherr service package in the US. I am very proud to

hear that the industry is buying more and more of our cranes, because the cranes are excellent and our product support is excellent. It's a package we are selling. Our company is on call to our customers 24/7.

When you are not working, what do you enjoy doing most?

I do love to play golf. But before I love to play golf I do love to be with my family, my wife and our nine year-old daughter. If time allows me I like to put in 18 holes of golf. But first I try to spend time with my two girls. **act**

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A Lift Systems 48A gantry is used to place a 350 ton steam turbine generator into its pedestal for final alignment. The gantry are rigged carrying the Barnhart header beams with a 450 ton strand jack pod



Smart lifts

When it comes to innovative lifting solutions, gantry cranes are always in the running. **ACT** reports

Their design is simple, their use complex. Gantry cranes are basic machines that provide lifting solutions across a variety of industries, from marine to power plant construction to airplane manufacturing. While they have been a lifting mainstay for more than 50 years, widespread usage of gantry cranes is just starting to happen across North America.

ACT recently asked gantry crane manufacturers and users to "show and tell" us about their gantry crane projects. For those who didn't participate in our invitation, the offer still stands. Let us know about your gantry projects, challenges and innovations. 



A Lift Systems 48A gantry transfers a 350-ton generator to a transporter for on-site movement to the erection area



A Mi-Jack Travelift gantry crane was an asset in a bridge building effort in Alabama

Bridging the gap

Traffic build up on the two bridges on Interstate 65 spanning the Alabama River had recently become a pressing issue for the Alabama Department of Transportation. The congestion prompted officials to propose a plan for eliminating the gap between the two bridges, and creating one large super structure. The proposal called for a third bridge to replace the gap between the two existing bridges, adding an additional northbound and southbound lane, separated by a concrete divider.

R.R Dawson Bridge Co. won the bid, starting construction in May of 2006 and finishing the project in June, six months before expected completion. The company credited the timely completion of the bridge to their utilization of two 40-ton Mi-Jack rubber tire gantry cranes. The Travelift cranes allowed R.R. Dawson to streamline the work, bringing the project in under schedule, and the company says the

cranes help reduce costs by close to 20%.

"Mi-Jack Travelift rubber tire gantry cranes are designed to work up to 40% faster than conventional cranes, giving construction companies the ability to complete projects in record time," says Mike Lanigan, Jr. of Mi-Jack. "The Mi-Jack Travelift rubber tire gantry cranes have several unique features, that allow for more efficient use, such as customized dimensions to fit each application, and inward facing cab complete with a 180-degree swivel seat to allow the operator to always position himself facing the load."

On the jobsite, the Travelift can service multiple functions: it can be used to remove the old structure, pour concrete in place and set the new structural elements all with the same machine.

R.R. Dawson received praise from the Alabama DOT for bringing the project in under time and under budget, and also for managing to complete the entire project without having to shut down traffic lanes on the existing bridges. The Travelift rubber tire gantry crane only requires a 5-foot aisle-way on either side, allowing traffic to remain uninterrupted throughout the course of construction.

"Our cranes are designed to work in tight spaces requiring very little space to maneuver, which allowed R.R. Dawson to straddle the gap between the two existing bridges, and keep traffic moving," says Jerry Studer of Mi-Jack.



Eight legs of 48A gantry being used to lift an 800-ton reactor from storage in preparation to transfer to a Goldhofer transporter



Lift Systems 48A gantry in position after transferring the "tail" of a 900-ton reactor from the transporter to the Barnhart Modular Tailing Tower (MTT)



A J&R Engineering 450-ton capacity gantry is used to place a ball mill into its journals after receiving it from the transporter

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Wind power lift

Customer-inspired lifting solutions have always been a specialty for Shuttlelift. The gantry crane manufacturer provides custom lifting equipment for a variety of industries, more recently the wind power sector.

Manufacturers of wind power components across Canada and the US are using Shuttlelift's SL and ISL gantry cranes to lift and move a variety of wind power components. In the past, these companies relied on two forklifts, working in tandem, to move large wind blades and towers. But they have discovered the Shuttlelift industrial gantry crane can be a one-stop shop for wind turbine material handling.

Iowa-based Clipper Windpower recently purchased a Shuttlelift SL75 to handle its turbine generator housings. These huge components, weighing up to 50 tons, can be moved with ease with the aid of multiple rigging set up on a single spreader bar.

DMI Industries recently purchased a Shuttlelift SL100 gantry crane for its plant in Fargo, ND. The SL100 will handle the movement of wind towers from production to the paint shop and finally to the shipping area.

It is not just the handling of heavy components that makes a Shuttlelift

gantry crane a good option for the wind industry. The 4-wheel steer function, which is available as standard on certain units, allows for greater maneuverability of awkward loads, particularly considering that current wind turbine bases are at least 100-feet in length and 16-feet in diameter. The dimensions of these bases could be further increased on components for off-shore wind farms in the future.

Shuttlelift gantry cranes are designed with main frames constructed of box sectional



DMI Industries recently purchased a Shuttlelift SL100 gantry crane for its plant in Fargo, ND



high-strength, low alloy steel for maximum durability. These machines feature articulated pivot trunnion, which allows the frame to flex over uneven terrain and O-ring facing seals to prevent leaks. The gantry cranes feature powder coated carbon steel hydraulic tubing, cadmium coated bolts and zinc covered pins, providing maximum resistance to corrosion. A Shuttlelift gantry crane can be custom-built with height, width and wheel base dimensions tailored to meet customer requirements. **act**

Iowa-based Clipper Windpower recently purchased a Shuttlelift SL75 to handle its turbine generator housings



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Paul Baldassarre,
president of Garden
State Engine &
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Inc., stands next to
a National Crane
Model 14127H,
one of the many
articulating cranes
in the company's
rental fleet



Above the fold

Articulating cranes
offer flexible lift
and haul solutions

for growing niche markets
throughout the US and Canada.

ACT reports

Garden State Engine & Equipment Company has one of the largest knuckle booms operating in New York City. The Cormach 125000-E9F 186, rated at 904,300 pound/foot, has a lifting capacity of 2,425 pounds at the maximum hydraulic horizontal reach of 102 feet 2 inches, and a vertical hook reach of about 113 feet

It was back in the 1970s that Garden State Engine and Equipment (GSE&E) became a distributor for knuckle boom cranes, importing among the first articulating cranes into the US. At that time, there were just a few knuckle boom cranes in all of North America. Relatively inexpensive labor and fewer over-the-road weight restrictions contributed to the reluctance of American companies to use truck mounted articulating cranes, according to Paul Baldassarre, GSE&E president.



A Palfinger Model 32000 lifting transformers

"Not many people knew of knuckle booms and we had a lot of work to do to open up the industry," says Baldassarre. By demonstrating the advantages of the knuckle boom, including time savings and labor reduction, Baldassarre says GSE&E quickly developed a market for this method of material handling and delivery. GSE&E became the largest knuckle boom dealer in the country and is noted for the development of sales for a product that was in its infancy, he says.

For GSE&E, the leading markets for articulating cranes in the US include building material supply; concrete block, brick and patio block suppliers; precast concrete supplies and foundries; farm equipment dealers; municipal governments; landscape contractors; mechanical contractors; tree service companies; cemetery vault and headstone dealers, steel erectors and concrete form handling.





"There are basically six ways of unloading material from the bed of the truck at the jobsite," says Baldasarre. "Of those six ways, the knuckle booms are the fastest growing product chosen by customers."

Although the knuckle boom crane has been offered in North America for more than 40 years with limited success, the features and design of the cranes are making good inroads in the loader/unloader field and are finally being accepted for the North American market, Baldasarre says. The economy, especially in the eastern part of North America, has helped with the acceptance and sales of these cranes.

He says new designs and technologies have given articulating cranes an edge against competitors. "The customer likes the idea of the knuckle boom folding behind the truck cab, or on the rear of the truck chassis, leaving the flatbed open space for payload,

The Cormach eight story wallboard unloader was designed to handle wallboard. It can lift a full draft of wallboard 90 feet

regardless of payload height," Baldasarre says. "The capacities and boom lengths of the modern knuckle boom cranes, along with the reduced weight of the knuckle booms, make other types of unloading equipment obsolete. The serviceability of a knuckle boom crane, compared to the telescopic crane, is much easier, especially with the innovation of the automatic greasing systems now offered."

Safety is another attribute of the knuckle boom crane, Baldasarre explains. "The current overload protection systems of the modern knuckle boom cranes can better protect the life of the crane from damage and abuse and also protects the operator, personnel and the surrounding environment from damage and injury," he says. "Because the knuckle boom can articulate around and over buildings, the boom does not have to rise to the same height as a telescopic crane."

Easy to learn

In addition, articulating cranes are easy to learn to operate. "Now that the fully proportional radio remote control systems have become very reliable, operating the knuckle boom safely from a remote location, where the operator can see the surrounding areas, makes this system a very desirable option that can be installed with the original purchase, or can be added as an after market option," says Baldasarre.

For several years, just a handful of knuckle boom manufacturers were marketing their products in North America, most notably Iowa Mold Tool (IMT), Cormach, National, Terex and Palfinger. But over the past decade, several European manufacturers have entered the market, including Autograv PM (produced in Italy); Cargotec Inc., (marketed as Hiab and produced in Sweden), Fasca International Inc. (also known as Fassi and produced in Italy), Fischer Crane Co., (also marketed as Amco Veba and produced in Italy) and Effer Cranes.

Produced in Garner, IA, Iowa Mold Tool has steadily increased its product line in North America. John Cheshier, director of material handling sales, says the most common markets for articulating cranes in North

For 12 years, Brooklyn, NY-based Stone Age, Inc. has been doing business in New York City. The company, which encompasses structural steel, stone manufacturing and masonry, is primarily involved in the delivery of building materials, steel erection and hoisting.

