





# ACT

The magazine for the crane, lifting and transport industry

A KHL Group Publication

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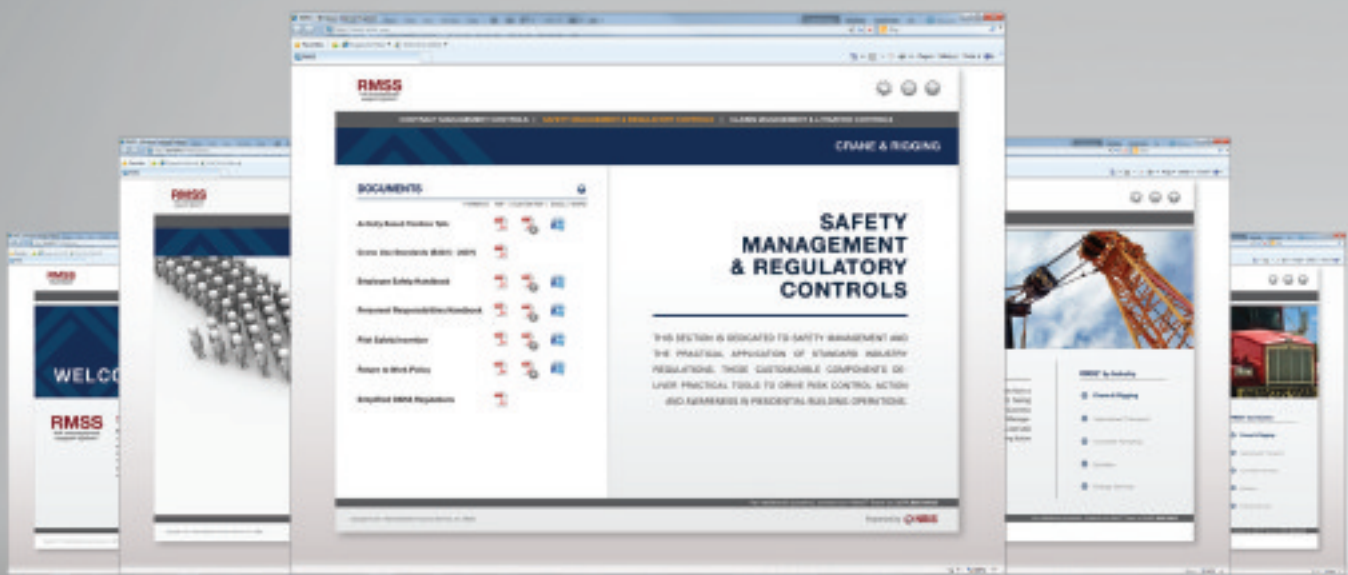
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## Who's who at KHL

### EDITORIAL

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

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

**Assistant editor:** Lindsey Anderson  
Ph: 312-795-5611  
E-mail: lindsey.anderson@khl.com

**Staff writers:** Lindsay Gale, Sandy Guthrie, Maria Harding, Cristián Peters, Murray Pollok, Chris Sleight, Helen Wright, Euan Youdale  
**SC&RA Correspondent:** Terry White

### PRODUCTION

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

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

**Design manager:** Jeff Gilbert

**Designer:** Gary Brinklow

**Designer/Production assistant:** Pippa Smith  
E-mail: pippa.smith@khl.com

**Display production assistant:** Louise Ailish

E-mail: louise.ailish@khl.com

### CIRCULATION

**Circulation manager:** Theresa Fox  
E-mail: theresa.fox@khl.com

**Marketing manager:** James Moscicki  
E-mail: james.moscicki@khl.com

**Business development director:** Peter Watkinson  
E-mail: peter.watkinson@khl.com

**Office and bookshop manager:** Katy Storvik  
E-mail: kathy.storvik@khl.com

### SALES

**National sales manager**  
**PAT SHARKEY**

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

**National account executive**  
**BEV O'DELL**

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

**International sales executive**  
**JOHN AUSTIN**

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

### CHIEF EXECUTIVE OFFICER

James King

### CHIEF INFORMATION OFFICER

Paul Marsden

### PRESIDENT & PUBLISHER

Trevor Pease

### KHL GROUP AMERICAS LLC

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

# Summer relief



**A**s this issue of *ACT* was in the making, everyone seemed to be looking for relief from the dog days of summer. Besides the incredible heat that gripped many parts of the country, economic pressures, stock market fluctuations, turmoil in Europe and the debt ceiling crisis and its aftermath were weighing heavy. We launched our *ACT* Economic Confidence Survey during one

of the most stressful weeks of the year, and we fully expected to see a notable dip in optimism among those who responded to the survey.

Despite all the negativity in the news, the crane and transport sector appears to be cautiously optimistic about future business. While second quarter business waned a bit from the first quarter, the industry continues to be stable. A full 53 percent of respondents said they expect their business activity to be higher in 12 months than it is today. Thirty-five percent expect it will be the same. See the full report on page 23.

Crawler cranes continue to be the go-to workhorse for infrastructure, power plant and petrochemical jobs throughout North America. The 100-ton to 250-ton class machines are in the biggest demand for highway, bridge projects and drilling rig set-up, while 250-ton and higher capacity cranes are doing all sorts of energy work, ranging from wind tower erection to petrochemical plant turn-arounds. Plus two new crawler crane manufacturers, Zoomlion and Sany America, are finding traction in the crawler market. See our Product Focus: Crawlers Cranes on page 27.

Back in July, the *ACT* team was in a planning meeting with our KHL management team when the discussion turned to various milestones in our publishing history. KHL Group President James King recalled September 11, 2001, when word of the terrible attacks on America reached the editorial team in the UK. He remembered that the *International Cranes* October issue was just about to go to press. And then it wasn't. Ben Shaw, editor at the time, decided to scrap the cover story and instead cover the search and rescue heroics of the men and women working courageously at Ground Zero and the Pentagon. It's hard to believe 10 years have passed since that terrible tragedy. Jimmy Lomma, Rob Weiss, Frank Bardono and Joel Dandrea share their memories of those fateful days in our Interview article on page 24.

And finally, if you are reading this before the SC&RA Crane & Rigging Workshop, we look forward to seeing you there. On page 44, we offer a preview of the workshop and a guide to those who will be participating in the Exhibit Center. Please stop by the KHL booth and say hello. We will be sharing news about an exciting new project. ■

### D. ANN SLAYTON SHIFFLER Editor

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

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

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**A 300-ton capacity Sany SCC833 working at a wind farm in California. See Product Focus: Crawler Cranes on page 27 for the full story**



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■ CRST International, Inc. has acquired Specialized Transportation, Inc. (STI). With this acquisition, CRST International projected annual revenue will be in excess of \$1.3 billion. CRST International employs more than 4,400 drivers and office personnel. An additional 2,500 independent contractors are based across the U.S.

■ Essex Rental Corp. highlighted growth and stability with most fleets, except crawler cranes, following release of its second quarter results. Essex Rental Corp. includes subsidiaries Essex Crane Rental Corp., Essex Finance Corp., Coast Crane Company (formerly known as CC Bidding Corp.) and Coast Crane Ltd., which was acquired in Nov. 2010. Essex experienced increases in utilization rates during the second quarter ended June 30, 2011 for all of the categories of equipment except crawler cranes, which experienced a slight decline in utilization due to the conclusion of certain levee projects.

■ Specialty lubricant company Lube-A-Boom based in the U.S. has appointed MOPSA, Madrid, Spain as a dealer for its full range of lubrication products for the lifting industry.

# Terex to shut down Wilmington plant

Terex Cranes will shut down its fabrication and assembly manufacturing facility in Wilmington, NC by the end of the year.

The facility does some assembly and fabrication of tower cranes and crawler cranes. Service and aftermarket support for these product lines will remain in Wilmington for the foreseeable future, according to Frank Bardonaro, vice president. Parts will be housed at the Terex South Haven Parts Distribution Center in Southaven, MI.

"From a product support perspective, our customers won't feel any difference," Bardonaro said. "They will still get their answers for new orders, pricing and delivery schedules they need."

Approximately 90 employees will be laid off. Of those employees, about 60 are production workers and the rest are administrative positions.

Booms of the smaller Terex American crawler

cranes (275-ton capacity and lower) that were assembled in Wilmington will now be assembled and fabricated at the Terex campus in Oklahoma City, OK. "That campus houses multiple Terex products, including those from Genie, road building and material processing," Bardonaro said.

Bardonaro said the company will continue to consolidate its manufacturing footprint, consistent with the needs of its global customer base.

"Terex is always looking to maximize our global manufacturing footprint to get the most benefit, and

after a lot of evaluation it has been determined that we can support the tower and crawler crane products at a different facility," Bardonaro said. "It was a difficult decision because of the outstanding workforce we have in Wilmington, but it is a strategy to become more competitive and cost-effective in this economic environment."

He termed the plant closure as "a very structured wind down" and said that the decision to close Wilmington is part of a restructuring to become more cost effective and competitive. ■

## Demag Cranes purchase complete

Terex Corp. has completed the purchase of shares tendered by Demag Cranes AG shareholders, and now owns 82 percent of the company's shares.

The shares were bought at \$65.81 each. Ron DeFeo, Terex chairman and CEO, said, "We are very pleased with the addition of Demag Cranes to the Terex Group. Demag Cranes AG will add a new business segment to Terex with world-class products in industrial cranes and hoists, port technology and services." ■

## New lines from Cometto

Cometto is producing two new product lines to be introduced in 2011. The first will be the 55-ton MSPE-evo self-propelled transporter with

electronic steering, which the company has already tested. It is claimed to have the best performance in capacity and working speed on the market in its class.

The second product is the MS-DL trailer, designed with a light, yet comparatively high capacity and stable dual-lane operated trailer to support requirements in the U.S. and Canadian markets.

"Both of these products will offer huge benefits to North American and other worldwide companies who are looking for quality trailers with realistic pricing and local

technical support and parts," said a company spokesman.

The manufacturer has also upgraded its Cometto Software for Modular Trailers (COSMO). The 3-D graphics and user-friendly interface maximize the potential of the company's IMS, MSPM self-propelled and the MSPE electronic-steer trailers, it said. Load placement, hydraulic configuration, stability, turning radius, ground pressure and chassis flexion can all be calculated, reconfigured and then printed, allowing for every load to be engineered. ■





■ Insulatus is adding a 5-ton load insulator to its product range, the smallest unit in the range. Insulatus said its technical team worked to ensure the unit becomes available before the change in law on Nov. 8, 2011, which will mandate the use of insulating links when working close to live power lines. In other news, Insulatus announced the appointment of Hanes Supply Inc. as a dealer for the Tag Line Insulator and Load Insulator products.

■ Manitowoc Crane Care has certified the Salt Lake City branch of H&E Equipment for its EnCORE Partners program. It is the second H&E location to qualify as an EnCORE Partner, qualified to remanufacture Manitowoc, Grove and National Crane products.

**Lampson International of Kennewick, WA has coordinated and funded the transport of a 9/11 artifact donated to the City of Kennewick from the Port Authority of New York and New Jersey. The artifact is a 6,000-pound, 35-foot steel column recovered from one of the World Trade Center Tower sites after September 11, 2001. The city intends to construct a memorial that pays tribute to those that lost their lives on 9/11, and have a place where citizens will be able to give homage and reflect on the tragedy.**

# ALE breaks lifting records in Texas

Global heavy transport and lifting company ALE has successfully demonstrated the key benefits of an extended lifting radius with a series of record-breaking lifts at an oil refinery in Port Arthur, TX. Using its AL.SK190 heavy lifting machine, ALE completed a two stage project that involved lifting 1,474 tons at 177 feet of outreach.

In the initial phase of the project, the AL.SK190 was used to exchange coker drums, removing six old drums and replacing them with six new drums weighing up to 519 tons each. The crane first lifted a 1,543-ton derrick structure, which was positioned on top of the existing coker drums at a height of 328 feet and set it on the ground. The coker drums were then exchanged, and the derrick structure replaced.

The derrick lift performed by the AL.SK190 was the first time a complete derrick assembly consisting of triple drill towers and cutting deck, had been removed and replaced in a single piece, according to the company. The lift required a complex tackle arrangement with a 12-point pick up.

To complete the project without shutting down the coker, the AL.SK190 was rigged outside the boundaries of the coker pit. This also

**Using its AL.SK190 heavy lifting machine – the first use of this award-winning crane in North America – ALE completed a two stage project that involved lifting 1,474 tons at 177 feet of outreach**



enabled the completion of the project with no permanent equipment in the refinery having to be dismantled, and the coke pit wall did not have to be removed.

The crane was then relocated to the refinery's hydrocracking unit (HCU), where it lifted and installed eight pieces,

including a 688-ton, 232-foot-high fractionator and three reactors ranging from 606 tons to 1,523 tons. I

In addition, ALE utilized a tailing gantry and 60-axle lines of SPMT. ALE also supplied all of the engineering calculations and related support.

## Manitowoc cranes up 23 percent

Second quarter 2011 net sales in Manitowoc's crane segment were \$554.8 million, up 22.9 percent from \$451.6 million in the second quarter of 2010. Primary drivers were growth in the Americas region and strong demand in emerging markets, the company said.

"The second-quarter crane segment results illustrate the benefits we receive from our global footprint and considerable product breadth," said Glen Tellock, chairman and CEO. "Project discussions and improved quoting activities are occurring in most product lines with demand in North America picking up, particularly in large rough terrain cranes and boom trucks, coupled with increased activity in some parts of Europe for tower cranes and all terrain cranes. In our emerging markets, we still see energy and infrastructure projects driving sales."

Crane segment operating earnings for the second quarter of 2011, however, decreased to \$29.5 million from \$38.5 million in the same period in 2010. It reduced the operating margin to 5.3 percent, down from 8.5 percent in the same period in 2010. The decrease was attributed in part to increasing raw material costs. Order backlog was up 4.9 percent to \$839 million at June 30, 2011 over the previous quarter and up 58 percent from June 30, 2010.

■ For more on this story, visit [www.khl.com/act](http://www.khl.com/act).



# Terex all-terrain crane helps set-up Reading

A Terex AC 350/6 all-terrain crane was used by King Lifting Ltd., UK to lift and place a footbridge for the Reading Festival in Berkshire, UK.

Over the past 30 years, the Reading Festival has become somewhat of a tradition on the

UK music scene. King Lifting carried out the challenging task of assembling, lifting and placing a 25-ton, 5-section, 131-foot-long temporary steel footbridge at this particularly rural location using their Terex AC 350/6, AC 40/2L and

AC 60/3L all-terrain cranes. The company also dismantled the bridge following the three-day event.

The first six days were dedicated to assembly using the AC 40/2L and AC 60/3L. The cranes' mobility, short telescoping times and easy-to-operate counterweight unloading system played a key role in carrying the bridge's individual 5.5-ton sections and placing them in precisely

the required position, and securing the sections together one by one according to schedule.

By day seven, the bridge was fully assembled to its final 131-foot span, and the AC 350/6 was configured using 127-ton counterweight and 177.8-foot of main boom with Superlift attachment at a 91-foot radius, ready to lift the 25-ton steel footbridge into position across the river. ■



A Terex AC 350/6 AT places a footbridge in the UK

## Global Crane sells its first QUY260

Global Crane Sales, as part of its partnership with Zoomlion, has sold its first QUY260 crawler crane in the U.S. to Axis Crane. This announcement marks the launch of the company's new crawler crane line available

for the first time to the North American market.

The 286-ton QUY260 is ANSI-certified.

Featuring an optimized boom design, the QUY260 has a maximum lifting capacity of 287 tons and the maximum lifting capacity with the luffing jib is 81 tons, and 37.5 tons with the fixed jib. Main boom length range is 65.6 to 272.3 feet and the extended-reach boom ranges from 282.2 to 311.7 feet.

The QUY260 is built with Linde pumps, a PAT/Hirschmann LMI system, Pfeifer wire rope and a Rexroth motor. The crane is powered by a Cummins QSL9-C305 diesel engine.

**The 286-ton QUY260 is ANSI-certified and is designed for maximum portability, control and reliability, the company said**



## Sany expands

Sany is building a new factory in Brazil, where it will produce wheeled mobile cranes for the fast-expanding market. Sany America also moved into a new 400,000-square-foot facility on August 29 in Peachtree City, GA.

The Georgia 400,000-square-foot facility will produce concrete pump trucks, crawler cranes and hydraulic excavators. The building features about 40,000 square feet of office space and a 360,000-square-foot manufacturing area.

Sany also purchased 550,000 square meters of land in Brazil for the new building. It will complement the existing assembly facility in San Jose, which opened in March and is on track to produce 200 truck cranes in the 25, 55 and 75 metric ton capacity range each year. Excavators are also assembled there.

The new manufacturing facility will produce all major components, said Rene Porta, Sany crane manager in Brazil. "We are looking to start producing in 2013 and right now we are preparing the land and infrastructure," Porta said. "We will produce up to 220 metric ton all terrain, truck cranes and, probably, rough terrains too. We will also focus on concrete pumps, graders, excavators and rollers to reflect the whole product line here."

**Sany America was set to move its new 400,000-square-foot manufacturing facility in Peachtree City, Georgia at the end of August. The building features about 40,000 square feet of office space and a 360,000-square-foot manufacturing area**





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The continuing debt crisis in Europe combined with the U.S. being downgraded and narrowly escaping a payment crisis hammered market confidence in late July and early August. **Chris Sleight** reports

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

# Markets dive

**S**tock markets were hammered by weeks of sharp declines and volatile trading in August in reaction to growing fears over the sovereign debt crisis in Europe and the impact of the last-minute deal and subsequent downgrade for the U.S. But concerns that this was another 'Lehman moment' for the markets were probably an over-exaggeration. Yes, it was a period of panic-driven selling, but unlike 2008, there was support at key floors rather than freefall in the markets.

The trigger for the sell-off was a letter Jose Manuel Barroso, the president of the European Union's (EU) executive body, the European Commission, wrote to the leaders of the 27 EU countries. Although it was designed to calm market nerves and put more funds in place to protect heavily indebted Euro-zone countries, the line, "It is clear that we are no longer managing a crisis just in the euro-area periphery," sent the

markets into a tail-spin.

Although panic on the markets might have been an over-reaction, there is still a lack of political leadership in Europe on this issue, and no credible plan to tackle the debt.

## Fund increase

As an interim measure, the bail-out fund – the European Financial Stability Facility (EFSF) – is likely to be increased, and the more unlikely prospect of launching Euro-zone bonds (rather than national ones) has been raised as a way of allowing distressed countries to raise funds at a reasonable interest rate.

However, there is little political will for genuine far-reaching reforms of expensive and unproductive public services in southern Europe, and the issue of allowing the obviously bankrupt Greek economy to negotiate some debt forgiveness (a partial default) is still beyond the pale as far as the ratings agencies are concerned.

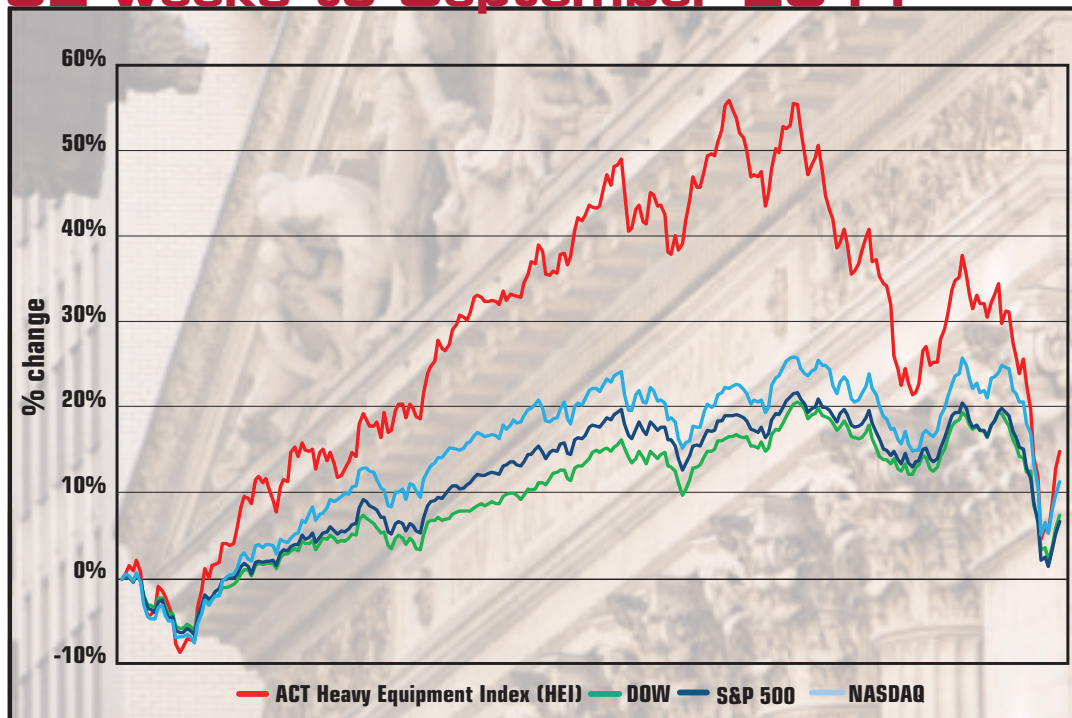
Perhaps envious of all this attention on Europe, U.S. politicians have spent much of the summer doing their best to manufacture a debt crisis of their own. It was close, but in the end an unsatisfactory agreement that did not cut enough costs or raise any taxes, and which will hurt the economy in the short-term, was put in place in exchange for an increase to the debt ceiling.

This weak compromise, combined with the reputational damage done to the U.S. by its bickering politicians was enough for ratings agency Standard and Poor's to go-ahead with a one-step downgrade of American debt from the prized 'AAA' gold standard.

Predictable political tantrums and rhetoric followed this, but many would say the downgrade was warranted. The polarization between Democrats and Republicans has paralysed U.S. policy making and raised the spectre of default as a real possibility. The debt ceiling agreement does not address deficit reduction properly, so it is justifiable to say America's ability to service its debts has diminished.

Debt issues in the U.S. and Europe will rumble on for months if not years. Another Lehman moment is not out of the question, but perhaps more predictable is the impact of the debt crisis and weak economic performance. This has once again raised the question of whether there will be a double-dip recession – a prospect that was diminishing a year ago. Now however, with spending being cut and greater uncertainty in the world, companies are tending to hoard cash instead of investing it in their businesses and creating jobs. ■

## 52 weeks to September 2011





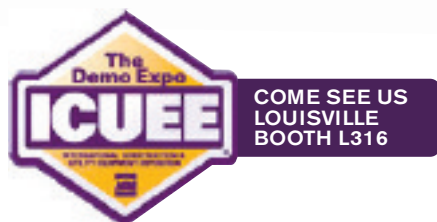
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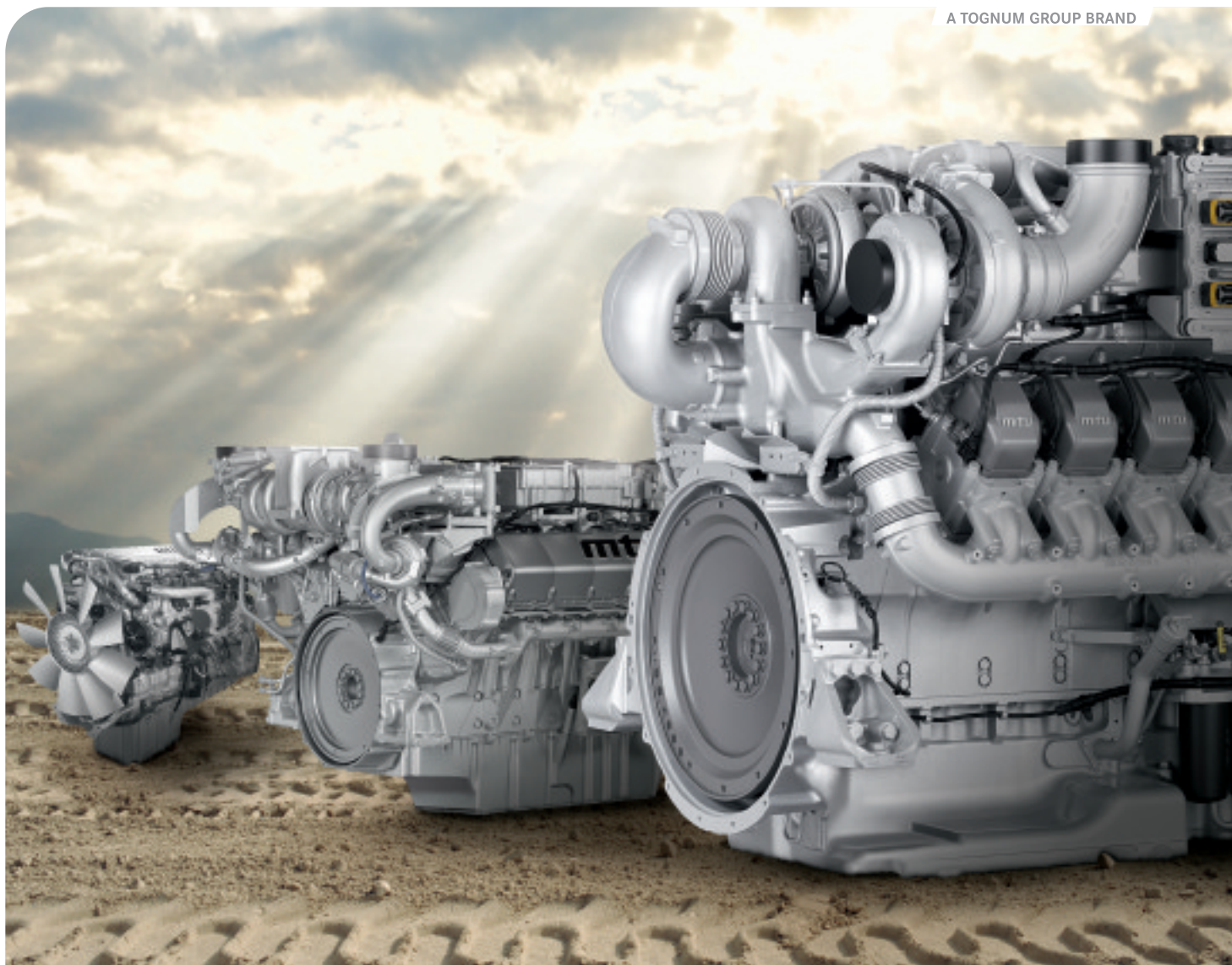
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Identifying the steps  
to a safe rigging plan.

**Terry Young** reports

# Rigging safety

**P**lanning is the most important element of a safe rigging task.

Some rigging projects are very complex requiring technical engineering and specialty equipment to plan and execute the job. Others are basic lifting or moving operations that are not as complicated. The planning principles for most rigging jobs are the same.

## Identify the rigging task and define the job

What is the scope and purpose of the job? What are you moving? Where is it going?

Review drawings, the weight of the load, how the load will be moved and transported, the travel route, time considerations, floor requirements, head room, aisle ways, access and egress, loading docks equipment requirements, environmental hazards such as heat, rain, ice, snow, soil and ground conditions.

Check for chemical and material hazards including asbestos, lead, oil and other chemicals that may be inside or part of the equipment.

Also consider the lighting in the work area, overhead obstructions, possible electrical hazards, adjacent machinery and the type of tools that must be used

for the project. The work area may limit static electricity, hot work or require special personal protective equipment.

Identify requirements for barricading the work area and emergency procedures. Conduct a job hazard analysis. Select the personal protective equipment and safety equipment needed for the job. Consideration may also require evacuating a building or closing a public or private road.

Permits and notification to local authorities need to be included in the schedule and plan.

## Determine the lifting and movement requirements

Review the drawings and information provided by the client. Obtain a copy of the manufacturer's relevant information to the equipment that will be moved. Determine the weight of the load and center of gravity. Select and size the hardware and moving equipment based on the current position of the load, the method of attachment, where it will be relocated and that the supporting structure will support the load.

Be sure to review overhead height limitations and the route of travel. Then evaluate the size and weight of the moving equipment. In multi-story buildings, account for the live loading of each floor.

Prepare a diagram of how the rigging hardware will be assembled and identify the size of each component. Complex issues may require a hardware manufacturer's assistance and the services of a rigging engineer.

If the route of travel is difficult multiple pieces of equipment properly sized cribbing, dollies, jacks, hoists and cranes may be necessary. The rigging plan must be in compliance with all local, state and federal requirements. Check the

project site rigging operation procedures and have the rigging plan approved in writing. Be sure you can complete the job within the time requirements.

Make sure the load is decontaminated, de-energized and disconnected. Have an emergency plan and a contingency plan. Keep a file include all correspondence, diagrams, sizing calculations, a job hazard analysis, contact phone numbers, list of employees, employee training, pre-job inspection, equipment inspection, minutes to any meetings, milestones, schedule, change orders and weather conditions. Keep a daily diary of events. This helps you remember the time and dates of significant activities.

## Making the lift or move

Planning and communication will provide your employees with a safe working environment. A meeting shall be held with all employees to schedule, assign and clearly define each employee's responsibilities. Train all employees of their role and the safety requirements in the rigging task.

Review and double check the load and sizing calculations, hoisting equipment and supports. Also review the possibility of impact loading, pinch points and a plan to keep employees from passing under the load. The rigging supervisor must inspect the equipment and hardware before the work begins. The rigging supervisor also must ensure the area is safe and secure. Then lead and direct the rigging crew.

Weather conditions and the possibility of a plant emergency are additional considerations that could change the rigging plan. A good contingency plan is mandatory. Recheck the rigging, load, and equipment after you begin the lift and during the course of the move.

The proper rigging plan or guide will provide you the information necessary to accomplish a safe rigging work task. It is best to develop a "Rigging Planning Guide" for your company's management to utilize when estimating and planning a rigging project.



**It's a good idea to develop a "Rigging Planning Guide" for your company management to use when estimating or planning a rigging project**

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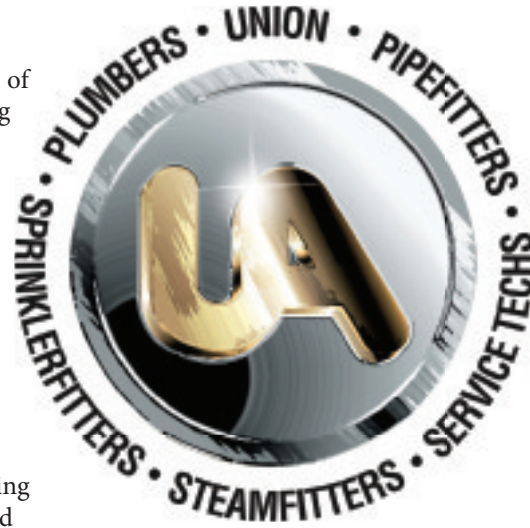




# UA opts for CCO Signalperson certification

**T**he United Association of Journeymen and Apprentices of the Plumbing and Pipe Fitting Industry of the United States and Canada (UA) has announced it has adopted the National Commission for the Certification of Crane Operators (NCCCO) Signalperson certification as the recommended standard for all its members involved with cranes and lifting operations.

"The United Association is convinced that the NCCCO signalperson certification program significantly enhances the safety of lifting operations and of our working men and women," said UA General President William Hite. "By taking matters to the next level, the UA has been able to demonstrate its ability to improve its methods of training and certification to keep pace with the ever-changing



landscape of construction practices in today's world."

The UA began working together with NCCCO last year to institute the CCO Signalperson certification program for

"The United Association (UA) is convinced that the NCCCO signalperson certification program significantly enhances the safety of lifting operations."

**William Hite, UA General president.**

its membership. Following a review of the recent changes to the federal safety regulations for construction crane operations UA Director of Training Michael Arndt established a training program for signalpersons.

"We quickly recognized that a comprehensive evaluation process was needed to ensure that those individuals completing the training fully understand the responsibilities and activities of a signalperson," said Arndt. "The UA

selected the CCO signalperson certification program as the best model to address the union's needs while also providing an independent, third-party certification for our members."

Since the first signalperson examinations in November 2010, more than 1,000 UA members have been certified as CCO Certified Signalpersons and over 200 UA members have been accredited as CCO Practical Examiners. The assessment results have stimulated UA's training program as well as given due recognition to the professional skills required for safe crane operations.

"In today's competitive environment all industrial facilities have to consider the critical issue of rigging and lifting operations as a key factor in the continued productivity of their business," said Arndt. "Industrial rigging, in particular, is a major focus for electric utilities, oil refineries, manufacturing plants, paper mills, and chemical plants"

## NCCCO's Lift Safety Zone Featured at ICUEE

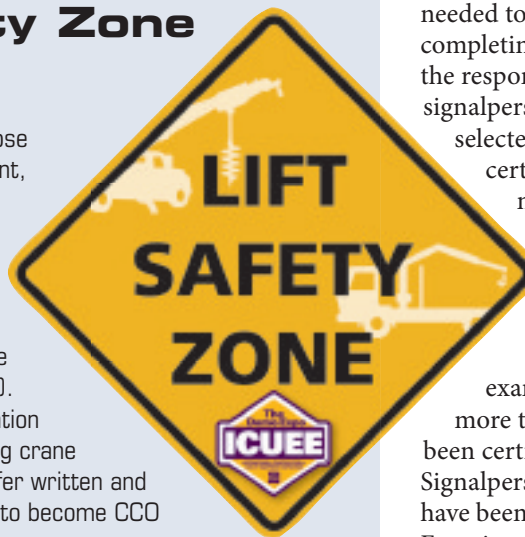
Dedicated to promoting safer working practices for those who work with and around cranes and related equipment, NCCCO's Lift Safety Zone (LSZ) will take center stage at next month's International Construction and Utility Equipment Exposition (ICUEE) October 4-6 in Louisville, KY.

Fresh from its debut at CONEXPO in Las Vegas in March, the LSZ will occupy 10,000 square feet outside near the main entrance to the show in Area N (N1053). The LSZ will not only showcase all of NCCCO's certification programs – for mobile, tower, overhead and articulating crane operators, signalpersons and riggers – but will also offer written and recertification exam administrations for those seeking to become CCO certified or renew their certifications.

Thanks to equipment generously donated by Terex Utilities, Cargotec USA Inc.'s Hiab and Palfinger, the main focus of the show will be demonstrations of CCO's yet-to-be-released digger derrick operator practical exam as well as its established articulating crane operator certification and rigger certification programs.

Presented by the Association of Equipment Manufacturers (AEM) – and also known as "The Demo Expo" – ICUEE is the premier international demonstration exposition and education resource for the construction and utility industries. As such, ICUEE typically attracts personnel involved in the electric, phone/cable, sewer/water, gas, general construction, landscaping, and public works segments. The show will feature more than 950 exhibitors and networking opportunities with 20,000-plus industry professionals.

■ For more information about the planned demonstrations, registering for CCO written exams, or details about the press conference, contact NCCCO at [info@nccco.org](mailto:info@nccco.org).





# Juhren, Watters elected to NCCCO Board of Directors

**A**t the recent National Commission for the Certification of Crane Operators (NCCCO) Board of Directors meeting, held June 29 in Baltimore, MD, two new members were elected to the board for three-year terms.

Peter Juhren is the corporate service manager at Morrow Equipment Company, Salem, OR. Juhren became directly involved with NCCCO in 2004 when, as a member of the Tower Crane Task Force, he helped develop the Tower Crane Operator certification program. He currently serves on the Tower Crane Management Committee, as well as the Ethics and Discipline Committee which oversees certificant conduct and adherence to the Code of Ethics. He currently serves as chairman of the ASME B30.3 subcommittee for

Tower Cranes and is a member of the ASME B30 main committee and ISO TC-96/7, Tower Cranes. Juhren was also a member of the C-DAC committee that developed the recently released OSHA crane rule.

Tim Watters is president of Hoffman Equipment Company, Piscataway, NJ. He has been involved with the crane industry since the 1970s as an employee of Hoffman Rigging and Crane Co. As president of Hoffman Equipment, he oversees the company's operations that range from crane sales, rental, and repair. Hoffman Equipment is also an approved NCCCO written and practical test facility, and regularly conducts training for operators wishing to be CCO-certified. ■



**ABOVE: Peter Juhren**  
**RIGHT: Tim Watters**

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A large Liebherr crawler crane is shown in the process of lifting a long, white wind turbine blade. The crane's lattice boom is extended high into the air, with cables supporting the blade. The wind turbine's nacelle and another blade are visible in the background. The scene is set in an open field under a clear blue sky with some light clouds.