Hindered by the lack of flexibility of telescopic cranes, Stone Age owners Gregory Dec and Robert Siergies called Somerville, NJ-based Garden State Engine & Equipment Co. (GSE&E) to inquire about their line of Cormach knuckle boom cranes. They were looking for reliability and found it in a new Cormach 125000 E9F 186, the largest knuckle boom crane on the East Coast, according to GSE&E, which has been a Cormach distributor for more than 20 years.

After using the crane on a few jobs, Dec said the machine was a "great buy. I love it! I am busy everyday, I am working everyday." He was so pleased with the first unit that he has already ordered another Cormach crane, the WB80, an eight-story wallboard unloader that will be used for building material deliveries.

According to Paul Baldasarre, president of GSE&E, the knuckle boom crane is popular for material handling for a number of reasons, primarily because it folds up behind the truck cab, leaving the flat body available for delivering product to the jobsite. He says the attributes of articulating cranes include:

Articulating cranes have good lifting capacity at horizontal reaches. Today, a knuckle boom can reach out more than 100 feet horizontally and still pick up product at that reach. A telescopic crane cannot pick up its own boom when horizontal, without any weight attached.

➤ A knuckle boom crane can place a load exactly and safely where needed. Even inside a building through an opening without the load hanging from a winch cable that can be affected by wind and weather conditions, he explains.

➤ A knuckle boom of the same capacity as a telescopic crane can be installed onto a much smaller truck chassis, saving the owner a substantial amount of money during the original purchase. Due to the special, lighter steel used in the manufacturing of knuckle booms, the weight of the crane is much less than a trolley or telescopic crane of the same capacity, allowing more payload capacity.

➤ Articulating cranes use hydraulic out-and-down outriggers versus the "A" frame type on some telescopic truck mounted cranes. The out-and-down type allows the operator more freedom to adjust where the stabilizing legs are placed, especially when working in tight and obstructed areas.

➤ Generally speaking, a knuckle boom crane installed on a properly specified truck chassis is more stable than a smaller telescopic crane.

➤ Because this type of crane can articulate, it does not have to reach the same heights of telescopic cranes to deliver the materials to the same location.



Roofing applications are big business for knuckle boom cranes

The largest Effer crane sold in the US is the Model 1750. Capacity is 84,000 pounds. Fitted with a fly jib, the crane can handle 19,000 pounds at a height of 85 feet

An hydraulic pole manipulator on an Effer crane

America are building suppliers including wallboard companies, brick and concrete block companies, roofing companies, utility companies, railroad construction, mining companies and equipment dealers.

"There are seemingly endless niche markets where knuckle booms are enjoying a growing presence," says Cheshier. "Delivering goods on barges and a variety of other marine applications; fire rescue; vehicle recovery; residential waste removal, such as retrieving discarded appliances; landscaping; and delivery of large items such as propane tanks, monuments, vaults, electrical transformers, etc. It seems we're discovering new markets for articulating cranes every day."

Cheshier says the market is growing. "We would definitely agree that the North American market for knuckle booms is growing and that our product line is part of this growth," he says. "The main factors that I would attribute this growth to are better products and the wider variety of available models, increasing acceptance of knuckle booms in the North American market, and the growing number of markets we're finding to sell this type of crane into. We're seeing articulating cranes with greater reach and capacity than ever before, which enables us to meet more customers' needs. For example, the IMT line of knuckle booms tops out at more than 516,000 foot-pounds and more than 110 feet of reach."

The design of knuckle boom cranes varies according to manufacturer, although the concept is basically the same. "Our customers are drawn to knuckle boom cranes because they are designed with hi-tensile, six-sided boom technology that has reduced the boom weight without compromising the lifting capacity," says Cheshier. "This translates into more useable payload, which ultimately translates into dollars."

Like larger boom trucks or other cranes, safety is still an important factor for the knuckle boom buyer. IMT offers a Rated Capacity Limiter system that the company says is a popular feature. "It is an integrated electronic system that prevents the operator from exceeding the



safe lift and reach parameters of the crane," says IMT's Cheshier. "This gives our customers peace of mind because they know that they cannot damage the crane by over-lifting as long as the outriggers are properly deployed."

Multi-functional unit

The main benefit of a knuckle boom over a telescopic truck crane is that the truck has a payload. "It's multi-functional: With one piece of equipment, you can place payload on the truck bed, haul it to the job site, and then place the payload where it ultimately needs to go," says Cheshier. "That's not the case with telescopic cranes, which are designed to be stored over the truck bed, leaving little room for product transportation. An articulating crane is stored tightly in a 'figure four' position, leaving plenty of bed space for payload. Another advantage of a knuckle boom over a telescopic crane is the fact that it can operate so low to the ground. This means it's perfect for avoiding overhead obstructions, which is a particular advantage for any company doing street maintenance that would need to avoid traffic lights and power lines (also a concern

in residential applications). Another factor to consider is ease of operation."

The basic principles of operating a knuckle boom and a telescopic crane are very similar, and in reality, operating a knuckle boom is no more difficult than operating a stick boom. "Both units have four basic steps of operation," Cheshier explains. "With a telescopic crane, it's boom up and down, boom extension, rotation, and winch activation up and down. With an articulating crane, it's main boom, outer boom, extension, and rotation. A fifth winch activation step would be necessary if the articulating crane had one; otherwise, they both have four functions."

Changes in state and federal regulations related to operator certification are helping stimulate sales of smaller articulating cranes. Laws are mandating operator training and/or certification for the operation of cranes with more than 25 feet of reach or more than 15,000 pounds of lift. Knuckle boom cranes are known to be operator friendly and safe, giving more customers reason to look again at their attributes.

While smaller articulating cranes may not

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The essential differences between a telescopic crane and an articulating crane are height capacity and payload transportation ability. Iowa Mold Tool has increased its product line to meet demand for this increasingly popular crane

have the reach capabilities that telescopic cranes have they are typically used on job sites where vertical reach is not a major concern. New designs, however, have extended the capacities of articulating cranes. In the past, the rule of thumb was that if the reach requirement exceeded 25 feet, the task would be relegated to a telescopic crane. Not so today. More prospective users are realizing that these machines can achieve an 80 foot reach and longer.

Giancarlo Manzano, export area manager at Effer Cranes, says his company has made the most impact in Canada where the brand is distributed by DEL equipment. "We have recorded significant sales in the US and Mexico," says Manzano.

Effer's presence on the North American market dates back to the early 1970s, Manzano says. "So we have really seen the market for articulating cranes grow year after year," he says. "The main advantage of knuckle booms remains the cargo space that they leave on the truck."

The improving qualifications of truck drivers and crane operators also helped to spread the use of articulating cranes, says Manzano. "They are not seen any more as a 'complicated thing' to unfold and fold down before traveling, but

are now perceived as a common machine that nobody should be scared to use."

Strong markets

As far as design appeal, Manzano says "the weight of the crane remains the key element when looking for an articulating crane (as the heavier it is, the less payload is available on the truck). Effer achieves a good weight-to-power ratio, thanks to the use of very high tensile strength steels (all Swedish), and to the accurate design of the booms with hexagonal or, on larger models, its exclusive decagonal boom profile."

Charles Letford, product manager for the crane division of Palfinger, says his company has found strong markets for articulating cranes in the major material handling industries, including precast concrete, blocks and bricks, truss and roofing, utilities, pole handling, forming and utility contractors. Letford says Palfinger's market share is also growing. "We as manufacturers are more aware of the markets and end customers' needs," he says.

For the Palfinger line, customers are most interested in light weight, high lifting

capacities, overload protection, and radio remote controls, Letford says.

Fischer Crane Company based in Bolingbrook, IL, is a major player in the distribution of articulated truck cranes in the US, selling the Amco Veba line, manufactured in Italy. Michael Fischer, president, told *ACT* last summer that growth is due to better acceptance of knuckle booms and also from being able to offer a quality product with strong customer support. "Years ago, many more prospects had to be educated as to the ability of knuckle booms to solve their material handling concerns," he says. "Most often now when a knuckle boom is offered, the client is familiar with the use of this equipment even if it is not their application."

Double jointed

Knuckle boom cranes are designed to lift in a horizontal plane, which distinguishes their capabilities from telescopic cranes. If a telescoping crane needs to hit the same spot with a significant load capacity it must be operated at an increased boom angle, necessitating a longer, heavier boom. Many of the newer models of knuckle boom cranes are "double jointed" and can bend a few degrees back on themselves, a nice option for placing loads through an opening, such as a window or doorway, where the second section of the boom can be raised "backward" by up to about 15 degrees, in relation to the first section. **act**

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Up and running

In today's market, the biggest issues of product support appear to be parts availability, keeping up with routine maintenance. But eclipsing both these problems is the increasing shortage of experienced maintenance technicians.

"Downtime" is a dreaded word for contractors and crane owning companies are scrambling to keep machines running. Crane maintenance is a specialty trade and requires trained mechanics who are well versed in operations and maintenance issues. For many, the strongest support for the green field technician seems to be technology. Mark Krajci, a technician who travels around the world servicing cranes, says the new worker coming out of school should be able to know how to operate a cell phone with a camera and how to download those to a laptop and e-mail the pictures. In his view, this is the future of product support.

"The future is photo documentation and the ability to send and receive e-mails with photos," says Krajci, who is president of Mobile Crane Services in Bethlehem, PA. "If every serviceman had a laptop and internet connection, we'd be a lot better off." He also says the lack of



The availability of parts and service is the biggest issue in today's crane market



Liebherr continues to expand its parts warehouse eliminating the need to expedite parts from Germany

experienced field technicians is the biggest plaque the industry is facing.

Warren Marley, president of Marley Associates in Wyncote, PA, is concerned about fewer numbers of tradesmen entering the industry. The lack of people entering the industry has led him to teach courses at Penn Technology and other community colleges to educate students. Without this help, the industry will face a critical shortage of workers able to maintain its fleet on a regular basis.

Manitowoc Crane Group executives are aware that recruiting workers at all levels is a challenge. To meet this challenge, the company created its CraneCare organization that is charged with the task of training technicians at a range of levels.

"We have training facilities around the globe to support our broad range of products," says Tom Cioni, director of marketing communications. "We have dedicated classrooms, hands-on service bays, simulators, test benches, and all the necessary diagnostic tools to provide quality education for the many courses which support our Manitowoc Crane Group products." Cioni says the company trains thousands of operators and technicians every year.

Demand for cranes is at unprecedented levels so keeping machines up and running has never been more important.

John Wyatt reports

Cleveland, OH-based ALL Erection & Crane Rental says parts availability and the lack of experienced techs are its main issues in product support. Michael Liptak, ALL Erection president, says continuous preventative maintenance for all cranes, regardless of their age, should be conducted routinely. ALL Erection has invested heavily in service, offering full maintenance, engine repair, hydraulics repair and the like at all its 27 locations. The company also owns paint, welding and fabrication shops. They strive to assist customers 24 hours a day, offering jobsite analysis, and providing training and operating assistance at the job site, Liptak explains.

"We provide ongoing training in equipment maintenance that allows us to keep it like new and exceed customers' expectations," Liptak says. The company still has a 1965 American 5450 (50 ton) lattice boom truck crane that is still active in its fleet since the company was founded 43 years ago."

The company finds product support techs by posting jobs or visiting technical schools looking for "raw talent," Liptak says. ALL Erection is also a member of Manitowoc's CraneCare program, enabling ALL to order parts direct from the manufacturer and speeding up service



Crane maintenance is a specialty trade that requires trained mechanics who are well versed in operations and maintenance issues

and answers to technical questions.

Manitowoc also implemented its new organization called EnCore, which provides options to crane owners for remanufactured, rebuilt and repaired parts. The company also sells used parts, which, Cioni says, is popular among crane owners with older cranes and who may not want to buy new parts or components.

Emphasis on training

Doug Twyford, vice president of sales and manufacturing at Elliott Equipment, says balancing customers facing initiatives that relate to keeping machines in service against the requirements of business initiatives that drive for stakeholder value and improvements in returns on investments are the biggest issues in product support. To encourage crane service training, the boom truck manufacturer runs Elliott University, a program designed to train techs on Elliott machines. The course consists of two days on the boom truck line and two days on the high reach aerial platform products.

Twyford views product availability and parts dispatching as a big issue. He says parts availability can become problematic. "The desires of maintaining lean initiatives with a high inventory turn rate needs to be balanced against the absolute need to support and service customers in as quick timeframe as possible," Twyford says.

Elliott Equipment does not offer remanufacturing services, but Twyford says it's something the company is considering. "We do offer an informal manufacturing service. We think there may be some opportunities but one has to be careful in balancing the value of a remanufactured product to the end user," he says.

Trevor Clark, assistant general manager at Tadano, reports that the company offers training at its headquarters in Houston, and that the company will offer field calls for smaller groups. He says preventing customer downtime has "always been and will continue to be" the number one challenge in today's market. He added that the wide range of products and technical innovations of the last decade have brought increasing complexity to this task.

"We believe our dealers and customers benefit greatly and the more problems they can handle on their own, the lower our product support costs are," Clark says. "If training is good, then more training is better."

Getting people to understand the dedication ➤

Back into service

In today's market crane owners are looking to get their accident damaged cranes back into revenue generating service in the most time- and cost-effective manner. Depending on the severity and extent of the damage, there are several options to consider when determining the best route for repairing a structurally damaged crane.

While many crane owning companies are capable of handling repairs for lightly damaged cranes, structural damage can make for a more challenging repair. Generally speaking, the first option is to contact the servicing distributor or OEM and inquire about the price and availability of replacement parts and components. In today's market, availability is most often the key issue. Too often structural components, particularly for older cranes, can have long lead times that can significantly delay getting the unit back into service.

Most manufacturers are operating at maximum capacity, and replacement part lead times are frequently challenged by the demand to move new cranes through production. Also some structural components are simply not price practical to replace without exceeding the insured or replacement value of the crane. However, where practical, replacement of damaged components is generally recommended.

It is when availability and price of replacement parts become prohibitive, that an owner may want to consider an alternative repair option. Most structurally damaged components will require an "engineered repair" which assures that the repair has restored the crane component to its original configuration and strength so that the capacity and operation of the crane is unaffected by the repair.

Structural repair companies can provide safe, compliant time- and cost-effective repairs for even the most heavily damaged crane parts and components. Provisions have been made by OSHA and Cal-OSHA for the repair of structurally damaged components.

When shopping for a third party repair company, make sure that they are willing to provide documentation including engineering, metallurgical and non-destructive testing reports and welding certifications. An engineered repair option is best to consider when it will put the crane back into revenue service in a more time- and cost-effective manner.

Another option is to consider used components. The aftermarket is flush with companies and websites (including OEM distributors) offering used replacement components. While there are quality parts that have been salvaged from accident-damaged cranes, these components may have been salvaged and repaired, and often are not up to OSHA, Cal-OSHA or ANSI standards. Working with reputable distributors, knowing the component history and being able to visually inspect and certify the component are important steps in helping to make certain that you are purchasing a reliable component or part.

In the event of an accident, a crane owning company will need to take the necessary steps required by its insurance company in terms of post accident analysis. When trying to determine if a crane can be cost effectively repaired, having a third-party assessment or a second opinion can help to mitigate the crane owner and insurance company's exposure both in terms of time and money. In this case, it is wise to call on a reputable company with a history of assessing accident damage and providing documented and compliant repairs.

When trying to determine how best to get a crane back into service, benchmarking the repair versus replacement options is a good way to measure the best option, or combination of options, to use. Ultimately the best repair is one that puts the crane back into service with the highest degree of safety and integrity in the most time- and cost-effective manner.

Most structurally damaged components will require an "engineered repair" which assures that the repair has restored the crane component to its original configuration and strength so that the capacity and operation of the crane is unaffected by the repair





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The shortage of trained technicians is a concern throughout the industry

required to the industry is the most important thing, says Carston Larson, president of American State Equipment in Milwaukee, WI. The company deals in new and used crawler cranes, hydraulic truck and rough terrain cranes, boom trucks, and more for Manitowoc, Grove, Liebherr, Kobelco among others.

"In administrative work and part support, we live or die by our product support," says Larson. "Our company won't stay in business as a dealership if we don't supply the finest product support available daily. It's our lifeline." Larson believes that daily inspection of equipment is essential, citing that some of his customers are still running 35-year-old cranes. But he also states that keeping these cranes alive for that length of time is becoming much harder with the shortage of technicians. But he's also quick to add that maintaining older cranes isn't totally dependent on the technician's level of skill – some parts become hard to find as the machine ages. Currently, the company doesn't perform refurbishments because it just doesn't have the manpower.

Expediting parts

Spare parts for Liebherr Cranes are Ralf Vieten's specialty, and he knows the struggles of availability. As executive vice president of service with Liebherr Cranes, Vieten cites that product support is difficult in the country because of the geographical vastness of North America. The company has to take an aggressive approach to supplying needed parts. "We have a lot of parts here in the US in our warehouse but, in addition to this, we have an emergency service through FedEx delivering parts from Germany directly to the customers within 36 to 72 hours," Vieten explains.

But does the backlog of new cranes cause after market parts to become an issue? He says yes, because customers are holding onto to older cranes, which require more and more parts as they run these aged machines non-stop. Liebherr does have remanufacturing services, mostly available in Europe, but the company can repair parts at its Houston facility.

In summary, the message is quite basic but important: maintain units with consistency going no more than one month and invest in the training of field technicians. With parts a struggle to come by, rental yards would be wise to focus on the resources it can control, not what it can't.

FACT

Nuts and bolts

With cranes operating at full tilt throughout North America, the market for parts and components is stressed.

John Wyatt reports



Throughout North America there are reports of shortages of cranes and operators. Manufacturers continue to report backlogs of up to a year, and crane rental and operating companies are doing their best to get the maximum productivity from their fleets. Cranes are running full tilt on jobsites ranging from high rises and bridges to wind farms and ethanol plants. And as a result of this unprecedented demand for both new and used units, there is fittingly a high demand for crane parts and components on every level and in every capacity.

Duffy Burgower, spare parts manager for Liebherr Nenzing Crane Co. in Houston, TX, says his company continues to expand its warehouse facilities as the demand for spare parts has increased. He says the company has doubled its investment in parts it stocks in the US and that the service center in Houston has had to expand its parts department twice. The company is assessing the need to build an additional warehouse to better service customers, he says.

Liebherr continually analyzes parts needs to assure it has on hand the parts and components





in the highest demand. "We carry a large supply of service items, filters, pumps, motors, electrical components, all the way down to small fittings," Burgower says.

Spare parts component manufacturers report heavy business as well. York, PA-based Garrod Hydraulics remanufactures hydraulic cylinders for cranes. Brian Hollerbush, sales representative for Garrod, says his company's market is strong because new cranes are hard to come by, stimulating the demand for used cranes. Recently, Garrod has partnered with Manitowoc for the EnCore program, an entity that provides options to crane owners for remanufactured, rebuilt, and repaired parts. Hollerbush says EnCore has been a way for his company to keep up with customer demand and to service the Manitowoc brand.

Link-Belt expanding

Link-Belt Construction Equipment's Director of Customer Support John Toher says the company tracks its business by commodities and it is strong across the board. "I believe that's driven by such a tight crane market; every crane that can work is working," he says.

For those on the outside looking in, the crane market may be a tough one to crack. Helac Corp., a manufacturer of helical, hydraulic rotary actuator lines, finds the crane market a challenge. "The (crane) market has always been a difficult for Helac to penetrate, except for the light duty crane sub-segment," says Leslie Morgan, director of marketing. "Much of the crane market has massive loading requirements and thus is using a hydraulic motor to drive a slew bearing. For light duty cranes, such as davit cranes, where the requirement is for the bearing, torque-generation and rotation to be combined in one compact package, then Helac's helical actuators can be an ideal solution."