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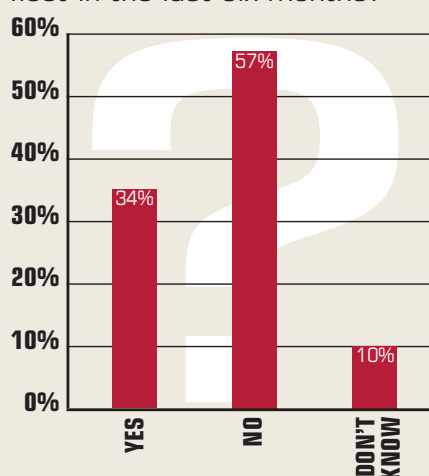


Launched during one of the worst weeks of the year in terms of negative news, our index shows cautious optimism.

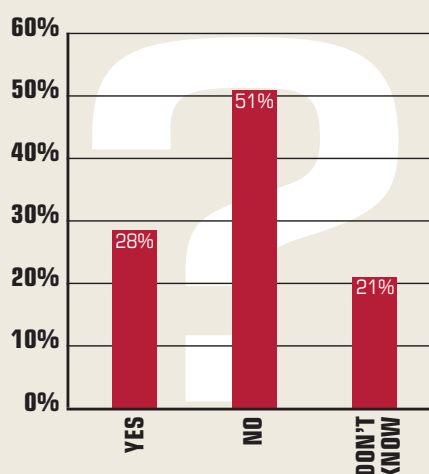
**D. Ann Shiffler** reports

### Quarterly questions

Have you sold a crane from your fleet in the last six months?



Do you plan on purchasing a new or used crane over the next six months?



### METHODOLOGY

The ACT Quarterly Economic Confidence Survey was e-mailed to 7,000 professionals in North America in the crane, rigging and specialized transportation sector. The survey was emailed on August 1, 2011 with a cut-off of August 10, 2011.

■ If you would like to be included in this survey, please e-mail D. Ann Shiffler at [d.annshiffler@khl.com](mailto:d.annshiffler@khl.com)

# Caution ahead

In 2010, we launched the ACT Economic Confidence Survey in order to better understand the economic highs and lows of the crane, rigging and specialized transportation sector. We launched the survey at a time when unemployment rates were high, the nation was just coming out of a recession and negative news abounded.

For the first year of the survey our results trended positive every quarter. Now 18 months after our survey was first launched, we are seeing our first blip in optimism. The first indication was in June 2011 when respondents were a bit less enthusiastic about the prospects for their business over the next year. This month we see a further eroding of optimism, although a full 53 percent of respondents said they expect their business activity to be higher in 12 months than it is today. Thirty-five percent expect it will be the same. Only 12 percent expect their business to be worse.

### Bad timing

One reason we can attribute to this optimism downturn is the week our survey was launched, August 1-10th. This might have been the most negative news and stressful week of the year. Global economic pressures, stock market fluctuations, turmoil in Europe and the debt ceiling crisis and its aftermath were likely weighing heavy on our respondents.

In terms of the current situation, 42 percent of respondents said that business activity was higher this quarter than compared to the last quarter. Forty-three percent said it was the same and 16 percent said it was lower. This stands in comparison to our June 2011 survey results in which 57 percent of respondents said their level of business activity was higher at that time than three months before. In June, 31 percent said business was the same and 12 percent

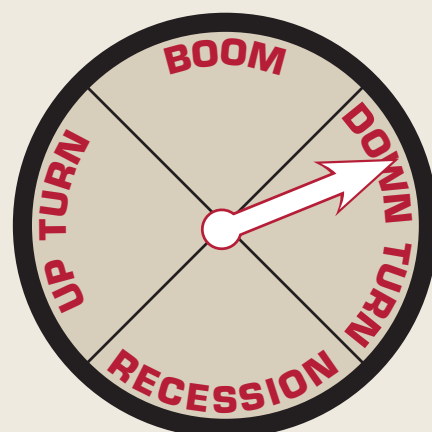
said it was lower than the previous quarter.

Still, our respondents report that business activity today is still higher than it was a year ago. Fifty-two percent said business activity was higher this month than it was a year ago this time while 31 percent said it was the same and 17 percent said it was lower. In June, 62 percent said their business activity was higher a year ago, 24 percent said it was the same and 14 percent said it was lower.

Our next Economic Confidence Survey will be launched the first week of November 2011. By that time perhaps we can determine whether this was a blip or a true trend.

This month we see a further eroding of optimism, although a full 53 percent of respondents said they expect their business activity to be higher in 12 months than it is today

**ACT**  
ECONOMIC  
CONFIDENCE  
REPORT



It's been 10 years since the terrorist attacks on the U.S. Memories of the terrible tragedy and its aftermath have not faded. **D. Ann Shiffler** reports

# Vivid recall

**J**immy Lomma was driving past Newark Liberty International Airport when he heard the news on the radio. Robert Weiss was on an airplane in route to Washington D.C., oblivious that anything was going on. Joel Dandrea was sitting in his office at the SC&RA headquarters when a staff member came in and said they had better turn on the television. Frank Bardonaro was called into a Maxim Crane board room just in time to watch the second jet crash into the second World Trade Center tower.

Where were you on the morning of September 11, 2001? Most every adult can recall the moment when they found out what would play out to be the worst attack on American soil in its history.

Lomma, president of New York Crane, remembers the day as sunny and bright. He glanced over at the Manhattan skyline. "I saw it, I saw smoke, but I didn't know what it was," he says. "It came over the radio five minutes later. Maybe a small plane hit one of the Twin Towers?"

Back at his office a short time later, Lomma saw the towers crumble, watching

from his New Jersey office. He knew cranes were going to be needed to help with the search and rescue. By 1 p.m. the Mayor's office was on the phone.

"You have to remember the phones were not working," he says. "About 1 p.m. Mayor Giuliani's office got through. Basically, we mobilized our cranes and went to the site. Two cranes were set up, one on the north end and one on the south end."

For the first six days, Lomma didn't leave Ground Zero, working around the clock with firemen, policemen, ironworkers and others there to rescue survivors. Lomma was put in charge of all crane operations. It was a grueling assignment. But he wanted to help.

Within hours the need for cranes would grow exponentially. "We used our own cranes, and then we set up cranes from Cranes Inc., Bay Crane and All Erection," Lomma remembers.

Initially, they all worked tirelessly to find survivors. "But you know what happens when you think people are still alive and it's a search and rescue effort, and then after a period of time you realize it's not



that anymore," Lomma says.

It doesn't seem possible that it's been 10 years, Lomma reflects. He still has cranes at the site, now working on the new Freedom Tower.

While it's not something he talks about very often, Lomma remembers what he felt and what all Americans felt. "We worked hard," he says of those hours and days after the tragedy. "America does that. It's an American thing. We always fight back. They didn't win."

## American pride

The Pentagon and New York City were being attacked by terrorists. When Dandrea, executive vice president of the SC&RA, realized what was going on, all sorts of things went through his mind. "There was a sense of disbelief, anger, fear and even caution. But through it all, certainly, there was a strong sense of American pride."

Living and working in the Washington D.C. area, Dandrea remembers watching the American flag flying over a nearby building and feeling the chill of reality. "As the crow flies, the Pentagon is in our back yard," he says. "And the field in Shanksville, PA is an hour from where I grew up."

While what happened was so incredibly tragic, Dandrea is still very proud of how the nation responded. "It was pretty damned aggressive and pretty strong," he says. "We have to give an incredible amount of credit to the police and firemen and all the first responders. There was no uncertainty and no delay in responding with what had to happen, whether you are talking about the Twin Towers or at

**Frank Bardonaro (right) was deployed by FEMA to help set up cranes and get them working at Ground Zero**







the Pentagon. And there was also the immediate posturing of our military to be prepared for what potentially was coming next.”

The phones started ringing and Dandrea began talking to crane, rigging and transportation members all over the country. “We put out information to both transportation and crane and rigging members in the respective areas,” he says. “We provided a host of emergency contact numbers in New York and in D.C. Here’s the contact information if you would like to offer assistance. Many members did just that.”

One of the first phone calls was to Jimmy Lomma. “We talked a couple of times that day and quite a lot over the next few days and months,” says Dandrea.

Among the biggest decisions the association had to make was whether or not to cancel the upcoming Crane & Rigging Workshop scheduled about 10 days later in Lexington, KY. After talking with board members there was a strong sentiment to hold the meeting.

“In thinking back on that day, there was not an absence of fear, but there was a resistance to it and mastering through it,” Dandrea says. “Ours is a tough, committed industry and that was clearly demonstrated by what our members did on 9/11 and the days following. And especially, certainly, Jimmy Lomma.”

### Being deployed

Bardonaro was in Cincinnati, working as general manager of Maxim Cranes. (Today he is vice president of Terex Cranes, Americas.) He was also a designated crane and rigging expert

### Within hours of the attacks at Ground Zero in New York City, cranes were being set up for the search and rescue operation

for FEMA. While he was sitting in that conference room watching the Twin Towers being attacked on television, his pager started buzzing. “It was FEMA,” he says. “They told me I was being deployed and for me to get the Wright Patterson Air Force Base in Dayton as soon as possible.”

After stopping to kiss his daughter goodbye, Bardonaro headed out. Once he got to Dayton, he started helping crews load up a plane. But then they learned that the FAA had grounded all flights. So they loaded up a convoy of buses and tractor trailers and headed to Manhattan. They arrived at 5 a.m. on the September 12 and were dispatched immediately to Ground Zero.

“One thing I remember is it reminded me of when the movie ‘The Wizard of Oz’ went from black and white to color,” he says. “Only it was the other way around. When we came out of the tunnel all you could see was smoke and black and white.”

Ironically, this was the first time that Bardonaro had ever been to New York City.

Immediately Bardonaro’s team was assigned to one of four designated

quadrants, and they started erecting cranes. The ground was unstable.

“I didn’t realize how bad the underground was,” he says. “We were putting up cranes anywhere we could put them up safely. We wanted to look for survivors.”

Bardonaro was impressed with how hard everyone worked and how professional the crane and rigging people were. “You had Jimmy Lomma and Ken Bernardo there,” he says. “Their operators were so professional and so astute in finding a way to set these cranes set up safely.”

Thinking back on his time at Ground Zero, Bardonaro used a common word, “surreal.” He was there for six days straight, 24-hours-a-day, trying to find survivors. “Unfortunately, as far as I know in the areas I was responsible for, there were no survivors. It’s really a tough situation to think about.”

Today, Bardonaro considers the turn of events. “The people I met are some of my closest friends and the most respected people I know in the industry,” he says. “During that time, everyone was focused on helping our country. All the people who died in those attacks, all the people who were in harm’s way, I’ve never seen such bravery from iron workers and firemen and policemen. I hope I never have to see that again in my life, but the

&gt;24



**Ground Zero was divided into four quadrants. As many as seven cranes were operating in each quadrant, lifting steel and removing rubble**





people who were there those first couple of weeks are very special people. It really was a war zone and I don't think people realize all of the unknowns and fears that were ignored to try to find people."

Another amazing memory, Bardonaro says, is that seven cranes were working in that one quadrant, and there was not one incident. "We had seven cranes working in a confined area, and they were swinging over each other," he says. "We were swinging steel faster than you can sling fruit off a boat. It was pretty amazing work. Everything you did, pulling one piece of steel out, would affect the next piece. The iron workers were artists cutting the steel and rigging it."

### Flights grounded

On the morning of the attacks, Rob Weiss, vice president of Cranes Inc., was somewhere no American wanted to be – on an airplane. He and a colleague had taken the 8 a.m. Delta Shuttle from LaGuardia to Washington Reagan. "It was a crystal clear morning, the sky a beautiful blue, as our plane made a gentle left turn over Yankee Stadium and headed south along the Hudson River," he remembers. "The view of Manhattan was breathtaking. I remember looking out at the World Trade Center buildings, still intact, one-half hour before the attack, and remarking to my colleague how beautiful everything looked."

His plane touched down at Reagan at around 9 a.m., likely the last plane of the day to land at its scheduled destination. Everything seemed normal, until they

reached the rental car counter and the agent told them what was happening.

"The agent had an ominous warning," Weiss says. "Word was that authorities would be sealing down the whole airport and that we better quickly get on our way or we would be stuck there. We heeded her advice and headed to our scheduled meeting, all the while glued to the radio reports from New York. We had just passed the Pentagon, with Washington's famous monuments in clear view, when the shocking news came that the Pentagon itself had been hit. I remember the chilling words that my colleague said to me at that moment: 'We are at war.'"

They never got to their meeting. Instead they drove back to New York City, a process that took nine hours. Bridges and tunnels were closed, forcing them to drive to upstate New York to cross the river. "My one strong memory of the drive was the thick black smoke trail rising from the burning rubble, which was visible from as far away as South Jersey," he says. "We had no communication with work or home, so we had no way to let anyone know we were OK or to find out if they were alright."

Weiss says he finally pulled into his driveway, relieved and exhausted. The morning after the attacks, there was acrid smell in the air and nothing but a burning cloud of smoke in South Manhattan where the towers had once risen, he says.

After getting to work, he learned that his team had already taken action. "While I was still out of communication, my father, Larry Weiss, and our sales manager,

**Initially, "cranes were swinging steel faster than you can sling fruit off a boat," says Bardonaro. "It was pretty amazing work. Everything you did, pulling one piece of steel out, would affect the next piece. The iron workers were artists cutting the steel and rigging it."**

Manny Zaccone, had coordinated with the NYPD and dispatched all of our available rough terrain cranes to Ground Zero. As you can imagine, the surrounding streets were littered with debris – burned out cars and trucks and shards of twisted metal – that were preventing rescue equipment from accessing the site."

They decided to mobilize their Link-Belt HC-218 fleet, along with volunteer operators, to Ground Zero. The cranes were rigged with large clam shell buckets, capable of quickly removing major debris, Weiss says.

They also decided visit the site to determine what more they could do. "I remember seeing many familiar faces down at the pile, mainly operators and ironworkers, valiantly digging through the debris in search of survivors," says Weiss. "As I walked the site, I was struck by the amount of paper – it was everywhere. We were trudging through it like snow, and it was all evidence of the normal everyday life that had existed before the terrorists had changed everything. There were bank statements, payroll checks, phone message slips, and letters to loved ones that never would be delivered."

It was in this type of chaos that the brave operators and construction workers toiled for the first few weeks, as the search and rescue operation slowly, and sadly, morphed into a recovery and clearing operation, Weiss says.

"Warning blasts were a common occurrence in those early days, as unstable pieces of rubble constantly shifted and settled," he remembers. "And all the while, police, firemen, and ironworkers ventured out into the pile, removing debris and searching for survivors. It was amazing how the whole construction and crane industry came together during that time."

Eventually, streets were cleared enough to allow larger cranes to be mobilized, including one of Cranes Inc's Liebherr LR 1400s.

"The crane spent the better part of the year at the site, often lowering workers with wrecking torches into the debris pile so that other cranes could hook into the tangled steel and remove it to waiting trucks," Weiss says.



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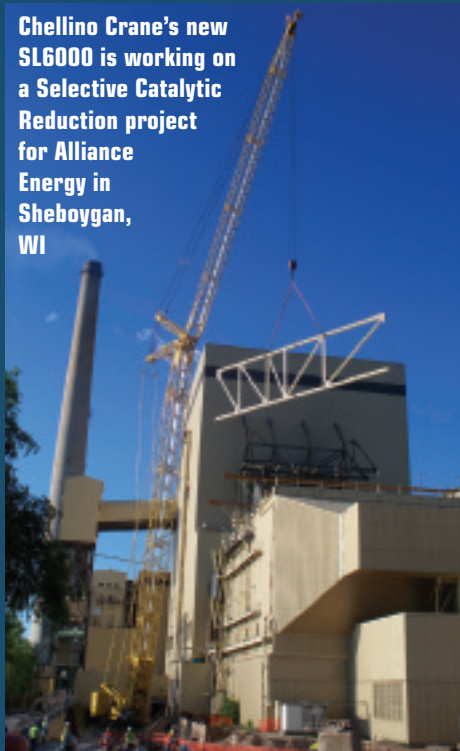
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The lattice boom crawler crane market continues to recover with demand trending toward the 100 to 250-ton capacity machines and the 600-ton and higher class cranes.

**D. Ann Shiffler** talks to those in the know

**Chellino Crane's new SL6000 is working on a Selective Catalytic Reduction project for Alliance Energy in Sheboygan, WI**



# Crawler market: crawling

**G**reg Chellino recently did something he has never done before. He ordered a 600-ton Kobelco SL6000 lattice boom crawler crane for an energy plant project in Sheboygan, WI.

"We had never done that, to buy a crane for a specific job," says Chellino, president of Chellino Crane, based in Joliet, IL. "We had some lead time, and I had been looking at the machine, but when we landed the job that's when we pulled the trigger and bought it."

Chellino owns eight Kobelco crawlers, but the coal power plant job in Sheboygan required a higher capacity crane than Chellino had in his fleet.

In early July the SL6000 began working on a Selective Catalytic Reduction (SCR) project for Alliance Energy. Graycor, general contractor on the job, is a long-time client of Chellino. Graycor's Steve Quinlan says he worked with Chellino on choosing the right crane for the job.

"We chose the SL6000 for its capacity," he says. "At 165 feet, we had some 50,000-

pound columns to set. The crane has the capacity to reach across entire the entire project to set the columns."

Space was another issue. "The area we have to position the crane is about 51 feet by 56 feet. With the SL6000 having such a small swing radius, it allowed us to put the crane on site and not have to have another crane on the far side to assist in setting the columns. With this crane, we only have to have one main lift crane for the entire erection of the SCR."

He says that the job started with the crane boom up and hook ready. "The job should be completed by January 2013 and the crane should be on the job the entire time," he says.

Chellino says the crane is "top notch." He is hoping that by the time the job is complete, the crawler market will be stronger than it is today. "There is some work out there," he says, "but it's a challenge to keep the cash flow going."

While most of his cranes are working, Chellino says rental rates are "not there."

"Crawlers are so versatile," he says. "You can pick and carry and do so much with them. You have the better capacities with these cranes. We feel pretty good about the crawler market. But prices are down. To stay competitive we have had to lower our prices."

## Gaining momentum

Link Belt's Pat Collins says the crawler market has not recovered to the level of other crane segments, although "it's slowly gaining momentum."