Lantec Winch & Gear, of Langley, British Columbia, designs and manufactures hoists that are generally hydraulically driven, but the company provides electric drives. Sales



Link-Belt recently announced a \$25 million expansion project that will add 90,000 square foot of additional space to its facility in Lexington

Manager Jeff Lambert reports the market is strong, though much of Lantec's hoist business is targeted to the oil and gas offshore crane market. The company sells its hoists to the used crane market through distribution.

"We sell complete hoists and all of our models are in demand to nearly the same extent, although smaller hoists tend to make up the lion's share of sales," says Lambert.

To meet demand, manufacturers and suppliers have increased their production lines, several operating three shifts around the clock. Lambert says Lantec has increased its manufacturing capacity three-fold, but says the backlog continues to climb.

Liebherr Nenzing Crane has also moved to working three shifts to supply parts.

Hollerbush of Garrod Hydraulics says that since last September, the EnCore Program has helped combat its backlogs and that the company is "staying on top of it now."

"We are all at the mercy of our component manufacturers and a tight labor market," says Link-Belt's Toher, but adds that the company has made moves to help meet market demands. The company just announced a \$25 million, 90,000 square foot factory expansion at its Lexington, KY facility.

Huntsville, TX based Universal Cranes sells parts for Liebherr, Terex Demag and Grove cranes. Andreas Hoffzimmer, president of

Universal Cranes, says the manufacturers tell him that there are only backlogs on certain parts. He believes the manufacturers can't do much more than they already have to increase production to reduce the backlog; the industry just needs to wait it out.

Right now, he says electronic parts and components are in high demand. He said that high tensile structural steel can be up to a 30-day wait because the steel comes from Europe. When asked what his company is doing to deal with strong parts demand, Hoffzimmer is fairly tight lipped but says Universal Cranes has a relationship with five European companies that help supply parts that are delivered quickly. Tires are also reported to be low in stock.

Since it can take up to a year to get a new crane, crane owners have been fixing up older units and putting them out to work. Hoffzimmer says keeping older models running is a challenge, but a necessary effort in the marketplace.

"The demand to keep your crane running now is greater than it's ever been," says Mark Krajci, president and owner of Mobile Crane Services, in Bethlehem, PA. "You can't get a new crane fast enough [right now] and you try to keep your old crane going but meanwhile it's breaking down more often."

Older machines are taxing the service and parts departments of all companies, he says.

Technicians needed

With cranes and operators in short supply, it is fitting to note that crane technicians are also in demand. Krajci says there is a need for more technicians, but he doesn't believe that the industry has taken action on hiring and training more experienced techs. The crane industry is far short on the pool of competent technicians that know how to provide crane maintenance, service and repair. "It's such a big problem in terms of training somebody," he says. "Everyone seems to be trying to make-do with that end of it," he says.

Burgower says a shortage in trained



technicians also affects new cranes. "With more machines, we need more technicians," he says. In some cases, technicians are coming to the US from Europe.

Hoffzimmer says the shortage of parts doesn't have a correlation with more service techs, but he does believe there is a lack of them.

Additionally, Hoffzimmer says counterfeit parts have become a problem, especially for the large crawler cranes. He says from what he can tell, some companies are using original parts as a prototype and trying to duplicate them. The problem is that most of those products are produced by those who do not have the skills or knowledge to build a structurally engineered part. While re-manufactured parts are a mainstay in the US market, the advent of shoddy counterfeit parts could be a huge liability for manufacturers. In Europe and Asia, counterfeit parts are a continual concern.

Krajci is aware of the counterfeit market, but

Universal Cranes supplies parts for all makes and models, specializing in hard to find items

he doesn't believe it's a huge problem because he says most parts are specific to the manufacturer. "You can't take a boom section from a Liebherr and put in with a Grove – that wouldn't work," he says. However, both Hollerbush and Burgower do not think non-OEM supplied parts will emerge as a problem.


"Certainly crane manufacturers have their share of non-OEM competitors, but I don't think it's as big as a problem in the crane market as other equipment segments, and the reason is volume," says Toher.

It's interesting to know what other options crane owning companies have if the OEMs can't supply the parts. Although the consensus claims, for the most part, that counterfeit components and parts are not yet an issue, what are the other options? Hollerbush believes that whatever it takes, companies will do what they




Helical, hydraulic rotary actuator line manufacturer Helac finds the crane market a challenge

have to do to keep the crane running.

"Depending on the part and age of machine, there are a lot of used parts available," says Hoffzimmer, who adds dealers should be able to find parts for customers without sacrificing quality and safety. 









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Moving an oversized reactor vessel from a Houston, TX fabrication facility to an oil sands project in Canada required a flexible solution throughout the 2,350 mile journey. **ACT** reports



A key aspect of Perkins' suspension system was the use of a pair of manufactured, integrated 32-wheel dollies providing a highly maneuverable and safe means of transportation. The dollies operate at respectable road speeds and yield a mere operational height of 17 feet 4 inches

Experienced project managers, despite hours of careful planning, allow for contingencies and include schedule flexibility to make a project successful. Such was the case early in 2007 when Perkins Specialized Transportation Contracting was hired as a subcontractor to Mammoet Canada Western Limited to move an over-dimensional 209,000 pound reactor vessel from a major Houston, TX fabrication facility to the Canadian Natural Resources Limited (CNRL) Horizon Oil Sands Project near Fort MacKay, AB. With vessel dimensions at 79 feet long, 16 feet 5 inches wide and 16 feet 10 inches high, the piece was too dimensionally extreme for rail transportation and had to move over the road.

But with any good plan, changes are expected. In this case, there was a delay in the vessel's fabrication resulting in the postponement of vessel transportation. Although the customer had planned for Perkins Specialized to make a direct shipment of the fabrication to the jobsite prior to the onset of spring road restrictions in Montana and Alberta, which typically range from March 1 through May 31, that schedule had to change.

Instead, to minimize the effects of spring road restrictions, Perkins timed its mobilization and loading process at the fabricator's facility in mid-April so that by the time the load reached the Wyoming-Montana border on April 27th, Montana's road ban had been lifted, allowing Perkins to proceed to the US-Canada border. After crossing into Alberta, the customer transloaded the piece onto a configuration



Perkins utilized one of its dual-lane highway transporters with a high girder bridge suspension system

approved by provincial authorities for transport to the Fort MacKay jobsite during Alberta's graduated spring road restrictions.

To handle the approximately 2,350 mile circuitous highway transport of this vessel for the client in just 13 days, Perkins Specialized provided an engineered solution based on the use of one of its dual-lane highway transporters with a high girder bridge suspension system. A key aspect of Perkins' suspension system is its use of a pair of manufactured, integrated 32-wheel dollies providing a highly maneuverable and safe means of transportation. The dollies operate at respectable road speeds and yielded a mere operational height of 17 feet 4 inches for this load. The low overall height virtually eliminated utility assistance and shortened an already circuitous permitted route by allowing the load to pass under low overpasses and other hard overhead obstructions.

As a part of the pre-planning, it should be noted that Perkins representatives had already visited the fabrication facility in November 2006 to inspect egress options, space for transport equipment laydown, and to discuss assembly of its transporter using the shop's overhead cranes. In just two weeks the transport was accomplished safely and without incident.

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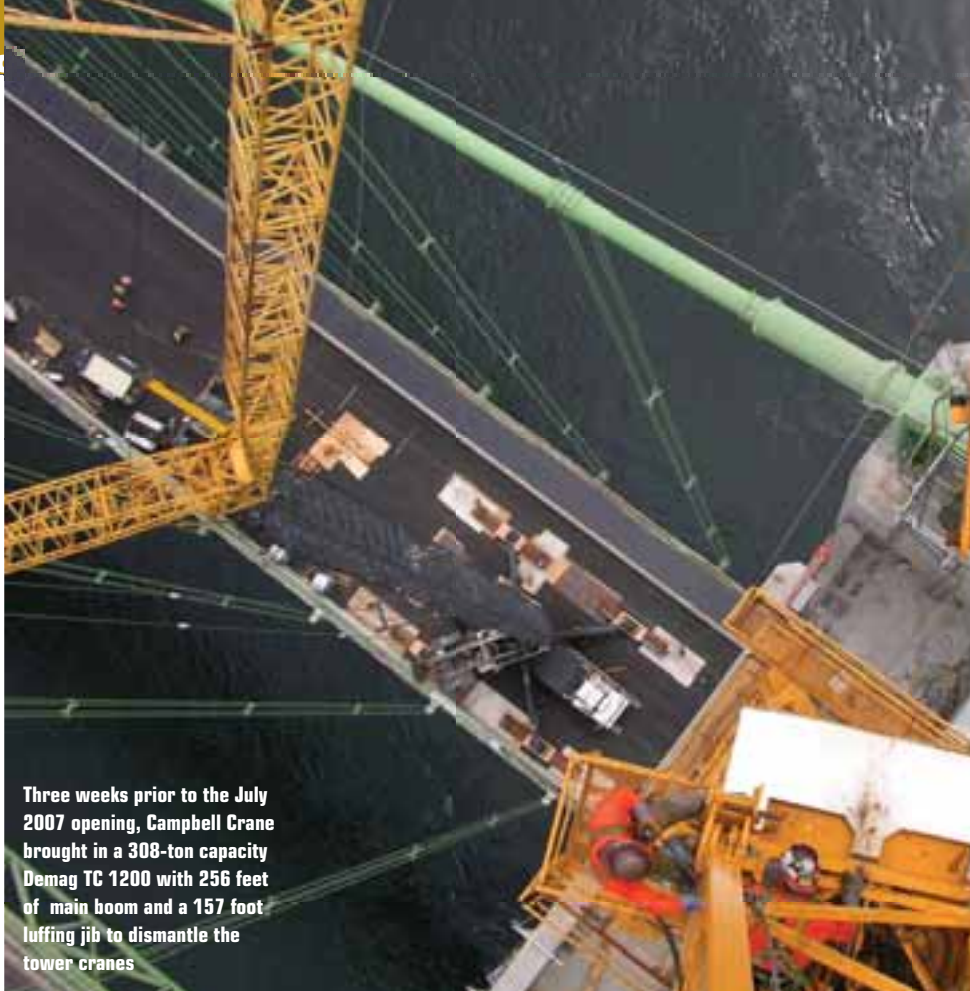
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For almost five years, cranes punctuated the skyline over Puget Sound as the Tacoma Narrows Bridge Parallel Crossing was being constructed. Portland, OR-based Campbell Crane & Rigging has dismantled the last of the tower cranes used to build the world's longest twin span suspension bridge, now open to traffic.

ACT reports



Three weeks prior to the July 2007 opening, Campbell Crane brought in a 308-ton capacity Demag TC 1200 with 256 feet of main boom and a 157 foot luffing jib to dismantle the tower cranes

What goes up...

Amongst the last jobs on the Tacoma Narrows Bridge project near Tacoma, WA was the dismantling of tower cranes perched atop the bridge's two towers. The tedious task was the final major construction effort to take place before traffic started to flow on the new 5,400 foot span, according to Joe McCarthy with Campbell Crane.

To go back in time, construction of the bridge's two 510 foot reinforced concrete towers was the work of a previous pair of tower cranes, each anchored to one of the bridge pier foundations. These cranes required climbs and tie offs at three levels before achieving their ultimate height of more than 600 feet in July of 2004. The final assignment for the original tower cranes was to assemble a second set of tower cranes. These cranes stood atop the bridge's towers. Removal of mast sections from the original tower cranes shrunk their height to a level at which they, in turn, could be disassembled by their newly erected counterparts.

"That left a Liebherr 550 on the west tower and a Potain 560 atop the east tower to service spinning of the suspension bridge's cable and help bring the project to completion," explains McCarthy. "Each of these tower cranes were

configured with 131 foot jibs".

Three weeks prior to the bridge's July 2007 opening, Campbell Crane brought in a 308-ton capacity Demag TC1200 equipped with 256 feet of main boom and a 157 foot luffing jib to dismantle the tower cranes. Complete tear down and mobilization of the Demag was required between the two dismantle jobs.

The project was far from routine, requiring the services of an outside engineering firm to address problems created by positioning such a heavy piece of equipment on the new bridge's main span. VAK Construction Engineering Services provided the necessary engineering. McCarthy says Campbell Crane was impressed with the work of the Portland-based firm.

"We drove our crane carrier up onto timbers which allowed us to get over the top of a steel grillage system designed to work like a set of snowshoes. This spread the crane's downward forces through the bridge deck in a manner which the bridge's design team found acceptable," he says. "Each grillage comprised

Tower crane components were swung 180 degrees before being lowered between suspenders to the bridge deck below





The highest point of the tower crane was 400 feet above the bridge deck on which Campbell's mobile crane was positioned. By splitting the tower crane's turntable and removing it in two pieces, crews were able to keep loading of the bridge's deck within acceptable bounds

end of the 67 foot long counter jib," McCarthy explains. "The highest point of the tower crane was 400 feet above the bridge deck on which Campbell's mobile crane was positioned. By splitting the tower crane's turntable and removing it in two pieces crews were able to keep loading of the bridge's deck within acceptable bounds.

"The base of each tower crane was 292 feet above the bridge's deck," McCarthy explains. "You go up 292 feet and that's the bottom of the tower crane."

The challenge for the crane operator was working within "the canyon" of the bridge, as McCarthy described it. "Essentially, we were working up through a narrow canyon formed by the bridge and its suspender cables," he says. "The gap we worked in was a slot 74 feet wide and 290 feet deep. Taglines were attached to both ends of horizontal members and a close eye was kept on wind conditions. Tower crane components were swung 180 degrees before being lowered between suspenders to the bridge deck below."

The crane's parts were landed on a protective layer of plywood. WSDOT was adamant: "no steel is to come into contact with the roadway." Composed of an "exotic mix," the bridge's hybrid asphalt surface was to be protected at any cost. A pair of Terex 60 ton rough terrain cranes provided by Tacoma Narrows Constructors (TNC) tailed incoming loads before reloading them onto highway trucks for removal. Kiewit and Bechtel comprise the consortium TNC, general contractor on the project.

a set of steel beams welded together, placed beneath the crane's outriggers. The length of the beams was calculated to transfer the combined weight of our machine and its load into four bridge deck beams instead of only two."


McCarthy explained that once the Demag crane was set up beneath the bridge's west tower it went to work dismantling the Liebherr tower crane, a process that would take 15 hours to complete. Northwest Tower Crane Service crews began by removing the tower crane's counterweights. The 7,000 pound concrete blocks were lowered three at a time to the bridge's traffic deck.

"Next, the upper works of the tower crane was rotated 180 degrees allowing the Demag to remove the 55 foot outer jib, then the 76 foot long inner jib," McCarthy explains. "The relatively short jib configurations used on these tower cranes allowed the contractor optimum capacity."

The heaviest component to be removed was the tower crane's machinery deck with its gear boxes, motor and hoist system. "This piece is located near the counterweights at the outer

The Demag was driven up onto timbers which allowed the crane to get over the top of a steel grillage system designed to work like a set of snowshoes to spread the crane's downward forces through the bridge deck in a manner in which the bridge's design team found acceptable. Each grillage comprised a set of steel beams welded together, placed beneath the crane's outriggers



On completion of the west pier tower crane's dismantling the Demag TC 1200 was disassembled. The crane's carrier along with 14 loads of counterweight and boom moved to the main span's opposite end where the process was repeated, removing the Potain tower crane from atop the Tacoma Narrows Bridge's east pier. 

The challenge for the crane operator was working within "the canyon" of the bridge. The narrow gap was about 75 feet wide and 290 feet deep. Taglines were attached to both ends of horizontal members and a close eye was kept on wind conditions



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Among the goals of the SC&R Foundation is meeting head-on the challenge of attracting a quality workforce

Learning from peers

One of the greatest challenges facing SC&RA's company members is the recruitment of qualified personnel. The construction industry will require a million new workers in the next six years, and 2.4 million by 2014, according to the US Bureau of Labor Statistics.

A 2005 study for the American Trucking Associations (ATA) forecast expansion and replacement hiring needs of 539,000 truck drivers over the next 10 years, or an average of about 54,000 drivers per year.

SC&RA believes more must be done to interest the nation's youth in careers within the specialized carrier and rigging industry. Establishing and publicizing a clear track for students coming into the industry is vital.

We aim to make the greatest impact by introducing jobs in the industry well before students leave high school. And the best spokespersons are industry members, who can communicate the benefits of trucking and construction careers with pride.

For the last four years, the SC&R Foundation has worked to make an impression in its own backyard. Assisted by United Crane & Rigging Company, of Baltimore, MD, the foundation has participated in the annual Educators' Day in the Workplace.

This full-day seminar and tour of business sites for educators in Virginia's Fairfax County Public Schools, the nation's 12th largest school system, gives teachers, counselors, and administrators an opportunity to observe business sites firsthand and to interact with employees. Educators gain an understanding of the workplace so they can better prepare their students for a successful transition from school to work in the Washington, D.C. metropolitan area.

Educators, as well as students, often seem intrigued when introduced to the types of challenges our members take on. They also are surprised to learn of the variety of jobs and opportunities available in the industry – as well as the salaries.

Consider, for example, a few of the average 2007 salaries reported by the American Road and Transportation Builders Association:

- Company president/CEO: \$80,000 to \$1.2 million
- Civil, traffic and structural engineers: \$58,000 to \$71,000
- Surveyor: \$30,000 to \$66,000
- Project manager: \$34,000 to \$160,000
- Foreman & superintendent: \$35,000 to \$114,000

- Estimator: \$26,000 to \$190,000
- Grader, dozer, scraper operator: \$18,900 to \$96,600
- Computer specialist: \$30,000 to \$115,000.

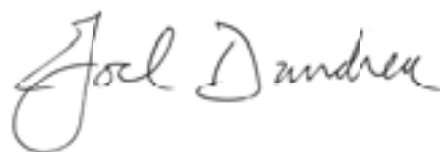
What about careers as a truck driver? In about two months, a high-school graduate who has completed truck driver training and passed a commercial drivers' license test can be gainfully employed as a long-haul driver with a high quality trucking company, making an entry-level salary of approximately \$40,000 a year plus, according to ATA.

One of SC&RA's most important tools for explaining the industry itself is "Moving the World – No Other Industry Carries as Much Weight," a 17½ minute DVD produced by the foundation. SC&RA worked with members from around the world to produce the footage of interesting and unusual jobs by the association's company members.

To reinforce the messages in the DVD, the foundation is putting the final touches on a brochure with follow-up information for students interested in a career in the industry. In accordance with the SC&RA 2006-2009 Strategic Plan, the association will continue to partner with the foundation to identify, develop and provide tools for members to use in skilled labor development, training and retention. Furthermore, we will identify programs and opportunities developed by other organizations and make them known to members.

But there is only so much the association can do. It is up to our members and other companies in our industry to work through public schools, technical and community colleges, or local chambers of commerce to educate local students on the potential opportunities for transportation or crane and rigging careers.

A number of companies already use information supplied by SC&RA to help recruit employees and educate future, potential employees. We encourage more of you to do so – and to share your success stories with us. For more information, contact Rebecca Page at rpage@scanet.org.



Joel Dandrea, executive vice president

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Kansas City is the place to be in September at the SC&RA's 2007 Crane & Rigging Workshop.