"Expectations, from where we came from in terms of sales, have been pretty guarded," he says. "We didn't expect the

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**Steven Quinlan, left, and Greg Chellino, right, stand on the tracks of a new Kobelco SL6000 that was purchased by Chellino Crane for a coal power plant expansion**



**With structural testing complete, the Link-Belt 238 HSL is undergoing stability testing that includes the maximum boom configuration of 230 feet of straight boom and 80 feet of jib. The first units are due to ship in the fourth quarter of 2011**

crawler market to take off and run at the same pace as the telescopic products. But our crawler crane business has been reasonable for the market that is there."

From the Link-Belt perspective, most of the activity is in the medium-sized class of crawler and below. Collins points to the 200-ton to 110-ton class.

The Link-Belt model that is getting a lot of attention is the new 150-ton 238 HSL, which was introduced at ConExpo in March. Link-Belt is a couple of months away from shipping the first models of the crane, finishing up stability and strength testing in mid-August.

"We will start shipping this crane in the fourth quarter," Collins says. "The interest in this crane has been very strong."

The 238 HSL is attractive due to its ease of transport, mobilization and cost of ownership. Collins says it is a perfect crane for the general contractor, and that the 238 will see action in steel erection, bridge work, pile driving and highway work.

"As far as the contractor crane, the 238 is

the one," says Collins. "The free fall ability attracts contractors who need versatility from their crawlers. The 238 HSLs on down have free fall available as standard equipment, not as an option you choose. We keep that option available on our 200-ton crawlers and lower so the crane can be used in setting steel or driving pile."

Collins says that contractors need their crawlers to do a little bit of everything, from compaction to driving pile to intermediate duty cycle work. Contractors are also interested in a machine that is easy to transport and features quick set-up.

"Contractors wear a lot of hats, and a crane that is simple to assemble and easy to move is a big deal," says Collins. "The 218, 138 and 238 are the bread and butter contractor machines."

Collins says the first of the new 238HSLs are going to jobs on the Gulf Coast and on the East Coast.

Demand for the larger class crawlers, in the 250-ton class and higher, has been slower to rebound.

"You think about the wind energy segment," says Collins. "A lot of cranes were purchased solely for that segment. Many of those cranes are now idle. With that sector reduced, you have a lot of cranes sidelined, and now the normal market is also a bit sluggish in many areas. It's not really surprising that the market for the larger crawlers has slowed."

Fortunately for Link-Belt and other American crawler manufacturers, the market in South America has been strong, Collins says.

## Gas frackers

Jack Fendrick, president of Kobelco Cranes America, says that his company has been successful selling its smaller capacity crawlers.

"There's good business for these cranes," he says. "Most of it has been driven from oil and gas drilling. The 85-ton and 100-ton market is fairly active in moving and setting up drilling rigs."

"Gas fracking" is the business that is the hottest. "When drilling was stopped in the Gulf, oil companies started drilling domestically. There's a lot of drilling going

on from Texas up through the Dakotas."

Kobelco markets crawlers from 85 to 600-ton capacity. "The 85 and 110-ton market is what basically has a pulse right now," Fendrick says. "As far as we are concerned, the larger crane market is slow. No one is investing in much new construction. Wind is not back to where it was. It feels like there may be a lot of money out there but no one is spending it. There is especially no private money being spent."

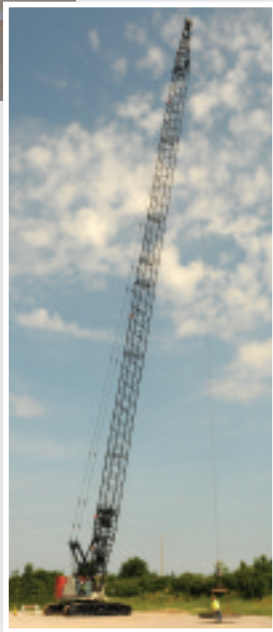
At ConExpo, Kobelco launched an entirely new series of crawler crane, the G series line. However, due to the earthquake and tsunami disaster in Japan, production on those models has been slower than originally forecast.

"We are just now getting interim Tier 4 cranes arriving and going to work," he says. "The 110-ton CK1100G has been getting the most attention. It's the perfect crane for moving drilling rigs."

Bigge Crane & Rigging and Consolidated Crane purchased the two new G series models on display at ConExpo. Consolidated has since ordered an additional CK1100G and Bigge ordered four CK1100Gs.

"The reaction to the G-series has been strong," says Fendrick. "It's not just the interim Tier 4 engine, but the new touch screen LMI and other updates have been received really well. A common theme with Kobelco cranes is simplicity and reliability. With the G series we have upgraded our features but kept the simplicity."

Delays as a result of the disaster in Japan were only about two months. Fendrick has been so impressed by the resolve of the citizens of Japan to regroup and rebuild. "The people in Japan were pretty amazing," he says. "Thankfully, we had



**Sea & Shore Projects uses a LR1100 to carry out coastal protection work in the harbor of Tristan da Cunha Island in the south Atlantic Ocean. The crane is equipped with a clamshell grab especially suited to the concrete blocks**



no Kobelco loss of life. We did lose one branch office. Our factories were all south of Tokyo and were not affected. But some of our vendors were located in the affected areas. We were caught up in July, and we are now on our original schedule for deliveries.”

Fendrick points to the 160-ton capacity CK1600G as Kobelco’s “contractor crane.”

“Mainly contractors need free fall and uptime,” he says. “Self erection is key for smaller contractors.”

As far as the general crawler market, Fendrick says Kobelco is up 10 to 15 percent, keeping in mind that 2010 “was awful.”

“I anticipate 2012 being flat, along the same as 2011, with the potential for an uptick,” he says.

Crane rental companies are holding their own, but not buying many machines. However, Fendrick says Kobelco has never really pushed or focused on the national crane rental companies as clients. “We’ve done business in that sector, but we’ve also focused on the smaller, local companies.”

Fendrick really enjoys just selling crawler

## Model 31000 update

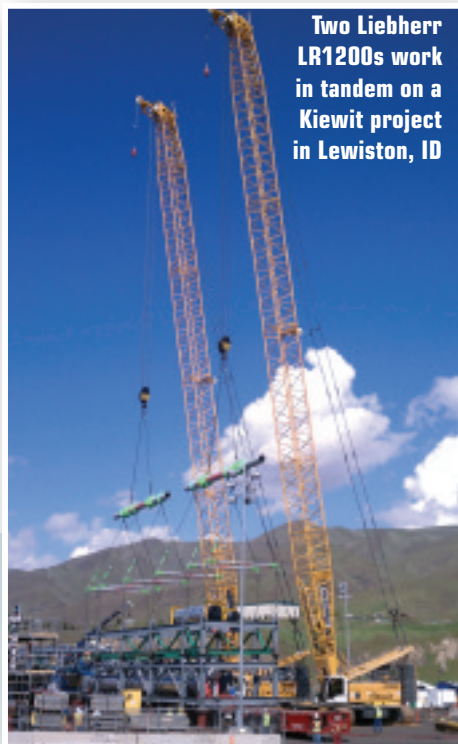
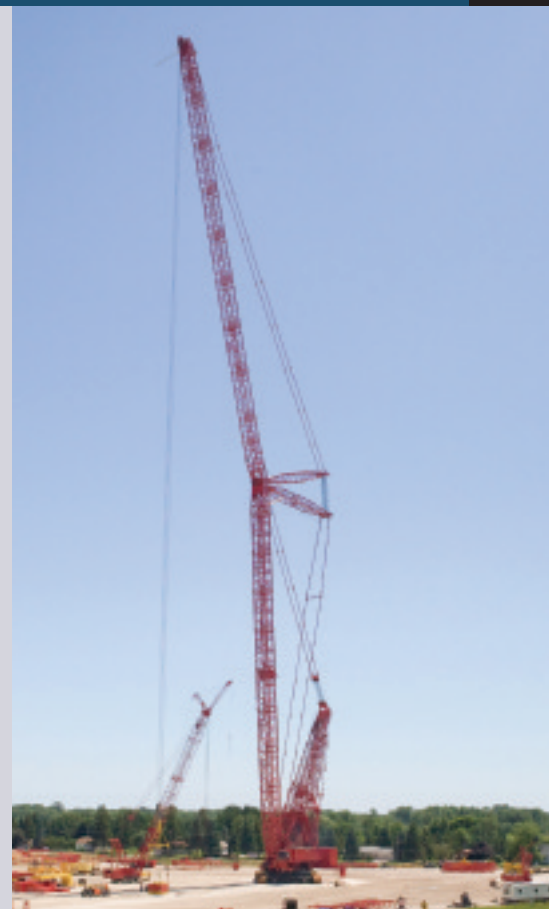
Two Manitowoc’s Model 31000 crawler cranes are completing testing at the company’s crawler crane manufacturing facility in Manitowoc, WI.

“We completed the structural testing for the main boom last year,” says John Kennedy, vice president sales and marketing, lattice cranes. “The customer demonstration testing, which was very rigorous, came off very well.”

As of mid-August, Kennedy said they are testing the structure of the luffing jib.

“We completed testing on our maximum boom combination of 95 meters of main boom and 114 meters of luffing jib,” he says. “That’s the longest combination of main boom and luffing jib Manitowoc as ever erected on a crane.”

The first unit will ship to Crane Rental Corp. in Florida by the end of the year. The other unit will also ship by the end of the year, although Kennedy did not reveal the buyer.



**Two Liebherr LR1200s work in tandem on a Kiewit project in Lewiston, ID**

cranes. “I am a little biased,” he says. “A crawler on a jobsite is like a pocket on a shirt. Once you get a crawler to the job, there is no other lifting machine that can do what a crawler can do. It’s the most versatile lifting tool on the job. It can go anywhere and pick and carry its chart 360.”

## Market bounce?

Scott Moreland, vice president of sales for Liebherr Nenzing cranes, says that his “market snapshot” is basically in line with the crawler crane sizes that Liebherr Nenzing sells, in the 115 to 330-ton range. He says the crawler market is driven by infrastructure, power and energy.

“We are still sort of bouncing along the bottom, but still selling machinery, but not like 2008 and 2009,” says Moreland. “We aren’t selling to rental companies. I don’t see that until the rental companies get a 65 percent utilization rate and when they have gotten their rental rates up a little higher. What we are seeing is basically contractors doing most of the purchasing.”

Moreland says his team has sold cranes for several infrastructure jobs including water tunnels, bridge work, sewage treatment plants and the like. He says Corps of Engineer work, Gulf-area projects in the oil and gas sector and servicing drilling rigs are driving sales.

Liebherr Nenzing offers HS and LR

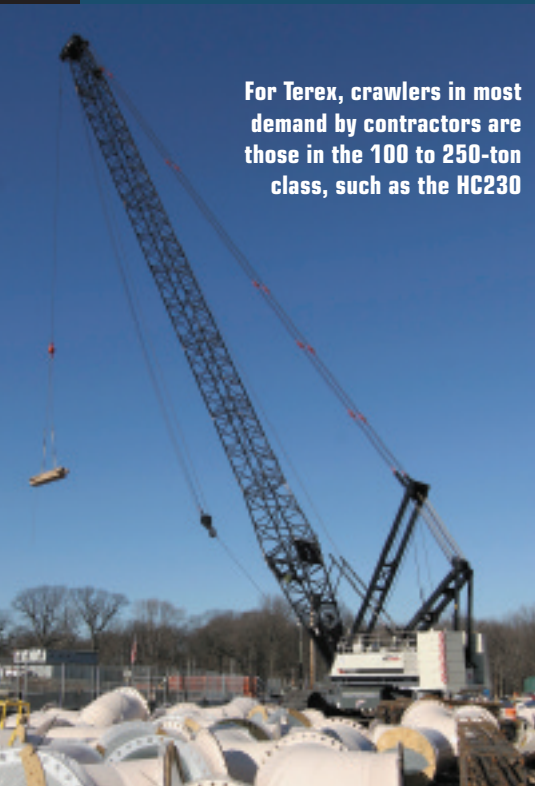
model crawlers. The HS models are purpose-built duty cycle cranes. Both lines are popular in the U.S. market. “We are seeing a 50-50 mix of duty cycle versus LR lift crane sales,” says Moreland. “Probably the most popular are the LR1200SX and the LR1300SX. These hit a sweet spot in the demand for that class of machine. People like their load charts, the safety and the telematics.”

But Moreland says the duty cycle cranes have their place in the market. Several long-time Liebherr owners report that their HS series machines are renting well. The 150-ton HS885 is a popular duty cycle model, Moreland says.

## Cautious optimism

Georg Diesch, president, Liebherr Cranes, Inc., describes the U.S. market for large crawler cranes as “cautious but slightly optimistic.” He says companies are considering buying crawlers based on current projects or sometimes on projects in which they are bidding.

“It appears to me that the decisions are now considering future business opportunities and the general idea is to be prepared for it,” he says. “That means having the right and the newest equipment. I also suspect that customers have realized that certain crane types show considerable delivery times (up to 6 months).”



**For Terex, crawlers in most demand by contractors are those in the 100 to 250-ton class, such as the HC230**

Diesch says the wind business has improved, but it's not the only driving factor for purchasing a larger crawler. "Typical business for larger crawler cranes has improved in general," he says. "However, the economic upturn is still fragile and very receptive for any disturbances."

Diesch says Liebherr (Ehingen) models in the 500 to 700-ton range are the most sought after. "Those cranes can easily do the wind farm jobs, and with the adequate accessories such as derricks in combination with ballast tray or wagon and ballast plates, they are capable of handling heavy lift jobs."

Diesch says the most popular Liebherr (Ehingen) crawler crane is the LR1600/2, a 700-ton capacity crawler that was first introduced to the U.S. in 2008. Ninety percent of Liebherr (Ehingen) crawlers in the U.S. are sold to rental companies, Diesch says, although contractors are also adding heavy lift cranes to their fleets.

## The up and up

"I think we still have a very much regionalized market for crawlers," says Frank Bardono, vice president and managing director, Terex Cranes Americas. "Where the wind activity had died down and now it's starting to pick back up, in the 400-ton class and up crawlers, we are quoting more, selling more and delivering more in the Northeastern U.S. and Canada. But then on a national level, I would say that in the U.S., the majority of work is in the under

400-ton class of crawlers, for the roads, bridges and infrastructure type projects."

For Terex, crawlers in most demand are those in the 100 to 250-ton class. However, Bardono says that even some of that work is drying up and bidding has slowed in some areas of the country.

"Actually, we've recently seen a spike in the heavier lift cranes," he says. "We just took orders for a 1,250-metric ton CC6800 and for a 660-metric ton CC2800. That's two new large crawler orders in the last 30 days for U.S. customers. That's really a bright spot."

Bardono, who has worked for two of the nation's largest crane rental companies before taking on the role with Terex about a year ago, says that full service crane rental companies are relatively busy because their customers still need the expertise of owned, operated and maintained cranes.

"The market is still slow in bare rental, but a lot of national players are starting to get busy in large crawler work," Bardono says. "We are pleasantly surprised with our CC2800. Currently this seems to be a best-of-class machine that allows our customers to generate the highest ROI in the industry. Our existing customers are sold on the CC2800 and new customers are interested in this class of machine. People who have become comfortable with the Terex brand in the smaller crawlers are now looking at the larger cranes. The good thing about Terex is we are a one-stop shop for a full range of cranes."

The 150 to 200-class crane is the "sweet spot" for contractors, Bardono says. "These classes are a much more transportable crane, and you can literally tear it down and move it in the same day.



**A Terex 660-metric ton capacity CC2800 (pictured) and a 600-ton CC6800 were recently sold to U.S. customers**

It does what you need to do on a jobsite day in and day out. Whether you want to hang a hammer on it or drive piling or set bridge beams, this class of crawler is very versatile."

Contractors are looking for crawler cranes that are reliable, dependable and almost bullet proof, Bardono says. "Some companies will keep a crawler for 20 or more years," he says.

## Building confidence

Manitowoc's John Kennedy says the crawler crane market is "building confidence" in 2011.

"Certainly relative to 2008, 2010 was a down year and 2011 is climbing back," he says. "Most crawler sales today are project driven."

Kennedy says recent economic factors have negatively impacted the crawler market including the recent debt crisis and what it did to overall confidence as well as project delays.

"However, utilizations have been coming up across the board, but particularly in the larger cranes in the 300, 400, 600-class cranes," Kennedy says. "For say the 600-ton class cranes, that was a class where utilizations didn't dip down all that much in 2009 and 2010."

The Manitowoc Model 16000 with

**While the Manitowoc 16000 found its niche working in the wind market, the crane, with the wind attachment, is being utilized for other high and heavy lift work**



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the wind attachment (WA), which was introduced in 2010, has been getting a lot of interest, Kennedy says. "This was a successful introduction in a down year," he says. "And it's really taken off in 2011."

The WA option is a serial numbered option, adding versatility and the ability to lift heavier nacelles. But it's not just wind specific.

"When the 16000 came out it was such a perfect crane for the wind market, that's where they went to work," Kennedy says. "When the wind market tapered off in 2010, many Model 16000s went to work in contractor situations, and they really started to prove themselves. It was designed to be a versatile crane, and it's been showing itself as just that."

In terms of a contractor crane, Kennedy is very succinct. "We'd like to think that they all are contractor cranes," he says. "Obviously, rental houses typically make up the larger share of sales in North America. We have to have the necessary features built into these cranes to be successful. But when contractors purchase a crane, there's a whole other layer."

Kennedy says Manitowoc customers are

interested in the new CraneStar system. "CraneStar is a telemetric device that is based off our CANBus operating system in the cranes," he says. "It communicates both wirelessly via cell connection or satellite. If you are in the Yukon Territory in Canada where there is no cell service, it will ping a satellite. It is designed to feed utilization to the owner on an owner-specific website. The owner will be able to view crane activity, hours, lift information, fuel usage information, track locations, run reports and receive crane system faults from any computer in the world connected to the Internet. CraneStar has started shipping on models this year."

Kennedy says the crawler market has skewed a little bit toward contractors but typically Manitowoc is seeing about a 50-50 ratio in terms of sales to contractors and rental houses. "Contractor sales would be somewhat up on a percentage basis," he says.

## Great pricing

Ed Gibson of Global Crane Sales, which sells the Chinese Zoomlion range in the U.S., says the crawler market continues to be considerably off.

"I think we went from the peak of 2008 of 700 units," he says. "I think we'd be lucky to see 200 units in all sizes this year. The market is off considerably but there is still opportunity for larger size machines, in the 260 metric ton (290-ton) and larger market. The 100-ton market is a strong market as well."