This important industry event will provide ample opportunities for participants to learn about and discuss industry specific information trends and issues and also will offer valuable networking opportunities. **D. Ann Shiffler** reports

This year's SC&RA Crane & Rigging Workshop promises to be among the most engaging industry events of the year. Crane and rigging industry professionals are sure to be intrigued by the line up of speakers and topics at the three-day workshop which will be held September 20-22, at the Westin Crown Center Hotel in Kansas City. The schedule of events includes expert speakers, topical educational and break-out sessions, committee meetings, an Exhibit Center and a review of the 2007 Jobs of the Year, plus much more.

The opening session, "Safety 24/7," will be presented by Bo Brasher, an executive with Results in Learning, which specializes in providing behavior-based safety, leadership and intercultural



Getting There

AIR TRAVEL

Kansas City International Airport (MCI) is 20 miles (25 minutes) from The Westin Crown Center Hotel. The airport is serviced by all major airlines.

KCI SHUTTLE SERVICE

The cost is \$14 per person/one way and \$23 per person/round trip. The phone number for reservations is (800) 243-6383.

TAXIS

A typical taxi fare to downtown is \$32-\$35 one way.

WEATHER

The average high temperature in Kansas City during September is 80°F and the average low is 61°F.

diplomacy for organizations and companies operating in high risk environments. Brasher will discuss safety in the context of reducing on-the-job incidents in order to remain competitive. Participants will discover how to build a behavior-based safety culture in which individuals take personal responsibility for safety resulting in reduced accidents, injuries and related expenses.

Loss prevention and accident avoidance are the topic of discussion at "Near Misses

– Lessons Learned," a workshop session led by Phil Hooper of Southern Industrial Constructors and Terry Young of Construction Safety Experts. Reporting and tracking "near misses" is an important element of creating and implementing a safety culture.

"How to develop a rigging planning checklist" will be led by Bill Smith of NBIS Construction and Transport Underwriters, which administers SC&RA's member insurance and risk



Crane & Rigging Workshop Exhibit Center Participants

COMPANY	BOOTH NUMBER
Allied Insurance Brokers, Inc.	#08
Beck, Inc.	#19
Bridon American Corporation	#41
CICB	#03
Crane Works Magazine	#32
Cranes Today	#02
Custom Mobile Equipment, Inc.	#36
Doral Equipment Rental	#07
FIRST Sling Technology LLC	#09
Garrod Hydraulics, Inc.	#22
GKS Lifting and Moving Solutions	#27
Goldhofer Aktiengesellschaft	#25
Gunnebo Johnson Corporation	#43
Hirschmann Automation and Control, Inc. (PAT)	#21
Holland Moving & Rigging Supplies	#34
J&R Engineering Co., Inc.	#04
KHL Group USA/American Cranes & Transport	#20
Liddell Trailers L.L.C.	#10
Liebherr Cranes, Inc.	#38
Liebherr Nenzing Crane Co. (B)	#39
Lift Systems, Inc.	#15
Link-Belt Construction Equip. Co.	#11
Load Systems International, Inc.-LSI	#31
LUBE-A-BOOM	#24
Manitowoc Crane Group	#30
Maximum Capacity Media, L.L.C.	#28
NBIS Construction & Transport Underwriters, Inc.	#35
NCCCO, National Commission for the Certification of Crane Operators	#06
Nelson Manufacturing Company	#17
Oklahoma College of Construction	#40
Python America	#12
Rayco-Wylie Systems	#14
Riggers Manufacturing Company	#37
Rigging Gear Sales, Inc.	#26
RopeBlock N.A. - AWRRIINC	#33
Royal Tractor Co., Inc.	#29
Senarc Systems - Visual Dispatch	#23
Slingmax, Inc.	#13
The Crosby Group, Inc.	#42
TSP (Transport Systems And Products, Inc.)/Scheuerle	#05
USI Insurance Services of Florida	#01
WHECO Corporation	#16
X-L Specialized Trailers, Inc.	#18



Two local SC&RA member companies, Custom Mobile Equipment and Royal Tractor Company, will open their doors to Crane & Rigging Workshop participants on Wednesday, September 19.

Custom Mobile Equipment is the manufacturer of the Versa-Lift line of fork lift, offering four models and designed specifically for machinery moving. Wireless remote control of Doral Rental Company's 60/80 model will be demonstrated. Call Gary Dick at 785-594-7474 for an appointment.

At Royal Tractor Company workshop attendees can see lift trucks and components in various stages of assembly. Learn about the engineering and manufacturing value-added features integrated into all Royal lift truck products. Observe Rig-N-Lift product demonstrations. The Open House is scheduled from noon to 3 p.m. Transportation and lunch will be provided.

The sold out Crane & Rigging Workshop Exhibit Center is always a highlight of the event, featuring 43 companies showing off their products and services

Drug-Free Work Week

October 14-20, 2007

Working Drug Free Works

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management program. Smith will help participants answer such important questions as: Are rigging planning checklists necessary? How do you implement a rigging planning checklist? Also, how can use of a rigging checklist affect your company's safety and productivity?

A panel of industry experts will discuss "Navigating Crane Rental Agreements," an important discussion that will help companies determine what to look for when negotiating crane rental agreements and how to restructure or update existing crane rental contracts. The moderator of this session is Kevin Cunningham of NBIS Construction and Transport, and panelists include Harry Baker of Southwest Industrial Rigging, Delynn Burkhalter of Burkhalter Rigging, Robert Hileman of United Crane & Rigging Company and Robert Moore and Bill Smith of NBIS Construction and Transport Underwriters.

Market up

If you want to still be in business 20 years from now, marketing is critical for your company's growth. To determine where your company is on the life cycle curve, be sure to attend "Leveraging Your Success through Marketing." Presented by Andy Patron of FMI Corporation, this seminar will cover marketing versus sales; how to stay competitive in today's market; and how to organize your marketing and sales plans to capture your markets.

Photo: Kansas City Convention & Visitors Bureau

"New Developments in the Gantry Industry" will cover a wide spectrum of topics in gantry technologies and equipment. Presented by representatives of leading gantry manufacturers, the panel will address the various types of equipment currently on the market, their capabilities, applications and plans for the future. Even if your company doesn't currently use gantries, this session is worth attending to discover the capabilities of this specialty lifting equipment. Moderator is Randall Goddard of Atlas Industrial Contractors, and panel members include Ben Forster of Riggers Manufacturing, Kevin Johnston of J&R Engineering, Brian Wagner of Lift Systems and Craig Welch of Bigge Crane & Rigging.

Two breakout sessions at the workshop include "Risk

Management for Cranes" and "The Critical Role of Operations in Building Long-term Relationships." Presented by John Davis of Crane Certification Association of America, the risk management session will explore hidden risks, safety regulations, operator competence, risk control and defensibility from the crane owner's/user's point of view. Davis will describe a wide variety of details that are frequently overlooked in day-to-day operations. Included are suggested checklists that can help the crane manager maintain control of risks. Hosted by Andy Patron of FMI Corp., the session on building long-term relationships will explain the life cycle of customer-client relationships and how each element can be used to translate into future business.

Crane set-up

There are two additional breakout sessions. "Proper Crane Set Up," presented by Robert Hileman of United Crane & Rigging Company and Earl Johnson, III, of Southern Crane. In this session, learn the elements of proper crane set-up such as ground conditions, assembly, and much more. The session will cover crawler, tower and all-terrain cranes.

"Proper Methods and Operations of Platform Trailers in the Rigging Industry" is presented by Jim Yates of

Barnhart Crane & Rigging. Yates will discuss the use of platform trailers on the jobsite and how to determine if they are appropriate for the job at hand. Also, he will address the various applications and advantages of platform trailers in today's industry.

Last day

The last educational session will be held Saturday morning, and the topic is an important one to all attendees. "Resolving Problems & Disputes on a Construction Project" will be presented by Jeffrey B. Rosen of Polsinelli Shalton Flanigan Suelthaus PC. Rosen will provide superintendents and general foremen the tools necessary to effectively manage unexpected problems throughout the project.

Aside from the topical educational offerings, the workshop will provide opportunities for marketing your firm's services as well as valuable networking events, breakfasts and evening receptions. First timers don't miss the reception in your honor on Thursday evening.

The annual Crane & Rigging Exhibit Center will be held on Friday from 11:30 a.m. to 2:30 p.m. with lunch provided. The always popular Exhibit Center gives participants the opportunity to observe new products and services available in the industry.

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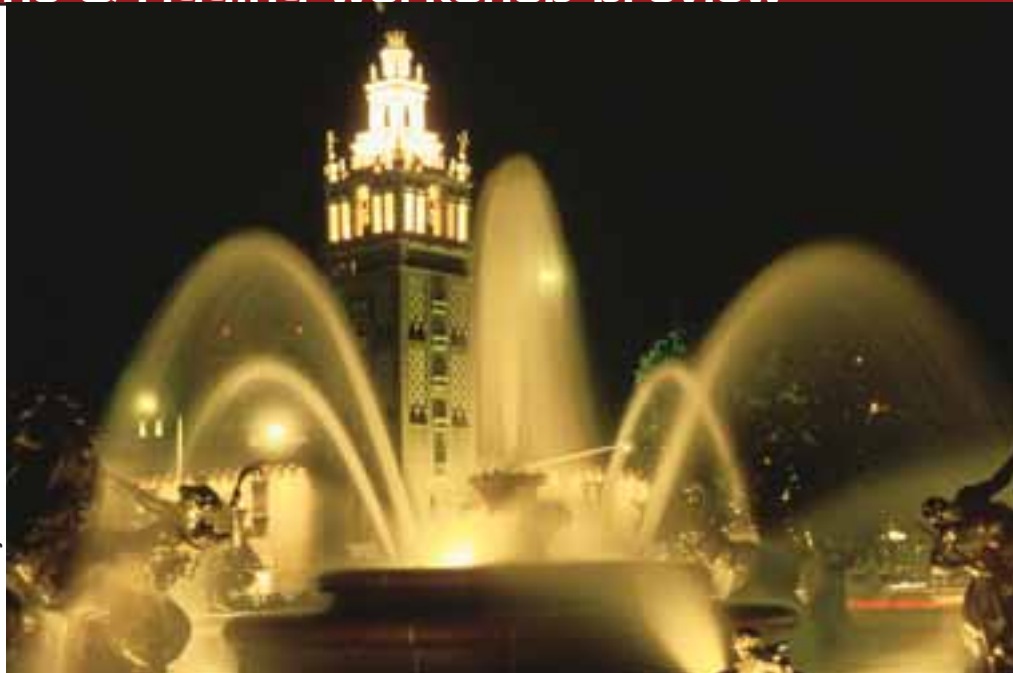


Photo: Kansas City Convention & Visitors Bureau

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Crucial info

What does “additional insured” status mean

when a claim occurs?