Despite the negatives, Gibson says Global will continue to push the Zoomlion crawler line, which includes 11 ANSI and CE certified cranes from the 50 to 1,000-ton classes. Gibson says the company has recently sold two crawlers – a 260-ton QUY260 to Axis Crane and an 80-ton QUY 80 to Sterling Crane in Canada.

Axis purchased the QUY 260 to perform maintenance work on wind farms. "It has 93 meters of long reach boom," Gibson says. "It has a luffer and a fixed jib. It has a Cummins motor, Parker hoses, Rexroth motors and pumps and a PAT Hirschmann LMI."

Gibson added that for a comparable sized machine made in Germany, the QUY 260 is priced at about 40 percent less. "The labor rate is the major issue in pricing," says Gibson.

Global is not daunted by the down market. "We are now getting customers and they are liking what they are seeing," he says. "Zoomlion will build over 900 crawler cranes this year and their visibility



**A Zoomlion QUY 260 was recently sold to Axis Crane for wind maintenance work**

is worldwide. We feel we are bringing in a unit in that is competitive spec wise but at a substantial dollar advantage. You can buy these machines and make money with them."

Gibson says unlike many crawlers, Zoomlions come fully loaded with luffer, heavy lift package and all the blocks and balls. "There are no options," he says.

## Positive opportunity

Kyle Nape, vice president, global sales and marketing, Sany America, says his company views the crawler crane market as a positive opportunity.

"As we continue to develop our global crawler product line and build our distribution network, we have an opportunity to bring new products to market that will be very competitive both with features and pricing," he says. "We understand the demanding requirements of the market and we will meet them with quality, reliability and serviceability."

Nape says this year the crawler market has been focused on products in the 300-ton class and below. "This is right where we are situated with our 110-ton SCC8100, 220-ton SCC8200 and 330-ton SCC8300," he says. "We have seen the majority of our business with the SCC8100 and the SCC8300."

Nape says Sany has a competitive product in both specs and pricing. "Sany has always built a very strong crawler crane in terms of capacity and ease of operation and maintenance," he says. "As we develop the global product line, we will continue with that philosophy while focusing on market-specific requirements such as ease of set up and transportability."



**A 300-ton capacity Sany SCC8300 is working on a wind farm in Tehachapi, CA**




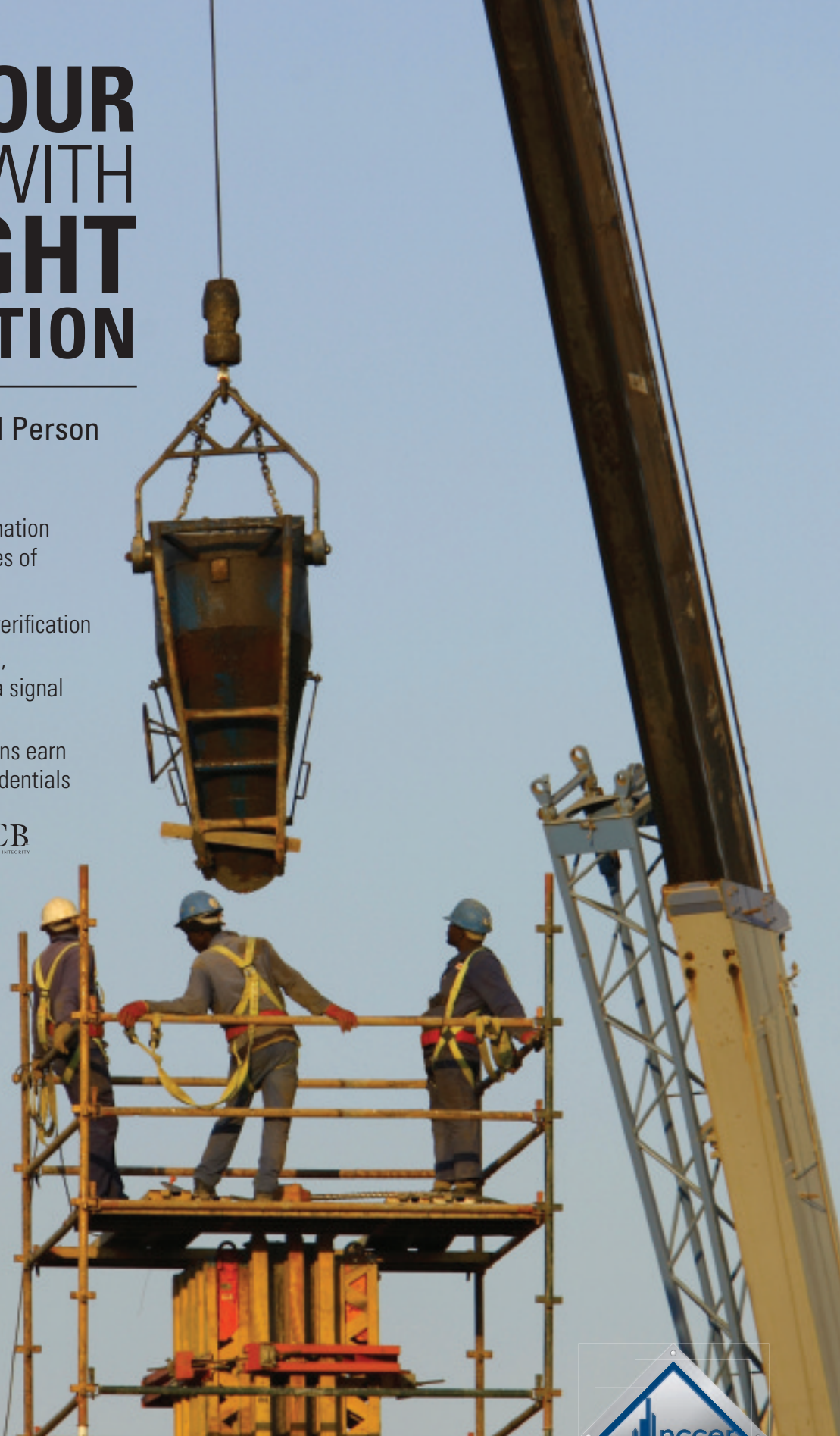


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<b>October 12, 12 pm EST</b>	<b>Preparing a Quality Insurance Submission</b> Why is it important to present your company in the best possible light to the insurance marketplace? Simply put, a quality submission equals the best terms, conditions and price available. This webinar will address how to achieve a "quality submission", the responsibilities of all the all the parties involved and what the finished product should look like. We will look at the process from an insurance company underwriters perspective and how to get the proper consideration from them. The more positive facts they know about your company and its management the more confidence they have in their ability to aggressively price their products. Understanding how to address the not so positive issues such as historical claims or poor financial performance is equally as important.	<b>Presenters:</b> Jeff Haynes, National Construction Practice Leader, USI Insurance Services Randy Proos, Vice President USI Insurance Services	<b>Cost \$29 Members/ \$49 Non Members</b>
<b>November 2, 12 pm EST</b>	<b>Power Line Safety for Crane Operations</b> Released in 2010, OSHA's Cranes and Derricks in Construction - Subpart CC, provided new requirements for crane operations when working near or around power lines. This webinar will highlight how line voltage impacts working distances, work zone identification and marking, and encroachment prevent. Additionally, we will discuss the use of below the hook operator aids such as insulated links, proximity warning devices as well as required signage, and training requirements.	<b>Presenter:</b> Chip Pocock, Safety & Risk Manager Buckner Companies	<b>Cost \$29/ Members \$49 Non Members</b>

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Fully assembled, the Lampson LTL-1200 was 340 feet tall, and was rigged with 3,200 kips of counterweight

Lampson International's Transi-Lift cranes perform heavy, heavy lift work at dam restoration projects in Washington.

**ACT** reports

# Dam good jobs

The Lampson Transi-Lift LTL-1200 was called on to perform lifts up to 648,500 pounds



More than 4,000 dams in the U.S. have been identified by the American Society of Civil Engineers as deficient. In 2009, the ASCE determined that 1,819 dams are in the "high hazard potential" category. Needed work at dams includes everything from gate replacement to total reconstruction.

The problem with dam projects is that they are expensive and require extremely heavy lifting. Little by little, authorities are bringing deficient dams up to par. Lampson International has found a strong market for its heavy lift cranes on dam projects throughout the United States.

## Steady work

"The demand for cranes at dam projects is steady," says Kate Lampson. "Our Transi-Lift cranes can do this work and are often the crane of choice for dam construction and repair."

In 2010, the U.S. Army Corps of Engineers and their contractor, Dix Corporation, approached Lampson about renting one of its Transi-Lift LTL-1200 cranes to perform a gate replacement at Lower Monumental Dam in Washington State.

The scope of the project included off-loading three new gate sections from a barge and removing the old gate section from the dam. The final element of the project was to install three new gate sections.

With a narrow staging area, Lampson was faced with a challenging assembly of the superlift crane. To assist with the construction of the Transi-Lift, Lampson used several of their own conventional crawler cranes and a Manitowoc 4100 equipped with a ringer attachment. One of the most important aspects of a job like this is assembling and load testing the Transi-Lift crane.

Once the LTL-1200 was fully assembled, it stood 340 feet tall and had 3,200 kips of counterweight. The crane was called on to perform lifts up to 648,500 pounds.

Lampson supplied four of its crew on site at the Lower Monumental Dam throughout the six-month project, which was completed in early 2011.

Also in the fall of 2010, the U.S. Army Corp of Engineers and Dix Corporation again hired Lampson International to replace the downstream navigation lock gates at The Dalles Dam on the Columbia River, also in Washington.

The scope of the project included removing two old gate sections and laying them down for demolition, offloading two new gate sections from a floating barge and finally, installing the new pre-fabricated gate sections.

In order to assure the proper equipment for the project, Lampson International mobilized a Manitowoc 4100W, a Manitowoc 3900, a Grove 760E rough terrain crane and its Transi-Lift LTL-1100. The Transi-Lift was also assembled on site

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and rigged with 200 feet of main boom and 2,400 kips of counterweight. After assembly, the Transi-Lift was load tested for the approximately 870,000-pound new gate sections slated for replacement.

During the preparation for the new gate installation, weight estimates grew from 725,000 to 949,000 pounds. While the new numbers were within the Transi-Lift's capacities, Lampson was required to reconfigure the crane. This was completed in one 10-hour shift. The crane was reconfigured to gain 200,000 pounds of capacity.

The project spanned six-and-a-half

**At The Dalles Dam the largest gate section moved 949,000 pounds. Initially the crane was rigged for a 725,000 pound lift but the actual weight turned out to be almost 1 million pounds. The crane was reconfigured to gain 200,000 pounds of capacity**

months. Like most dam projects, there was a very confined work space for the cranes to operate.

"There are many unique challenges to doing dam work," says Lampson. "Our proprietary Transi-Lift cranes, coupled with exemplary planning by the Dix Corporation team, allowed the river to open on schedule for commercial navigation."



**At The Dalles Dam on the Columbia River, Lampson International mobilized a Manitowoc 4100W, a Manitowoc 3900, a Grove 760E rough terrain crane and its Transi-Lift LTL-1100**

## Tower cranes perform dam work

A trio of Potain tower cranes is being used on a hydroelectric dam expansion project in the Pennsylvania. The project is the Holtwood Dam on the Susquehanna River.

General contractor is Walsh Construction, which owns two cranes on the job - an MR 615 and an MR 415. The third unit is an MD 485 B rented from All Erection and Crane Rental. Jib length, at between 131- and 145-feet long, will remain throughout the job.

Nick Everson, Walsh project manager for powerhouse construction, said the cranes are spaced to provide different lifting options. "The construction site is approximately a 150-foot-deep hole, 180-feet-wide and almost 600-feet-long," Everson said. "We arranged the cranes so that any two cranes can reach almost all areas of the construction site at one time."

Potain's Top Tracing anti-collision and controlled work zone software is used to help manage overlapping operation zones. It also alerts the operator if the crane's jib gets too close to another crane on the site. If the operator doesn't react to this condition, a cut-off switch stops operation to prevent an impact.

For additional safety Walsh configured the three cranes with the cabs all at the same level to allow eye contact between the operators. Uneven terrain, however, means that each crane is a different overall height, standing between 146 and 221-feet-tall.

Walsh is working on the underwater section of the two-part powerhouse building. It installed coffer dams on each side of the powerhouse and is now using the cranes, fitted with concrete buckets, to place 60,000 cubic yards of concrete in 10-ton loads. The cranes will also place the concrete forms and reinforcing steel bar needed in the building process. Some embedded components of the turbines will also be placed using the cranes. Sections of the 15 to 17.5-ton draft tube liners for each turbine will be lifted into place.

The tower trio has been on the jobsite since October 2010 and will be working until May 2012.



**Potain tower cranes at work in Holtwood, PA**



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West Coast Contractors was recently called in to build a new pier and onshore working center for the National Oceanic and Atmospheric Administration. It would take some major planning and big cranes.

## ACT reports

**With the help of a Manitowoc Model 777 and a Model 16000, West Coast Contractors finished the in-water portion of the pier project in 8 months**



**A Kobelco CK1600 crawler crane on site at the NOAA pier and port project**



# Water world

**W**orking near – and in – the water is no easy task. Just ask West Coast Contractors. The California-based general contracting company worked and planned over the past two years with Andersen Construction to build a new 50,000-square-foot ship pier and vessel dock in Newport, OR for the National Oceanic and Atmospheric Administration's (NOAA) Marine Operation Center-Pacific.

NOAA's requirements for the \$28 million center included office and warehouse space, berthing for four ships home ported at the Marine Operations Center and as many as two visiting ships. It also included plans to provide logistical, engineering, electronics, maintenance and administrative support for nine ships in NOAA's Pacific fleet

which includes a few vessels that are home-ported in Alaska and Hawaii.

One of the biggest challenges West Coast Contractors faced was meeting high environmental standards to reduce any negative effects on marine life while building the \$14 million docks (\$14 million was the in-water portion of the total price, with the entire center coming in at \$28 million). NOAA had requested underwater sound monitoring to protect the marine environment, so West Coast Contractors took it upon themselves to create and integrate a sonic impact monitoring device with GPS that actively oversaw construction activity in the water to ensure minimal disruption to the sea life.

NOAA also required Leadership in Energy and Environmental Design (LEED) certified standards to create environmentally sustainable structures for the facility, which the agency has leased from the Port of Newport.

"The LEED green building rating system, developed by the U.S. Green Building Council, provides a framework of high standards for identifying and implementing practical green building design, construction, operations and maintenance solutions," says Jennifer Johnson, public relations spokeswoman for West Coast Contractors.

Since West Coast Contractors has a "great deal of expertise in designing marine projects," says its president and chief executive officer David Kronsteiner, the \$14 million in-water portion of the project was challenging, but it was a test the team accepted with enthusiasm.

## Crawling along

With the help of a Manitowoc 777 crawler crane, a Manitowoc lattice boom 16000 and a Kobelco CK1600 crawler



**West Coast Contractors have worked on many in-water projects, according to David Kronsteiner, president**



crane, West Coast Contractors started on work to build a 1,300-foot-long birthing facility with two runways out to it.

In January 2010, West Coast Contractors started driving steel and concrete test piles with the 160-ton Kobelco in preparation for the NOAA center in-water construction project. The company used its marine construction equipment to drive test piles, monitor pile driving and submit the results to NOAA for its approval. They utilized a hydraulically operated barge jig for precision placement of the piles that enabled rapid installation of the pier to meet NOAA's and the Port of Newport's schedule. The pier piles for the dock were then topped with pile caps using a 200-ton capacity Manitowoc Model 777,

**Various crawler cranes worked to build the 1,300-foot-long pier for NOAA**

while on-shore precasting was handled by the 400-ton capacity Manitowoc 16000.

"The in-water work portion of the project, including the dredging, pile driving, demolition, underwater slope protection, small boat dock, fender system, buoy line and the trestle abutments, was a challenging portion of this venture," says Tim Smith, West Coast Contractors construction manager. "Multiple operations needed to occur concurrently and methodically to ensure schedule and quality."

West Coast Contractors also used its custom-engineered monitoring systems to track progress, communicate with the client and keep up with their tight time table.

"This thorough approach, paired with cutting-edge technology and equipment, both researched, acquired and developed internally, enable West Coast Contractors to ensure effective coordination, targeting and completion of this highly complex and critically important project," Smith said.

The NOAA officially opened the port with a ceremony on Aug. 20. "This state-of-the-art facility is a vital part of the nation's research infrastructure, and will allow NOAA to continue providing the highest level of science, service and stewardship to the American people," says Jane Lubchenco, Ph.D., undersecretary of commerce for oceans and atmosphere at the celebration. ■



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# WE ARE GLOBAL



Scheuerle transporters are used to transport components of Germany's first offshore wind park known as Alpha Ventus. **ACT** reports

# Sea power

A Bard-manufactured nacelle on a 2 by 20 axle Scheuerle SPMT in a 4-file combination, driven by 2 PPUs



The load is positioned on special devices which extend beyond the SMPT platform



**BELOW:** A 68.9-foot (21-meters) tall offshore tripod for the Alpha Ventus project was loaded on 22 + 8 axle lines of Scheuerle SPMTs in a loose coupling mode. Each of the three legs has a diameter of over 9.8 feet (3 meters).



About 27 miles north of the island of Borkum in the North Sea is the first German offshore wind farm known as Alpha Ventus. The individual components for the Alpha Ventus wind farm were manufactured at a large number of sites throughout Europe. Most of these components were pre-assembled as much as possible in order to make the sea erection less complicated. The project consists of 12 turbines that stand in 98 feet of water and are not visible from land.

From the manufacturing facilities, the huge segments were then transported to various ports where they were shipped to their final destination in the middle of the sea. The components were then assembled and erected by a floating crane known as the SSCV *Thialf*, a semi-submersible crane vessel built in 1985.

Netherlands-based transportation specialist Wagenborg used 20-axle lines of Scheuerle SPMTs for transporting the complete rotor stars. These pre-assembled rotor star units had rotor diameters of between 380 and 387 feet (116 and 118 meters) with each weighing nearly 168 tons (150 metric tons). As the barge could not be positioned exactly against

the dock, the load had to extend over the platform of the SPMT while placed on a custom-designed device. It was necessary to maneuver the SPMTs several yards over the edge of the dock so that 2-axle lines – including the special device – were suspended over the water. Only then was it possible for the shipboard crane to pick up the load. In order to balance the load's center of gravity, the SMPTs had to be additionally loaded with counterweight.