Tim Hillegonds reports

As we continue to look at the issues surrounding the additional insured status, we begin to look at what is, perhaps, the most crucial element surrounding this subject: what AI status means when a claim occurs.

A few years back, I got a call that a crane had gone over during the construction of a new dormitory at a well-known college campus. The crane company, working as a subcontractor of the general, was picking and setting structural steel. As the operator swung around to set the next beam, he felt the crane's front outrigger sink into the ground, throwing the crane off level. Reacting quickly, he tried to cable down to avert the overturn, but as is the case in so many accidents, gravity was quicker than he was and the machine ended up on its side.

As the investigation unfolded, documents were requested and, it was revealed, that the crane company's broker had issued a certificate of insurance as part of the general contractor's policy renewal. The certificate stated that the general contractor was named as an additional insured under the crane company's policy as required under the signed and executed contract. Not surprisingly, a tender letter from the general's insurance carrier followed

demanding a defense, and payment for the corresponding legal fees.

But where the problem lies in the above scenario is not necessarily with the tender of defense. Yes, paying the legal fees on an incident that may not be your fault is not the most economical way to spend your company's safety budget, but a mismanaged claim at this stage of the game could end up costing substantially more. An inexperienced claim handler, assuming that certificates do not create any coverage, may not respond to the tender and may not even investigate the impact of a signed contract. And if this happens, the crane company may find itself paying expensive legal fees even after the fact.

Know the answers

On the other hand, an experienced claim handler will get a gunslinger attorney involved right away to weed out the critical issues: Is the contract signed, what do the state case and statutory laws say in regards to additional insured status, and have the courts in that state interpreted certificates to imply coverage? Knowing the answers to these questions is paramount.

In this case, it turned out that the contract was unsigned and this particular state did not recognize certificates as providing insurance coverage. The crane company's insurance carrier promptly issued a denial, the crane was fixed, and come fall, college kids moved in and news of the crane accident became a distant memory.

When an accident occurs, the last thing on the minds of those involved are insurance certificates and contractual documents. But, when the concrete dust settles and the iron finally makes it back to the yard, if the right steps pertaining the paper trail have not been followed, wallets can get substantially lighter.

Post claim documents

So what exactly does the claim adjuster need post claim?

It's simple, he needs information and paperwork. And lots of it. For example:

- Any certificates issued by your broker.
- Any additional insured endorsements (either that your carrier has issued or you have been given) for the job.
- Any contracts for the job and any and all job documentation.
- Subcontractor agreements, both signed and unsigned.
- Letters pertaining to the job that evidences the negotiation of the job, pricing, insurance requirements, etc.
- Any past additional insured endorsements that you have issued for the contractor that may tender to your policy, as well as any past certificates issued on the policy.
- A list of any other subcontractors that may have been providing additional insured coverage.



TIMOTHY J. HILLEGONDS is the senior claims investigator for NBIS Construction & Transport Underwriters, Inc. He is the lead coordinator of the "Shockloss Claim Investigation Process" developed by Kevin Cunningham and the SC&RA Insurance & Risk Management Committee.



An entire claims investigation, even a flawless one, can fall to pieces if the claims adjuster is unaware that additional insured status has been given to another contractor.

If a claims investigation is geared towards shifting liability solely to another contractor, and that contractor is found to have additional insured status under the crane

company's policy, we've now wasted time, money, and perfectly good brain cells. Having known that in the beginning, the fact that liability transfer was futile could have been identified and, more than likely, the case settled for a smaller amount.

Additional insured issues can be complicated but by taking the time to try and understand the difference between what you're giving and what you're getting in terms of insurance coverage, the better off you will be. Taking a

proactive approach and alerting your carrier to both the incident and the possibility of additional insured status will save everyone time and money. And as is the case with so many businesses, there never seems to be enough of either.

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EDITOR'S NOTE: This column is the second in a series that started in the August issue on issues of the "additional insured."



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In Memoriam T. J. Lonergan



Empire Crane mourns the loss of crane industry mentor Thomas J. Lonergan, who died in late June after a short battle with lung cancer.

Rare in a salesman, Tom never played golf or powered up a computer. He preferred to talk face-to-face, discuss specs, and go over load charts. That was how he sold cranes. Lonergan's career spanned 40 years in the crane industry, beginning in sales at LB Smith. He went on to become a dealer representative for Pettibone before he founded CranExon.

Later, he worked in sales for Stewart Equipment, and in 1982 founded Syracuse Equipment. In 1994 he introduced the CT-2, the first City Class all terrain crane, to the North American crane market from Germany. His involvement in the Big Dig project in Boston was a highlight of his career. He also loved working with American crawlers, finding a passion in working with Demag and getting the dealership to sell large ATs.

Lonergan experienced the pinnacle of his career over the last five years, working with his sons Paul and Luke Lonergan, owners of Empire Crane.

Lonergan will be remembered for his integrity and the way he did business, and even for his reluctance to take advantage of the technological advances. No need to fax over a load chart or e-mail a business contact. He would instead head off in his car to Boston, Connecticut, New Jersey or West Virginia, to talk about the Yankees, tractors, and cranes, and work on achieving the more personal relationship he preferred to have with his customers.

Registration begins for ConExpo 08

Advance registration for the ConExpo-Con/Agg 2008 and IFPE 2008 expositions started in early July. Attendees can register in advance for the shows' many educational opportunities as well as get accommodation.

ConExpo-Con/Agg and IFPE 2008 will be held March 11-15, 2008 at the Las Vegas Convention Center in Las Vegas,

NV. The shows will be the international gathering place in 2008 for the construction and motion control industries.

One registration allows access to the exhibits of both shows, and advance registration saves money off the on-site fee. Register online at www.conexpoconagg.com or www.ifpe.com, or via fax or mail.

Owens named chairman, CEO

Auction house IronPlanet named Gregory Owens chairman and chief executive officer and a member of the board of directors.

Previously, Owens was managing director of Red Zone Capital, a Washington, D.C. private equity group. He was also chairman and CEO of Manugistics Group Inc.

organization," said John Wall, Stafford president and CEO.



Schron promoted at JIS

A company veteran for 14 years, Matthew Schron has been promoted to general manager

of Jergens Industrial Supply (JIS), a division of Jergens Inc. In his new position, Schron will be responsible for all business operations for JIS. Previously, he held the position of product manager. Schron earned a B.S. in marketing at Ohio University and an M.B.A. at Cleveland State University.

Stafford promotes Jones

Wally Jones at Stafford has been promoted to senior vice president, crane sales. Jones, based from the Ashland, VA branch, will focus on working with the crane segment of the company's business.



"Wally Jones has done a superb job for Stafford since joining the company in 2005 with the purchase of Atlantic Coast Crane and has provided crane knowledge and guidance to our crane salesmen, all across the

MCG promotes Badarinarayan

TR Badarinarayan has been promoted and named as president of the new Potain India. He was previously chief executive of Shirke Construction Equipments Pvt. Ltd., which



2007

SC&RA Crane & Rigging Workshop

September 20-22, 2007
Kansas City, MO

Associated Wire Rope Fabricators (AWRF)

October 7-10, 2007
Fairmont Le Château Frontenac
Quebec, Canada

ICUEE (International Construction Utility Equipment Expo)

October 16-18, 2007
Louisville, KY

AEM 2007 Annual Conference

November 11-13, 2007
Ritz-Carlton, Naples
Naples, Florida

ConExpo-CON/AGG 2008 and IFPE 2008

March 11-15, 2008
Las Vegas, NV

was acquired by The Manitowoc Company. The new business will operate under the name Potain India Pvt. Ltd. in the future.

Shirke was a Potain dealer for India, Sri Lanka, Nepal, Bangladesh and Bhutan and also manufactured cranes under license. Potain India will continue to build Potain tower cranes and sell them throughout the region. Badarinarayan joined Shirke in 1988 and served in a variety of roles and eventually was promoted to the chief executive officer position.

ICUEE 07 on-line registration ends September 21

Advance registration for ICUEE 2007 - The Demo Expo can be made online at www.icuee.com. Also known as the International Construction and Utility Equipment Exposition, the biennial ICUEE will be held October 16 - 18, 2007 at the Kentucky Exposition Center in Louisville, Kentucky. Advance registration is \$10 per person and closes September 21, 2007. After that date, attendees must register onsite, and the onsite registration fee is \$20.



international diary

2007

ConExpo Asia

December 4-7, 2007
Guangzhou, China

In Memoriam J. Martin Benchoff

Former Grove President J. Martin Benchoff died at his home in Pennsylvania in July. He was 80 years old.

Benchoff started his 33-year career at Grove in 1954 as its first salesman when the company made farm wagons and had annual revenues of \$700,000. He rose to become president in 1969 on the retirement of company founder Dwight Grove. Under his leadership, Grove overtook more than 150 competitors to become the world market leader in the hydraulic crane industry, making it the most profitable crane maker in the world.

At its peak in 1981, Grove's sales were more than \$600 million, 20 times the volume when Benchoff first took the helm. Early in his career, Benchoff recognized the potential of hydraulic cranes at a time when the market was dominated by well-established global makers of mechanical cranes. Pushing the boundaries of the hydraulic crane, Benchoff directed his engineers to build bigger cranes with longer booms.

POWER PLAYER

// In my crane rental business things are changing at a breakneck pace. As a five time attendee of CONEXPO-CON/AGG I have met many contacts and have purchased four cranes as a direct result. For a small company that only has five machines currently, this demonstrates the importance of a show like CONEXPO-CON/AGG. I will be back for 2008! **//**

DOUG MCLELLAN

President
Foothills Crane Service
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products, parts & accessories

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

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equipment for sale or rent

EQUIPMENT FOR SALE OR RENT: Top sales and rental suppliers for the North American crane and specialized transport markets advertise their equipment here.

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crane & lifting services

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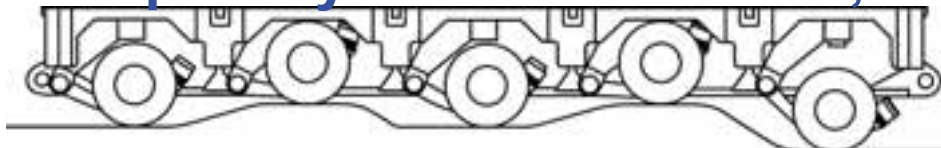
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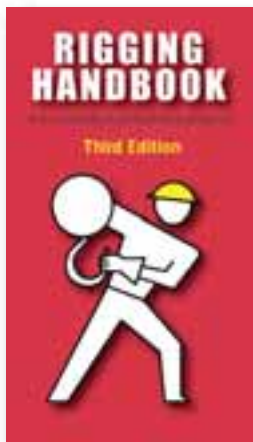
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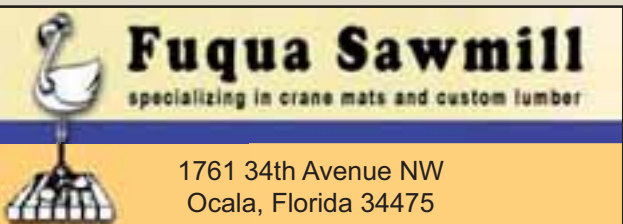
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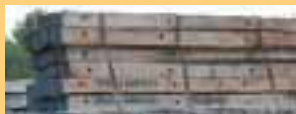


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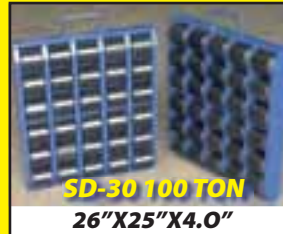
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CRAWLER CRANES: 3- Link-Belt LS98 30 Ton.

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ALL TERRAIN CRANES: 1998 Grove GMK5150B 150 Ton.

ROUGH TERRAIN CRANES: Clark 714 14 Ton, Tadano TR600XL3 60 Ton.

HYDRAULIC TRUCK CRANES: Bucyrus Erie 45C 30 Ton, Bucyrus Erie H5 12 Ton, Grove TM9120 120 Ton, Grove TMS300B 40 Ton.

CONVENTIONAL TRUCK CRANES: Lorain MC8165 165 Ton.

FORT WORTH, TEXAS – SEPTEMBER 26, 27 & 28, 2007

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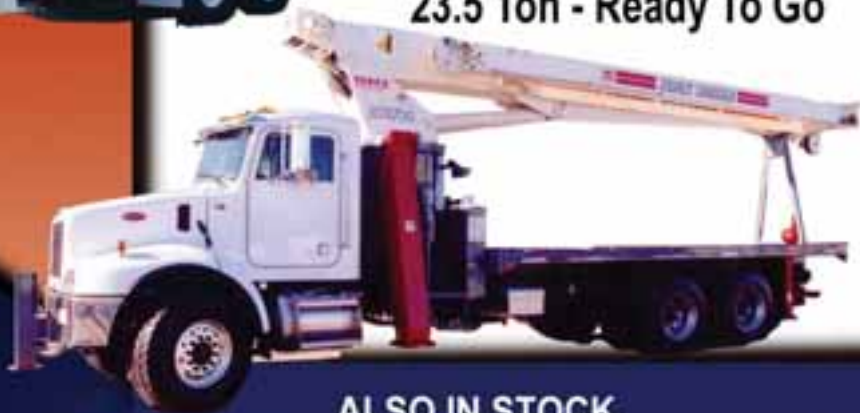
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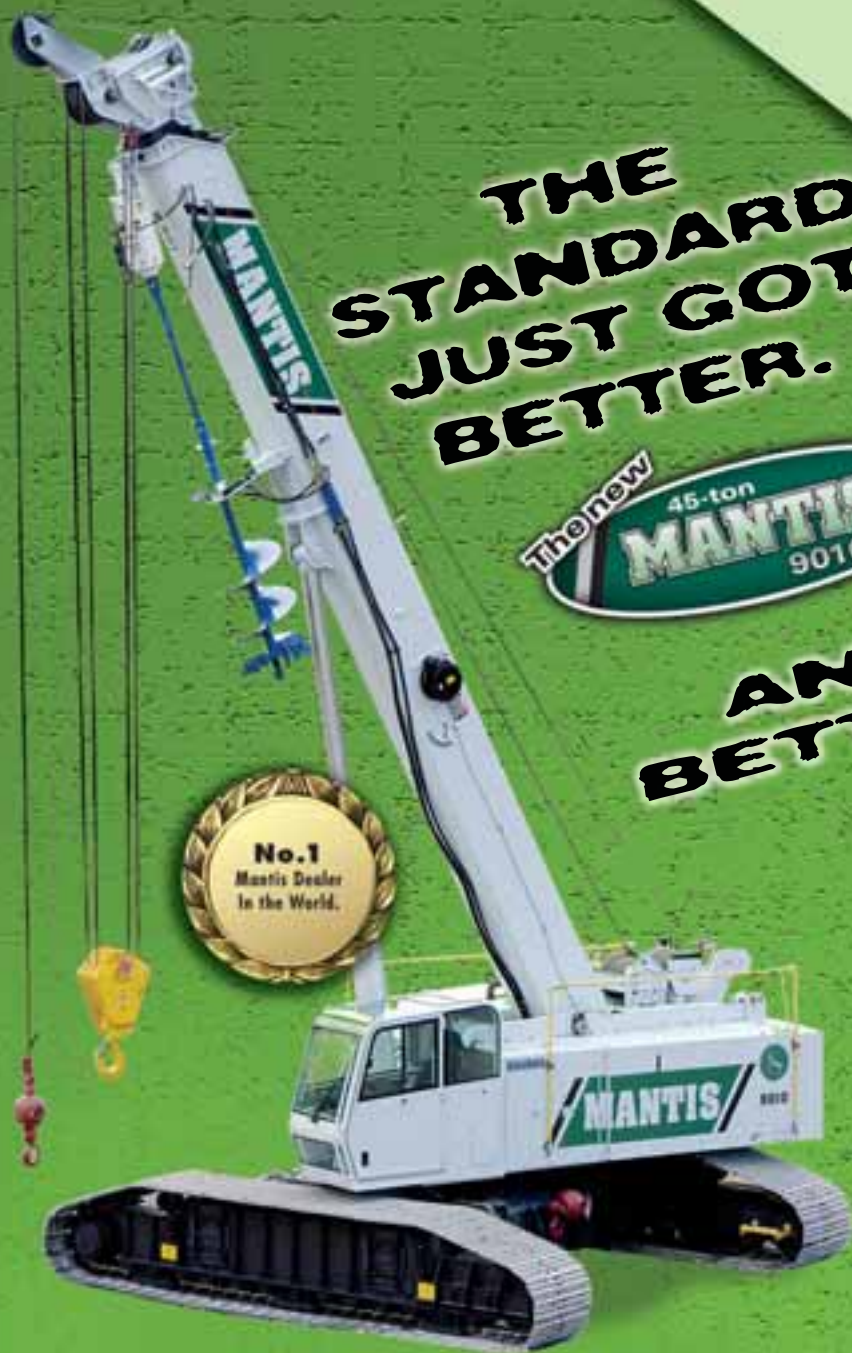
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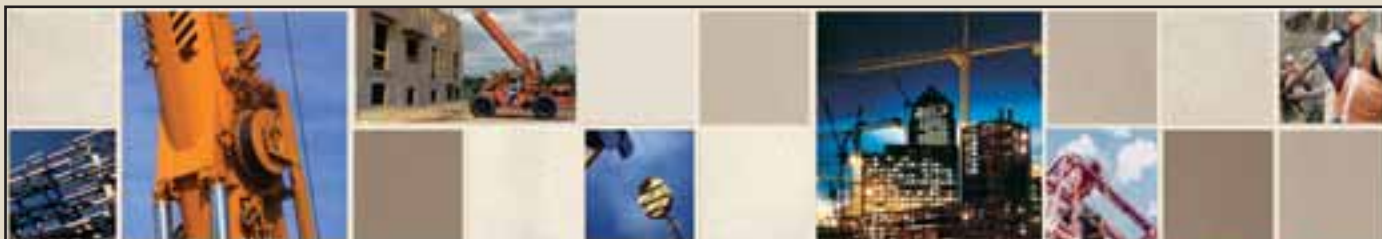
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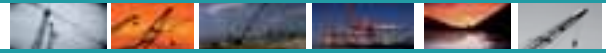
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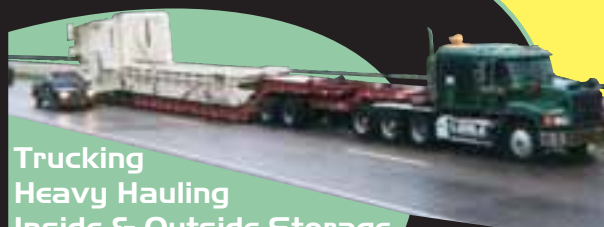
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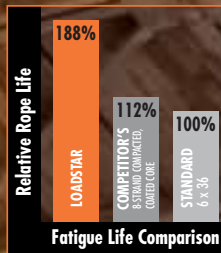
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