Scheuerle also designed many vehicles



**ABOVE:** Loading of the repower nacelle onto 15-axle lines of Scheuerle InterCombi SPE

**RIGHT:** The SPMTs, complete with load, "float" in part over the water. This was the only way that allowed the rotor star to be picked up by the crane

concepts for the transport of offshore engine nacelles. Depending on the size and weight, vehicle combinations could be configured that exactly matched the transportation task. For example, the nacelles were moved on the electronically-steered InterCombi SPE or SPMTs. The modular design of these transport systems allowed the vehicle units to be coupled with each other using several options. ■





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When the crane, rigging and specialized transportation sector faces counterproductive regulatory or legislative issues, the **SC&RA** serves as an effective voice

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



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Link-Belt Construction  
Equipment, Lexington, KY



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#### CRANE & RIGGING GROUP CHAIRMAN

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#### LADIES GROUP CHAIRWOMAN

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Raleigh, NC

#### TRANSPORTATION GROUP CHAIRMAN

**John McTyre**

McTyre Trucking, Orlando, FL

#### SC&R FOUNDATION OFFICERS

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Southern Industrial Constructors  
Inc./Southern Crane, Raleigh, NC

**Vice president: Robert Moore**

NBIS, Atlanta, GA

**Treasurer: George Young**

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# Advocacy

One of the most important functions of SC&RA is reporting to members on governmental developments that might affect their operations and then presenting a united industry viewpoint. Although we have to pick our fights, whenever our industry faces counterproductive regulatory or legislative proposals, SC&RA serves as an effective voice for our members. Perhaps the best way to explain is through a few examples of recent important advocacy efforts.

After nearly a year of work by SC&RA to make the industry's case, the Financial Accounting Standards Board (FASB) approved on July 27 a revised accounting standard intended to provide more information about an employer's financial obligations to multiemployer pension plans. Such plans commonly are used by an employer to provide benefits to union employees who may work for many employers during their working life, thereby enabling them to accrue benefits in a single pension plan for their retirement.

Input from SC&RA helped FASB reach a decision to delete a burdensome proposal that would require employers to disclose their withdrawal liability to all plans in which they participate, or provide a "point-in-time" estimate of its obligations with respect to the underfunded status of individual plans. That proposal would not have provided more useful information and would have caused confusion regarding the actual obligations arising from an employer's participation in a multiemployer defined benefit pension plan. We also made the point that the costs to companies to implement the proposal would be substantial at a time when plan trustees have directed administrators to reduce staff and cut operational expense to improve the plans' financial condition.

SC&RA also has long been an advocate for tort reform. In June, we wrote a two-page letter to Texas Governor Rick Perry, urging him to sign a tort reform bill because of the very significant importance for our Texas members involved in construction projects. Our letter cited studies conducted by the Texas-based Construction Industry Institute, which concluded that the allocation of risk from one person to another, potentially shifting responsibility for negligence, increases the cost of construction.

Within a month, he signed the new "loser-pays" law, which went into effect September 1. The new law, which cracks down on junk lawsuits, will levy fees on unsuccessful plaintiffs and allow meritless suits to be dismissed early in the process. While not perfect legislation for our members, it goes a long way to righting a wrong that has been in existence for decades and has been growing increasingly worse with smaller companies having to bear the financial responsibility for the wrongs of a typically much larger company.

SC&RA also remains very involved with specific state transportation issues. For example, our association is active on three of five Virginia Department of Motor Vehicles/Department of Transportation Committees mandated by state legislature to develop a permit fee equity study. This study will include recommendations for developing a uniform method of issuing permits for overweight and oversized vehicles, complete with a comprehensive tiered schedule of fees for overweight vehicles.

SC&RA has opposed the engineered-based algorithm method to determine "damage" fee structure because it is difficult to use and does not take into account bridge fees. We strongly support all-inclusive fees that factor in the entire route, including bridges. We also believe any fee increase should be accompanied by enhanced efficiencies by the state, including reduced permit requirements, state coordinated locality permits, increased and balanced weight allowances between interstate and state roads. So far, the meetings have been productive and the state has been receptive to our input.

In each of these areas of advocacy, we are confident that SC&RA is making a very real and significant difference. Sometimes, our efforts in a single advocacy campaign can be worth many times more to a member than the cost of SC&RA dues. We wouldn't have it any other way. ■

#### EXECUTIVE VICE PRESIDENT



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LET'S BUILD THE WORLD



**ACT** asked and they delivered – here's the companies who will be participating in this year's Crane & Rigging Workshop Exhibit Center

The SC&RA Workshop will be held September 21-23 at the Sheraton Philadelphia City Center



PROGRAM HIGHLIGHTS

**IGNIGHT YOUR LIFE!**

**John O'Leary**, keynote speaker, will use humorous anecdotes to guide attendees in identifying personal and professional goals.

**PREPARING FOR OSHA'S RECENT CLIMATE CHANGE**

**John Artz** and **Tressi Cordaro**, both of Ogletree, Deakins, Nash, Smoak & Stewart, P.C., will cover developments at OSHA.

**ENGINE EMISSIONS AND CRANES**

**Allen Schaefer**, Diesel Technology Forum, will highlight what to expect from the new generation of Tier 4 clean diesel technologies.

**HOIST APPLICATION AND SAFETY**

**Peter Cooke**, Columbus McKinnon, will focus on lever hoist and chainfall applications, hoist identification, recognizing which regulations apply to hoisting equipment, OSHA and ASME inspection and testing requirements and specific hoist safety tips.

**DEVELOPING LIFT PLANS THAT WORK**

**David Duerr**, P.E., 2DM Associates, Inc., will lay out what is needed to create a good lift plan and how the rigging contractor can work with the owner/general contractors to be sure that their lift plan requirements can be met in a timely manner.

**THE FUTURE OF WIND ENERGY**

**Jerry Grundtner**, Mortenson Construction, will address the past and present state of the wind industry as well as wind technology, government involvement and how the future of wind energy will evolve.

# Workshop in Philly

**M**ore than 375 attendees from around the world are expected at SC&RA's Crane & Rigging Workshop September 21-23 at the Sheraton Philadelphia City Center in Philadelphia. Started in 1977, the workshops have become SC&RA's most important crane and rigging event of the year.

Last year's workshop in San Diego attracted 370 industry experts, including equipment designers, safety directors, crane operators, operations managers, sales representatives and top management. Participants came from 11 nations: the United States, Australia, Canada, Denmark, Germany, Guatemala, Italy, Luxembourg, Puerto Rico, the United Arab Emirates, and the United Kingdom.

As always, workshop sessions also will feature some of the industry's top professionals and the Exhibit Center will be full of people and information. Here is our guide to what companies will be on hand.

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**ADEUNIS NA (BOOTH 41)** is a subsidiary of Adeunis RF, dedicated to the sale of Vokkero products in the U.S. and Canadian markets. Vokkero is an all-in-one, hands-free communication system that enables operators, signalmen and riggers to communicate in a private and portable wireless communication network, which allows tasks to be carried out safely and efficiently, even in challenging environments. Additional benefits of the Vokkero system: a full-duplex communication system which is set up in minutes and requires no fixed-base station or licenses; totally hands-free, which allows equipment to be operated



**CRANE VISIBILITY - SIGHT MATTERS**

**Twan Pelders**, Orlaco Products, B.V., will explore the tools available to crane operators that allow visibility of a load at all times.

**MAKING SENSE OF IT ALL: RATING CHARTS, OVERLOADING, SIDELOADING AND LOAD TESTING**

**Ron Kohner**, P.E., Landmark Engineering Srv. Ltd., will explore how to make optimal use of data on electronic capacity displays that newest mobile cranes provide.

**PROPER WIRE ROPE INSTALLATION**

**Justin Brown**, Python Wire Rope, and Tony Fastuca, ASC Industries, Inc., will cover several issues concerning cutting wire rope on the jobsite, unreeling wire rope from the spool, and measuring of rope diameter.

**BRINGING YOUR SAFETY PROGRAM INTO THE 21ST CENTURY**

**Robert Moore**, NBIS, will moderate a panel that includes Alan Barnhart, Jeff Hammons, Ted Lekawa and Bill Smith.

and work to be completed without the distractions typically experienced with other communication systems; Clear communication thanks to the high-performance Vokkero noise filter, ensuring optimal sound quality even in noisy environments; reduced risk, optimized communications and increased efficiency; and the new Evolution Three model offers an expanded range of options for more complex communication needs.

**ALLIED INSURANCE BROKERS (BOOTH 43)**

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**ALPS WIRE ROPE CORPORATION (BOOTH 60)**

is enthusiastic to introduce its products to SC&RA. Since its founding in 1968, Alps Wire Rope has provided high quality products to multiple markets, including the crane market. The company will be showcasing its Pinnacle brand, specialty crane wire ropes which include the Compact 35, Compact 8P products, along with rigging capabilities.

**ASSOCIATED WIRE ROPE & RIGGING (BOOTH 3)**

has broadened its product representation and is now the North American stocking distributor of the GN Rope Fittings line of forged products. While at the SC&RA Crane & Rigging Workshop, Associated Wire Rope and Rigging encourages members to come by and say hello to Scott, Bob and Brett at in the Exhibit Center. GN is a Dutch company that manufactures a full line of lifting products, including shackles to 2,500-ton eye hooks, master links and other items, which are available to help craft effective lifting solutions for customers. The GN line complements Associated's role as the exclusive North American stocking distributor of the full line of RopeBlock products, including crane blocks, snatch and tilt-up blocks, overhaul balls, hooks, swivels, sockets and specialty items. RopeBlock supplies the major global crane manufacturers with blocks for new delivery worldwide. Associated offers the same products through distribution in North America.


**ASSOCIATION BENEFIT RESOURCES (BOOTH 37)**

is in partnership with multiple benefit vendors including United Healthcare, which is a Fortune 500 national health plan organization that insures more than 25 million individuals in the U.S. and offers a discounted medical premium plan for SC&RA members. Transamerica provides a comprehensive portfolio of voluntary group benefits such as life, disability, cancer, accident and critical illness plans. American Public Life offers one of the most competitive and affordable medical insurance programs for independent contractors in the crane, rigging and transportation marketplace. Kemper Direct (Formerly Unitrin Direct) provides an association group pricing program for personal lines program of auto, homeowners, renters, motorcycle, RV, ATV, boat and umbrella coverage. PayChoice, the nation's fourth largest payroll company, offers a 20 percent discount for SC&RA members.

**BISHOP LIFTING PRODUCTS, INC. (BOOTH 34),**

founded in 1984, is a leading fabricator and distributor of products, services, and lifting solutions for crane, rigging, marine and oilfield applications. Bishop Lifting Products (BLP) features an experienced in-house engineering and design team that utilize the latest design technologies and highest quality fabrication techniques to design custom lifting devices according to the ASME BTH-1 design standard and ASME B30.20 below-the-hook standards. BLP Services division provides offshore and land-based inspection, testing, maintenance, repair, modernization and lift specialist consulting. BLP's 200-plus dedicated employees throughout the Gulf Coast, Midwest, and Rockies supply wire rope, slings, rigging hardware, lifting devices, hoists and winches to customers with lifting, oilfield, towing and hauling applications.

**COLUMBUS MCKINNON CORP. (BOOTH 51)**

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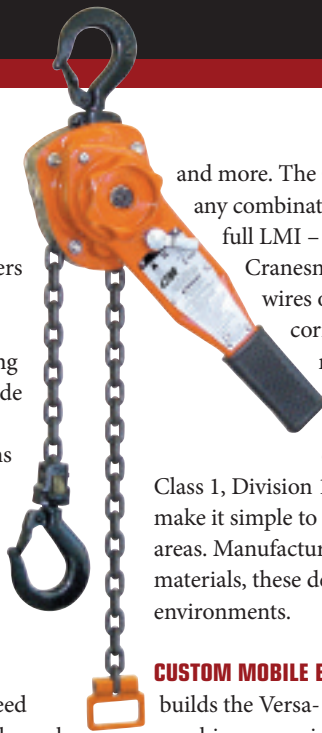
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**CRANESMART SYSTEMS (BOOTH 57)** manufactures among the industry's leading wireless crane operator aids. Systems meet or exceed all regulations put forth by all governing bodies including API, DNV, Coast Guard



and more. The Cranesmart System can be any combination of load, angle, A2B or full LMI – one panel, all wireless. The Cranesmart System has no exposed wires or connectors to break or corrode. It is built with no moving parts, eliminating the hassle and expense of maintenance and downtime. Models with Class 1, Division 1, 2 (zone 1, 2) approvals make it simple to outfit cranes in hazardous areas. Manufactured with corrosion proof materials, these devices are proven in marine environments.

**CUSTOM MOBILE EQUIPMENT (BOOTH 40)** builds the Versa- Lift line of forklifts for the machinery moving industry. It manufactures four different models of forklifts ranging from 25,000 to 140,000 pounds in capacity. Along with the four different machines, two new electric versions have been added that are exactly like the originals but runs purely on electricity and has zero emissions. These machines feature a 2-speed hydrostatic drive, telescoping frame, removable counterweights and hydraulic 2-stage boom attachment. At the Custom Mobile Equipment booth, see photos and video of the Versa-Lifts working with the remote controls on the new battery-powered models.

**DORAL EQUIPMENT RENTAL (BOOTH 19)** is a specialty rental house focusing on equipment for machine moving and heavy manufacturing applications. Doral offers the largest fleet of Versa-Lifts in the world, with a fleet of forklifts ranging up to 120,000-pounds in capacity. Doral also offers hydraulic gantries up to a 600-ton capacity and the Trakporter unit. Doral Equipment Rental offers its equipment for rent from coast to coast, short term or long term.

**ECBM INSURANCE BROKERS & CONSULTANTS (BOOTH 50)** has provided commercial insurance brokerage and risk management services to SC&RA members for over 40 years. ECBM has developed standards to monitor the consistent delivery of the services promised to clients. This enables the company to exceed clients' expectations. Serving the Mid-Atlantic and North East regions as a Key Producer, ECBM has a dedicated team of specialist for both the crane and rigging industry and specialty transportation. The true value of ECBM's expertise is delivered when a customer has a claim. Claims advocates deal with the complex coverage and legal issues and have the knowledge and expertise to make sure that clients recover the full value of their loss. Satisfied employees serve their clients better.



ECBM was recognized as one of the top 10 Best Places to Work in Pennsylvania and top 10 Workplaces in Philadelphia by the Philadelphia Inquirer.

**FLEET COST & CARE (BOOTH 35)** is a software development, training and support company offering products specifically developed to meet the needs of businesses requiring total fleet management in the construction, crane, rigging, equipment dealership and equipment rental industries. The system is a complete and comprehensive fleet management tool for any company with a fleet of construction oriented equipment. Fleet Cost & Care (FCC) is affiliated with J.J. Curran Crane Company and benefits from 65-plus years of experience in the area of fleet related ownership. Elimination of duplicate tasks and increased ease of business processing and reporting are critical to FCC customers or those considering modern fleet management software. Fleet Cost & Care's product line consists of Cost & Care Fleet Management System (Cost & Care FMS) and NexGen Fleet Management System (NexGen FMS). In addition, Fleet Cost & Care is a Sage Accpac and Sage Pro ERP certified partner.

**GARROD HYDRAULICS (BOOTH 26)** specializes in the remanufacture of hydraulic crane cylinders. Garrod is an elite repair facility for European manufactured crane cylinders. With its ability to work directly with the European cylinder manufactures, Garrod stays on the cutting edge of technology and sets itself apart from other repair shops. Garrod can ensure the end user that they will be getting a quality repair with minimal down time. Garrod is an ISO9000 certified repair center and has the ability to chrome plate parts up to 47 feet in its in-house chrome shop. Manitowoc Crane has named Garrod as a partner in their EnCORE Reman Program.

**GKS (BOOTH 17)** moves heavy equipment in confined spaces and by remote control, from 2 tons to 200 tons, by using hydraulic toe jacks (5-30 tons), machinery dollies (2-200 tons),





rotating dollies (1-6 tons), hydraulic pumps and specially designed equipment. GKS is the original manufacturer of this product design. The products have been manufactured in Germany with highest quality and safety standards and sold worldwide since 1967. The non-marking rollers are a signature of the brand. The toe jacks have a low loading height, with adjustable height start points. The innovative omni-directional dollies provide users with 360-degree range of movement when positioning heavy equipment. In the fall of 2011, GKS will introduce a Remote Operated Battery Operated Transport System (ROBOT) which will move up to 40 tons. All equipment is ANSI/ASME Certified. GKS also offers custom designed solutions. Inventory of equipment in Springfield, OH and can be shipped within 24 hours.

**GOLDHOFER (BOOTH 2)** is acknowledged worldwide for its solution competence in manufacturing trailers for all difficult fields of combined transport on road, rail, sea and air. For the economical transport of oversized and heavy goods, Goldhofer offers combinations of modular trailers with hydraulic steering. This modular system provides almost unlimited possibilities for solving simple as well as complicated transport tasks, as the individual platform modules can be combined in longitudinal and lateral direction. Additionally, a wide selection of goosenecks and transport bridges is available in different designs. For the transport of ultra-heavy loads, Goldhofer has developed modules with hydrostatic drive. They can be combined with platform modules and are optionally equipped with an electronic multi-way steering which provides optimum maneuvering capabilities and increases the scope of use for loads over 10,000 tons.

**GUNNEBO JOHNSON CORP. (BOOTH 46)** is a manufacturer of crane blocks, sheaves, overhaul balls, lifting tackle and accessories. Gunnebo Johnson can supply specialty-engineered blocks from 2 tons to 3,000 tons and patented ForgeFab sheaves to 72 inches (larger sizes

available upon request). With a foundation of over 50 years' experience, Gunnebo Johnson has built a quality reputation by applying a singular dedication to satisfying its customers' needs.

**H&E EQUIPMENT SERVICES (BOOTH 27)**, established in 1961, and headquartered in Baton Rouge, LA, is the largest Manitowoc and Grove crane dealer in the world. With 65 locations nationwide, H&E offers the strongest crane product support network available, specializing in crane sales, rentals, parts, service, CCO training and manufacturer certified crane remanufacturing. In addition to being the authorized dealer for Grove and Manitowoc, H&E is also the authorized dealer for such top brand name cranes as National Crane, Manitex, PLM Cranes, Marine Travelift. Additional value-added services include: factory-train technicians, mobile service technicians and fleets, product support consultants, state-of-the-art facilities, a large new and used parts network, planned maintenance service and much more.

**HANES SUPPLY, INC. (BOOTH 39)** is ISO 9001:2008 and registered as a manufacturer of lifting products such as SlingMax, chain,

synthetic, twin-path and wire rope slings. Hanes offers full in-house testing and certifications of slings and hoists and does repair and rentals of electric, gas powered, hydraulic and pneumatic tools and equipment. Hanes is a distributor of contractor, industrial, rigging and safety supplies to construction, government agencies, industry, municipalities and utility markets, as well as the general public.

**HYDRA-SLIDE LTD. (BOOTH 45)** is the designer and supplier of the Hydra-Slide hydraulic skidding systems. They provide superior load moving capabilities for moving, loading or unloading all types of heavy loads:

&gt;50



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transformers, generators, compressors, pressure vessels, machines and more. They are strong, safe, simple and engineered for function and convenience. For over 25 years, these high capacity skidding systems have proven to be one of the safest means of moving large loads. The 300 ton and 500 ton capacity heavy-duty models have super-strong, low-profile track rails that can span unsupported distances of several feet depending on the weight of the load. The 400-ton LD model has been designed to be fully hand-portable and excels in areas with limited access. It is only 2-inches thick but has full 400-ton capacity. In addition to skidding systems, Hydra-Slide also provides synchronous hydraulic power packs, climbing jacks, Ekki jacking timbers, electronic weighing system and powered turntables.

**IRONPLANET (BOOTH 48)** is a leading online marketplace for used heavy equipment. IronPlanet sellers achieve more profitable sales through low transaction costs and better price realization through a global audience of buyers. IronPlanet's guaranteed inspection reports and exclusive IronClad Assurance enable buyers to bid with a high degree of confidence knowing that what they see in the inspection reports is a true representation of the equipment. IronPlanet is backed by Accel Partners, Kleiner Perkins Caufield and Byers, Caterpillar, Komatsu and Volvo.

**J&R ENGINEERING CO., INC. (BOOTH 20)** located in Mukwonago, WI, is the manufacturer of the Lift-n-Lock hydraulic boom gantry, Delta Lift rubber tired gantry, self-propelled elevating transporters and other specialized lifting equipment serving the machinery moving, industrial material handling and nuclear industries. J&R has received the prestigious Wisconsin Governor's Award in recognition of its product design accomplishments. J&R serves clients throughout the U.S. and globally on every major continent. Kevin Johnston, president and John McMahon, vice president of sales and service, will be attending the workshop and will be available for questions or information.

**KHL GROUP (BOOTH 11)** is a diversified media company and the leading supplier of international construction information in the world. Using its market-leading magazine brands, KHL has expanded into digital magazines, e-newsletters, directories, the internet, new media technologies, book publishing, direct mail, list rental, exhibitions, conferences and contract publishing. KHL Group publishes *American Cranes & Transport Magazine*, the official domestic magazine of the SC&RA as well as *International Cranes and*

*Specialized Transport*, official international magazine of the SC&RA.

**LIEBHERR CRANES (BOOTH 12)** is a leading manufacturer of mobile cranes. The range of the all-terrain mobile cranes extends from two-axle 35 metric ton cranes up to heavy load cranes with a load capacity of 1,200 metric tons and a nine-axle chassis. The lattice-boom cranes on mobile and crawler vehicles achieve load capacities of up to 3,000 metric tons. With their universal boom and jib systems and comprehensive additional equipment they are used on building sites throughout the world. Liebherr's production program includes telescopic mobile cranes, lattice boom mobile cranes, telescopic truck-mounted cranes, lattice boom crawler cranes and telescopic crawler cranes.

**LIEBHERR NENZING GMBH (BOOTH 13)** has been successfully represented on the American market for many years. Liebherr Nenzing Crane Co. (LNC) was founded in Houston, Texas, in 1997. LNC is the head office for sales and service in the field of crawler cranes, both duty cycle and lift version and deep foundation machinery. Liebherr offers a wide range of deep foundation machinery: rotary drilling rigs (LB), piling and drilling rigs (LRB), piling rigs with fixed and swinging leader (LRH). In the field of deep foundation Liebherr does not only offer sales and service but also support in process engineering and practical operator training using Liebherr equipment. For 2011, further investment projects are planned in the U.S. enabling the company to better react to the requirements of the American market. The other location of LNC in Miami, Florida, will be extended this and next year with the construction of a new, larger company building.

**LIFT SYSTEMS (BOOTH 4)** has provided 28 years of innovation in the heavy lifting and transportation industry. Standard product lines include hydraulic gantry systems from 20 tons to over 1,400 tons capacity, mobile pick and carry machines from 7.5 tons to 110 tons capacity, including the ever popular Mobilift and Twinlift lines. Crawler mounted transporters, custom cylinders and custom design and build special projects rounds out the company's offerings. Lift Systems has also been busy with scores of product refinements. Recent innovations include the new self-contained hydraulic Wedgelock system, new true free-wheel standard for self-propelled gantries, OSHA compliant ladders and dual-power, power units. Lift Systems is also proud to announce the delivery of their first 110 ton Mobilift to Yarmouth Crane in London, Ontario, Canada.

**LIFTING GEAR HIRE CORP. (BOOTH 21)** is the United States' largest single organization devoted exclusively to providing lifting and rigging equipment for rental and sale. Through 13 locations in the U.S., and supported by more than 29 rental representatives nationwide, Lifting Gear Hire Corporation can provide for rent or sale: hoisting, pulling, jacking and rigging equipment to meet virtually every conceivable lifting or moving need. More than 40,000 pieces of equipment in stock have been carefully selected by Lifting Gear Hire Corporation for its durability and purpose. All equipment is maintained in excellent condition ready for immediate and above all, safe use. Whether it's general lifting gear or specialized lifting and winching equipment, LGH can rent the right product for the job.

**LINK-BELT CONSTRUCTION EQUIPMENT COMPANY (BOOTH 16)** is a leader in the design, manufacture, and sales of telescopic and lattice boom cranes with headquarters and manufacturing facilities in Lexington, KY. Link-Belt is committed to the manufacture and service of high quality products that satisfy customers worldwide. Toward that end, Link-Belt has pursued a strategy of growth and investment despite the economic downturn. It has moved aggressively to seize more global market share by adding manufacturing capabilities, producing a broader range of products and strengthening distribution and personnel around the globe. Attending will be Bill Stramer, vice president, marketing, sales and customer support and Mike Lawson, district manager.

**LSI (BOOTH 38)** is the market-leading manufacturer of wireless crane instrumentation. For over 10 years, LSI has provided the crane & lifting industry with the tools for safer and more efficient operations.





LSI's diverse wireless product line includes: Load indicators/RCI/RCL and LMI, wind speed indicators, A2B systems, cable reels, slew sensors, angle sensors and more. New wireless product releases include: Load moment indicator with pressure transducers, slew sensor and work area definition software, stainless steel line riders and a new line of cable reels. LSI continues to produce innovative crane indicators based on the needs of their customers and of the expanding market. LSI has locations in Québec City (Canada), Houston, TX, Peterborough (UK), Perth (Australia) and Dubai (UAE). LSI products offer safety, reliability and flexibility, backed by a knowledgeable and capable technical support team available 24/7.

**MANITOWOC'S (BOOTH 7)** focus on innovation, customer service and engineering has propelled it to a leading position in crane manufacturing. Manitowoc builds crawler cranes, tower cranes, mobile cranes, and boom trucks. The company is also a leader in aftermarket service through Manitowoc Crane Care and offers equipment financing solutions through Manitowoc Finance.

**MAZZELLA LIFTING TECHNOLOGIES (BOOTH 36)** provides great lifting solutions. Mazzella offers all styles of slings, cranes, hoists, engineered lifting devices along with the training and in field inspection and repair services that support Mazzella products. Some of the major market segments served are: steel, construction, crane rental, energy, machinery movers, riggers and millwrights. And with its recent acquisition of the Indusco Group, the geography, the markets Mazzella serves and the products and services it supplies are among the most comprehensive in the industry. Since its founding almost 60 years ago, the Mazzella brand has been uncompromising. The company's purpose

is to instill confidence and comfort in every customer interaction. What does that mean? It means that Mazzella provides reliable products and services, and have a highly responsive, knowledgeable team to support its offerings giving customers the confidence it can deliver.

**NATIONAL INTERSTATE INSURANCE COMPANY (BOOTH 53)** offers specialized insurance plans including Titan, a group captive program designed specifically for heavy haul, crane and rigging operations. This custom insurance solution brings many benefits including control over unpredictable insurance pricing, and the potential for reduced costs and return of unused premiums. In addition, Titan members have a voice in important program decisions

including those that impact underwriting, loss control and investments. National Interstate Insurance Company (NIIC), a leader in captive programs since 1995, has the experience and expertise to develop a program tailored to clients. Founded in 1989, NIIC is rated "A" (Excellent) IX by A.M. Best Company, and is headquartered in Richfield, OH. The NIIC team looks forward to meeting SC&RA Crane & Rigging Workshop attendees and discussing their specific insurance needs.

**NBIS (BOOTH 1)** specializes in providing the most effective risk management products and innovative insurance solutions for the crane, rigging and specialized transportation industries. NBIS's comprehensive insurance

&gt;52

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program of reliable claims service, proven loss prevention, highly competitive rates, and broad coverage is designed to help protect businesses in these unique and challenging industries. As an additional benefit, policyholders also receive the one-of-a-kind Risk Management Support System (RMSS) designed specifically for the needs of their business. Through its 15-year exclusive endorsement with the Specialized Carriers & Rigging Association (SC&RA), NBIS is proud to be recognized as the premier insurance provider to the crane, rigging and specialized transport industries.

**NATIONAL COMMISSION FOR THE CERTIFICATION OF CRANE OPERATORS (BOOTH 6)** will showcase its nationally and internationally accredited certifications for the following crane-related activities: Mobile, tower, overhead and articulating crane operators; Signalpersons; Riggers; Crane Inspectors (available November 2011); and Digger Derrick Operators (available mid-2012). CCO certification is the "gold standard" of crane and crane-related personnel certifications. The industry-led nonprofit organization's solid 15-year track record of providing nationally recognized certification to more than 100,000 crane-related personnel has given it unparalleled credibility as the leader in professional credentialing for those who work with and around cranes. All CCO certifications meet the personnel qualification requirements defined under OSHA's new rules for cranes and derricks used in construction (29 CFR 1926 Subpart CC) and ASME American National Standards. NCCCO representatives liaise with OSHA officials to seek clarification of the new rules, relay concerns from industry, and ensure that CCO examinations remain in compliance.

**NCCER (BOOTH 49)** is a not-for-profit 501(c) (3) education foundation serving the construction and maintenance industries. Working with contractors, owners, associations, government entities, labor organizations and educators, NCCER has created a national industry-standardized training, assessment and certification process for the construction and maintenance industries. NCCER offers a mobile crane operator certification program that is accredited by the American National Standards Institute (ANSI) and is recognized by OSHA, The Associated General Contractors of America (AGC) and The Associated Builders and Contractors (ABC). This program offers 13 equipment specific certifications, including capacity. NCCER also has a signal person and a three-level rigger certification program. Allowing qualified industry professionals to administer these certification programs keeps costs to a minimum. Candidates receive their test results within 15 minutes of submissions,



with no rush fees, and are issued a nationally recognized and portable credential that can be verified, in real-time, through NCCER's Automated National Registry (ANR). All certifications are valid for five years.

**NELSON MANUFACTURING COMPANY (BOOTH 23)** is dedicated to the design and fabrication of unique application trailers. For the crane and rigging industry, Nelson specializes in helping the crane owner/operators move their large equipment. Nelson's boom launch trailer is custom designed to fit the larger hydraulic truck and all-terrain cranes. The boom is removed and cradled into the trailer for easy transportation to the work site. Once there, the boom is raised and reattached all within a half hour. The Nelson boom dollies come in all shapes and sizes designed specifically for the crane, the customer needs, and state requirements. Nelson also is known for its pin 'n go system and special application trailers, multi-axle trailers, lowboys and steerable dollies.

**NEW DAFANG SCIENCE & TECHNOLOGY CO., LTD (BOOTH 25)** located in Majiazhai Industrial Park, Zhengzhou, China, is a high-tech enterprise specializing in research and development, manufacturing and distribution of special purpose heavy equipment that is widely used in highway, railway, high speed rail, shipyard and wind power industries. New Dafang Science & Technology (NDF) is an ISO9001 certified manufacturer and bridge construction equipment and engineering leasing company. After years of efforts, NDF is ready to serve North America customers. New Dafang will also introduce its new QLY9096 windmill crane to the SC&RA. Stop by the booth for specifications and information.

**THE NORTH AMERICAN CRANE BUREAU, INC. (BOOTH 59)** conducts a variety of safety training programs for operators, inspectors, trainers, rigging crews, and site supervisory personnel on all types of lift equipment including mobile cranes, overhead bridge cranes, hoist systems, tower cranes, aerial work platforms, bucket trucks, lift trucks and other heavy equipment. In addition to its training products and services, the North American Crane Bureau (NACB) subsidiary,

NACB Interactive Educational Systems, Inc., manufactures and sells quality crane simulator training systems, including its newest Desktop Personal Simulator. This system, with available modules for mobile telescopic cranes, mobile lattice boom truck cranes, overhead bridge cranes, and tower cranes, will be on display at the booth.

**POWERATTACK (BOOTH 42)** is the innovative idea to move loads on passive, unpowered skates. Since its first launch in 2007 PowerAttack (then called PowerCat but a name challenge forced a switch) attracted lots of interest and subsequently generated sales in the machinery moving and plant relocation industry. The brain child of PowerAttack is Klaus J. Scholpp, a German lifting, rigging and moving industry veteran and two-time SC&RA Job of the Year winner, who conceived to offer both innovation and versatility at decent cost. There are two models available- a 110 Volt, 60-cycle corded version called MTC 25 C and a cordless version with latest Li-Po battery technology called the MTC 25 CC cordless. Both models can move up to 25 tons depending on surface, condition of skates, etc. For more information, visit the booth.

**PRECISION ENTERPRISES, INC. (BOOTH 56)** is the North American Representative for KAMAG Transporttechnik GmbH & Co. (KAMAG) of Ulm, Germany. KAMAG delivers transporter and trailer equipment used globally by aerospace companies, steel mills, shipbuilders and heavy haulers. KAMAG's range of equipment includes SPMTs, elevating and steerable trailers, aircraft tugs, and swap body trucks. KAMAG, with its affiliated company Scheuerle, has developed a new modular trailer system - K25 - with a coupling interface that fits directly into most fleets. The K25 trailer is available in pulled and self-propelled versions with mechanical or electronic steering. PEI is located in Florida and supports clients throughout North America with new equipment sales, spare parts, and factory-trained technicians for troubleshooting, warranty repairs and preventive maintenance.

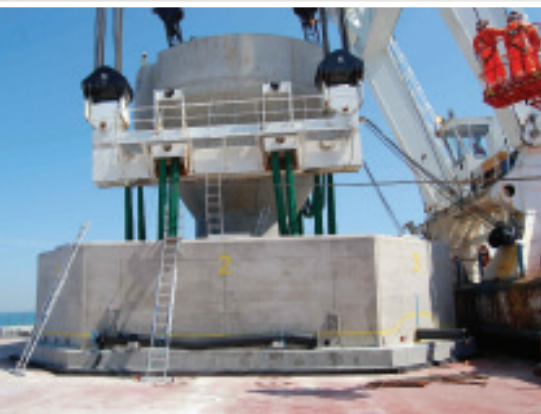
**PYTHON AMERICA ASC (BOOTH 14)** is one of the largest distribution centers for German high performance ropes that are OEM approved on a majority of the mobile cranes around the world. The company's largest stock of ropes is in Chicago, as well as in New Jersey, Tampa, FL and Longview, WA. Python America will be promoting its new spelter socket ends designed specifically for several crane manufacturers that use the end fittings in place of wedge sockets. Also, learn about the company's new Compac 35 Plus ropes.



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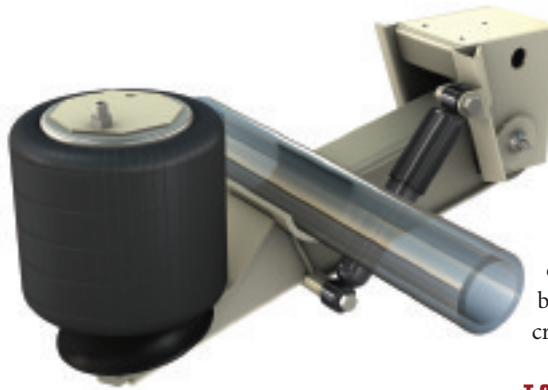


**RIDEWELL SUSPENSIONS (BOOTH 52)** engineers and manufactures air-ride, rubber-ride, steel spring and mechanical suspension systems for the truck, trailer and bus industries. The company has served the transportation industry since 1967 and holds more than 70 active patents for exclusive features providing low maintenance and superior ride quality. Ridewell's newest line of trailer air-rides offers a full range of ride heights in weld-on and bolt-on configurations. Overslung and underslung configurations are available in 25,000-pound and 30,000-pound capacities, along with a 25,000-pound capacity yoke mount. RAR-260 suspensions are manufactured with Securelok pivot nuts, ideal for maintaining pivot clamping force. The unitized nut, washer, and shim combination is highly resistant to loosening under vibration. Providing the optimum balance between price and performance, RAR-260 is the ideal choice for any application. President John Millsap and South-Central regional sales manager Justin Cravens will represent Ridewell at the SC&RA Crane & Rigging Workshop.

**RIGGERS MANUFACTURING CO. (BOOTH 44)** produces the EZ Lifter telescoping hydraulic gantries up to 1,600 tons, TriLifter mobile lifters up to 110 tons, forklift attachments and other specialized equipment for the machinery moving and rigging industry. Riggers Manufacturing's innovative CARL Control System has the ability to synchronize the lifting and travel of up to eight jack legs. The portable belly pack allows the operator to view the lift from any angle, maximizing safety on critical lifts. New products include the Model EZ600-40, 40-foot-tall EZ Lifter, 110-ton TriLifter, and a hydraulic riggers boom option for TriLifters.

**RIGGING GEAR SALES (BOOTH 24)** specializes in rental, sales, and leasing 4-Point Lift Systems products including, modular telescoping hydraulic gantries, Mobilifts and Twinlifts, MiniJack Lift Systems, Moving Dollies, Powerbars, and much more. The company's current fleet of new and used gantries ranges from 20-ton to more than 1,000-ton systems with maximum heights of over 40 feet with 600 tons. In addition to extensive stock of gantries, RGS also has an extensive line of accessory equipment, which it rents with the company's own systems, and to current owners of systems to supplement their equipment inventory.

**SANY AMERICA (BOOTH 58)** invites SC&RA workshop attendees to visit the booth during the upcoming Philadelphia conference. As China's largest heavy equipment manufacturer, SANY Heavy Industry boasts one of the world's most diversified product lines, including



crawler cranes, rough terrain cranes, hydraulic excavators, mining machinery and concrete pumping equipment. Since entering the North American market, SANY has placed unprecedented emphasis on the unique demands of domestic operators, and this year the company joined both the *Financial Times* Global 500 List and the *Forbes* World's Most Innovative Companies List. In late August, SANY moved into a \$60 Million, 400,000-squar-foot research and development and manufacturing campus in Peachtree City, GA, where the company assembles crawler cranes, concrete pump trucks and hydraulic excavators.

**SENARC SYSTEMS LLC – VISUAL DISPATCH (BOOTH 32)** is a scheduling and dispatching software designed to simplify job and resource management. This robust, enterprise application keeps dispatch teams apprised of changes to resource allocations in real time, so that each user sees the latest and most accurate schedule. An ergonomic user interface makes it easy to create up to the minute reports, work orders, and invoices in a variety of printable and exportable formats. Personnel in the field stay informed via email, SMS text messaging, or Webview, a feature that places a snapshot of schedules on a password-protected website optimized for mobile browsers. Additional workflows take jobs from quoting to completion and billing, track preventative maintenance (tightly coupled with scheduling), and integration with accounting software. Visual Dispatch is a stable, real-world tested tool making it an invaluable asset to any type of business involved in scheduling and managing jobs and resources.

**STERLING LUMBER COMPANY (BOOTH 9)** is a direct manufacturer of high quality timber crane mats and laminated mats. Sterling ships anywhere in the world. Family owned and operated, the company continues to grow as a result of dedication to customers. Sterling's goal is to be an asset to its customers and nothing less. Come by the booth and see how to get a free Manitowoc crane model.

**T-CHEK SYSTEMS, INC. (BOOTH 55)** is a business-to-business provider of intelligent spend management and payment processing services. T-Chek's competency is transaction management through automated systems, and its client value is service, insight and analytics providing business intelligence improving decisions that impact business results. Spend management services are programs provided to customers as a business strategy to control costs, increase employee alignment, and improve bottom-line performance. T-Chek provides spend management services through the MasterCard payment network crossing industries with its accounts payable program to facilitate vendor payments on behalf of customers and online expense management, workflow and reporting program used by cardholders to manage and submit corporate and out-of-pocket expenses. T-Chek also provides fuel management services, funds transfer, driver payroll services, permits, and on-line configurable reporting through the use of flexible automated systems. Motor carrier companies can track equipment, manage fleets and control fuel purchases while merchants can track customers and sales through the company's payment processing services.

**TALBERT MANUFACTURING, INC. (BOOTH 15)** manufactures a wide variety of heavy haul trailers and specialized transportation equipment. Located in NW Indiana, Talbert has been serving the transportation industry since 1938 covering commercial, government, aerospace, and energy applications as well as in-plant material handling movers, manufacturing systems and processors. Talbert products include: Utility and tag-a-long trailers; >56





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tilt deck trailers; hydraulic slide axle/hydraulic tail trailers; low bed heavy haul trailers – all types; extendable trailers (flats, step decks, lowbeds, hydraulic necks); spread axle trailers – east and west coast styles; and multi-axle configurations.

**TEREX CRANES (BOOTH 30)** supports its customers with an experienced global team. Bringing a true global experience with all climates, terrain conditions and application needs, Terex cranes and port equipment deliver a variety of solutions around the world, every day. A wide selection of styles to choose from and a dedication to technological innovation, Terex cranes and port equipment are built to help get the job done faster, easier and better. Simply put, whatever the application, there's a perfect Terex choice. Terex meets customers' needs with its comprehensive range of cranes and brings together diverse experts to deliver application solutions.

**THE BUCKNER COMPANY (BOOTH 18)** provides innovative insurance and risk management solutions to the crane, rigging and specialized transportation industries. The Buckner Company serves clients nationwide and has done so for over 75 years. The Buckner Company is heavily immersed in the crane, rigging and specialized transportation industries, and its background in risk management, finance/accounting, claims handling and settlement and a variety of commercial insurance structures allow the company to tailor a cost-effective, quality insurance and risk management program to each client's unique needs. The insurance program structures include guaranteed cost programs, alternative risk (captives) and single owner captive solutions. The Buckner Company's approach is simple: engage, listen and understand needs. Lines of coverage include but are not limited to general liability, rigger's liability, auto liability, excess liability, property, cargo, equipment floater, bonding and more.

**THE CROSBY GROUP (BOOTH 31)** markets a line of premium accessories used in material handling applications. Based in the U.S., the company has the reputation around



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**TRANSPORT SYSTEMS AND PRODUCTS, INC. (BOOTH 10)** services the specialized transportation industry, commercial and recreational marine industries as well as the consumer products market. TSP, Inc. is a connection to the most recognized products and services in whatever industry a client resides. From Transporters by Scheuerle and mobile boat hoists by U.S. Hoist, Inc., fishing tackle and electronics, TSP, Inc. carries the products that help keep its clients moving.

**USI INSURANCE SERVICES (BOOTH 28)** has a team of highly focused crane and rigging experts and is one of the leading retail insurance brokers in the U.S. for crane rental, heavy lift and heavy haul contractors. Going beyond normal broker services, they provide state specific litigation and claims management, as well as proactive legislative and industry regulatory management consulting and contract management. USI has been helping SC&RA members take control of their risk exposures for crane and rigging

workshop preview over 30 years. USI is a Goldman Sachs Capital Partners Company.

**WHECO CORP. (BOOTH 5)** will be exhibiting with Ron Williams, Dave Wood, Jay Shiffler and Steve Pirigyi on hand to explain the company's approach to engineered structural repairs, crane restoration and Tier III compliant re-powering of cranes. For over 30 years, WHECO has been providing specialized repair and restoration services to the crane industry. WHECO provides full, turn-key repairs including fabrication, hydraulic, mechanical, electrical and painting services. Focusing on the skilled trades allows WHECO to complete time and cost-effective repairs by being able to fabricate or manufacture long lead time and/or obsolete parts and components. WHECO prides itself on being able to provide OSHA, Cal-OSHA, ANSI and AWS compliant repairs and by bringing integrity to the process and understanding to the misconceptions surrounding engineered structural repairs for cranes. WHECO operates from five regional service centers located in Richland and Seattle, WA, Santa Fe Springs, CA, Houston, TX and Aiken, SC. WHECO also offers world-wide mobile service capabilities.

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Is your cargo insurance policy up to date? **Kate Lasky** and **Bob Moore** report on how to protect your company from changing motor carrier regulations

**L**ast month we addressed the legal implications regarding a “supposed” accident involving the hauling of a turbine generator. In the first part of the article we discussed the accident and implications from a legal perspective. This month, we will take that same fictional scenario and analyze it from an insurance perspective. Our supposed accident was this:

Carrier A contracts with Energy Manufacturer to haul the Energy Manufacturer’s turbine generator from one state to an adjoining state. The contract between Carrier A and Energy Manufacturer contains indemnification provisions and insurance requirements, amongst other terms. Carrier A never takes actual possession of the turbine generator, but instead turns around and brokers the load, with Energy Manufacturer’s approval, to another carrier, Carrier B, to actually haul the turbine generator.

As is standard in the industry, Carrier A and Carrier B have as their agreement a one page “purchase order” indentifying the size and weight of the turbine generator to be hauled, when the transportation is to take place, the pickup and drop off site, and the amount due for the job. A simple agreement that is used often times. No other terms or conditions are included. Carrier B takes possession of the turbine generator and begins the hauling job. Sometime during the trip, Carrier B’s trailer experiences an unforeseen malfunction, due to no fault of Carrier B. As a result the turbine generator sustains internal damage. The Energy Manufacturer, upon discovering the loss, notifies Carrier A that they will hold them fully liable for the loss and expect them to handle the claim. Carrier A, in turn, notifies Carrier B that they are not liable as they never had care, custody, or control of the turbine generator,

# Covered?

their role was only as a broker, and Carrier B had the primary transportation responsibility. You, as Carrier B, want to know what your exposure is, and more importantly whether your insurance is going to cover this loss, as you anticipate it will.

## From an insurance perspective

Let’s assume Carrier B had motor truck legal liability coverage (“cargo insurance policy”) in place with a renowned carrier with a \$1,000,000 limit. As such, it was the reasonable expectation of Carrier B to believe its insurer would adjust and aggressively defend the claim, especially given the fact that Carrier B is not required to have any cargo insurance for this load. We are seeing more and more policies containing language that is problematic in this day and age for a “cargo insurance policy.”

Several cargo insurance policies contain the following language as relates to motor truck cargo legal liability coverage:

### 1 LEGAL LIABILITY COVERAGE

“We” cover “your” legal liability for loss to covered property:

- a** while under “your” care, custody, and control; and
- b** that “you” become legally obligated to pay as a common or contract carrier under a bill of lading, contract of carriage, or shipping receipt that is issued by “you” or that is issued on “your” behalf.

### 2 WE DO NOT COVER

“We” do not pay for costs, expenses, fees, fines, penalties, or damages resulting from “your” violation of any law or regulation relating to any delay in payment, denial, or settlement of any claim.

Unfortunately, this policy language uses dated transportation terms from the early 1990s and before, and terms which may not apply to your business operations. For instance a contract of carriage is a special agreement with a contract carrier. It is unlikely that Carrier B would fit the description of a contract carrier, and therefore be provided coverage under the policy from this clause.

The Federal Motor Carrier Act defines a motor common carrier as “a person holding itself out to the general public to

provide motor vehicle transportation for compensation over regular or irregular routes or both.” However, a “contract carrier” is a carrier who can provide services to a shipper that are not available to the general public. *Dan Barclay, Inc. v. Stewart & Stevenson Services, Inc.*, 761 F. Supp. 194 (D. Mass. 1991). There is a “distinct needs” requirement that is more specialized than services a common carrier would provide. *Id.* at 200. Some examples are: short notice truck availability, irregular route service, driver loading, stop offs in transit, prioritizing of available loads, equipment dedicated solely to the shipper’s exclusive use, and continuing agreements between the shipper and the carrier. *Id.*

As an informed consumer, you should also know there are insurance policies available in the marketplace that do provide coverage for this type of insurance. For example, the cargo coverage on the inland marine policy for NBIS contains the following language:

The liability of the Insured for direct, physical “loss” or damage, either legally or contractually, to the property of others while being moved under bills of lading, work orders, shipping receipts, delivery receipts, or other contractual documents, while in the possession of the Insured or connecting carrier, and while stored in transit, not to exceed sixty (60) days.

As you can see, this language is written much more broadly than the language contained in the above referenced insurance policy. Not only does it apply to legal or contractual obligations, but it provides coverage regardless of the type of contractual document that was issued for the cargo haul. As such, the simple, one page purchase order between Carrier A and Carrier B would likely suffice as evidence of the cargo haul and would provide an avenue for coverage of the loss. Additionally, it does not limit the coverage to common or contract carriers, but instead uses the broad term “insured”, regardless of what the insured’s role may be while they are in possession of the property of others.

In conclusion, we strongly encourage reviewing your insurance policy to ensure that the coverages you expect to have, are indeed provided for in the policy. Language and wording can easily exclude





from coverage losses that you would reasonably think are covered in the policy. We also recommend finding an insurance broker who really understands your business operations and the specialization involved so that they can assist you in finding coverage that fits your business needs.

### Things to take away

Based on the sample claim scenario and analysis, we recommend looking out for the following four bullet points when analyzing your own coverage needs:

#### CARGO POLICY LANGUAGE

- Language such as "We" cover "your" legal liability that "you" become legally obligated to pay as a common or contract carrier under a bill of lading, contract of carriage, or shipping receipt" is problematic as it is outdated and doesn't adequately address the specialty needs of a heavy hauler
- Preferred cargo policy language for a specialized hauler is as follows: "The liability of the insured for direct, physical "loss" or damage, either legally or contractually, to the property of others while being moved under bills of lading, work orders, shipping receipts, delivery

receipts, or other contractual documents, while in possession of the Insured or connecting carrier and while stored in transit, not to exceed sixty (60) days."

#### THIRD PARTY LOSS OF USE

Third party loss of use is specifically excluded in industry standard cargo policies. For coverage to be effective, the policy must be *specifically* endorsed to provide third party loss of use. Third party loss of use liability occurs when cargo is damaged in the carrier's care, custody, and control and such damage disrupts operations for the third party.

#### CARMACK AMENDMENT

Interstate cargo claims are governed by the Carmack Amendment. However, if a written contract between the shipper and carrier for the transportation of goods expressly waives any or all rights and remedies under applicable sections of Carmack, then Carmack does not apply even though a bill of lading exists

#### BROKERAGE

Brokering a load requires care and prudence. Establishing protocols for receipt, deliver, contractual terms, and cartage documents is paramount to mitigating liability for a brokered load. ■

### THE AUTHORS

**Kate Lasky** is an associate corporate attorney in the Legal Department of NBIS. Her primary function is contract management, in conjunction with our Risk Management Support System (RMSS). She is also responsible for handling communications with the department of insurance, coverage opinions, performing legal research and analysis, and general legal support to the company.



**Robert Moore** is chief legal officer for NBIS and its subsidiaries. His primary function is the oversight and coordination of all legal activities and functions to ensure that regulatory compliance is maintained, and that the organization is protected from potential legal action.



**EDITOR'S NOTE:** This is the second in a two-part series on analyzing motor truck cargo insurance policies from a legal and insurance perspective.

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## Manitowoc strengthens personnel

Manitowoc Cranes has appointed two new people to its management staff in Australia. Kelvin Kent was appointed as general manager of Australia and New Zealand crane operations, and Neil Hollingshead is sales and marketing director for Australia.

Kent will be responsible for expanding the Manitowoc Cranes organization in the

Australia-New Zealand region including sales, Manitowoc Crane Care and administration. He brings 30 years of experience in the construction equipment industry. Neil Hollingshead has been appointed as sales and marketing director for Australia and New Zealand and will report to Kent. Since joining Manitowoc in 1989 as an apprentice technician, Hollingshead has progressed through marketing and project management roles, including his most recent position as global product director for all-terrain and rough-terrain cranes.

Australia is a growing market for Manitowoc. John Stewart, senior vice president of sales and marketing for the greater



**Kelvin  
Kent**



**Neil  
Hollingshead**

Asia-Pacific region, says that an experienced management team is a key factor to expansion in the region.

"Kelvin is very dedicated to the Australia-New Zealand market and Neil is committed to further developing the sales team in the region," he said. "Coupled with the support of the entire organization, Manitowoc will only continue to add value to our customers' experiences in the region." ■



### ICUEE around the corner

The International Construction and Utility Equipment Exposition (ICUEE) and Demo Expo, Oct. 4-6 in Louisville, KY will feature two new exhibit pavilions amongst its some 950 exhibitors and 20,000 estimated attendees.

Held at the Kentucky Exposition Center in Louisville, KY, ICUEE 2011 will feel slightly different – and larger – this year due to its new sustainable energy and fleet management exhibit pavilions from its partnership with the Association of Equipment Management Professionals (AEMP). The show will also bring back the well-received safety zone pavilion, which debuted at the last ICUEE in 2009.

ICUEE will also have expanded education sessions due to the partnership between ICUEE and AEMP. AEMP is putting together a fleet management educational track for fleet management professionals.

### Register for 2011 WCTS



The World Crane and Transport Summit is an exciting networking, business information and social event for the leaders of the world crane and specialized transportation industries, their suppliers and manufacturers.

Held Nov. 10-11 at the five-star Hotel Krasnapolsky in Amsterdam, the Netherlands, it aims to bring together senior industry executives from around the world.

WCTS is supported by the world's leading crane and transport associations, equipment manufacturers and rental companies. It is organized by International Cranes and Specialized Transport magazine and its publisher KHL Group. For information visit [www.khl.com/events/](http://www.khl.com/events/).

## Hirschmann makes appointments

Hirschmann Automation and Control (PAT) has promoted Tim Martin to inside sales representative for its Mobile Machine Control Solutions (MCS) division. In his new position, Martin is responsible for managing the system and part sales for Hirschmann's house accounts. Martin has been employed by Hirschmann since 2007 as a customer service representative for the MCS Division.

Rick Bowlby joins

Hirschmann as applications engineer for the MCS division. Bowlby will be responsible for software/hardware support and software development. Bowlby brings 15 years of experience as an electrical engineer for contracting companies with the Department of Defense (including Northrop Grumman, Sverdrup, Jacobs Engineering, and SAIC). He holds a BSEE degree from Southern Illinois University in

Carbondale, IL.

Hirschmann also recently hired Lucille Runyon as customer service representative. Runyon's responsibilities include processing orders and providing customer support for the MCS division. Previously, Runyon was employed at Ingersoll Rand/Volvo for almost 24 years as an invoice administrator, order process coordinator, and customer service representative. ■

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Sept. 14  
*Cargo Securement – Leading Violations & Alternative Applications*  
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[www.scranet.org](http://www.scranet.org)

#### SC&RA Crane & Rigging Workshop

Sept. 21-23  
Sheraton Philadelphia City Center  
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[www.scranet.org](http://www.scranet.org)

#### AWRF General Meeting

Oct. 2-5  
Hyatt Crown Center  
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[www.awrf.org](http://www.awrf.org)

#### ICUEE

Oct. 4-6  
Kentucky Exposition Center  
Louisville, KY  
[www.icuee.com](http://www.icuee.com)

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Oct. 12  
*Preparing a Quality Insurance Submission*  
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Also in line for inclusion is discussion on the prospects for the global construction economy and keynote speeches from many of the top end user and manufacturing companies, plus their leading associations.

As one delegate said of WCTS 2009, "This was simply the best crane and heavy transport conference I have ever attended, by a distance."

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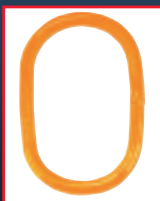
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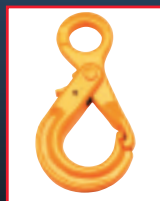
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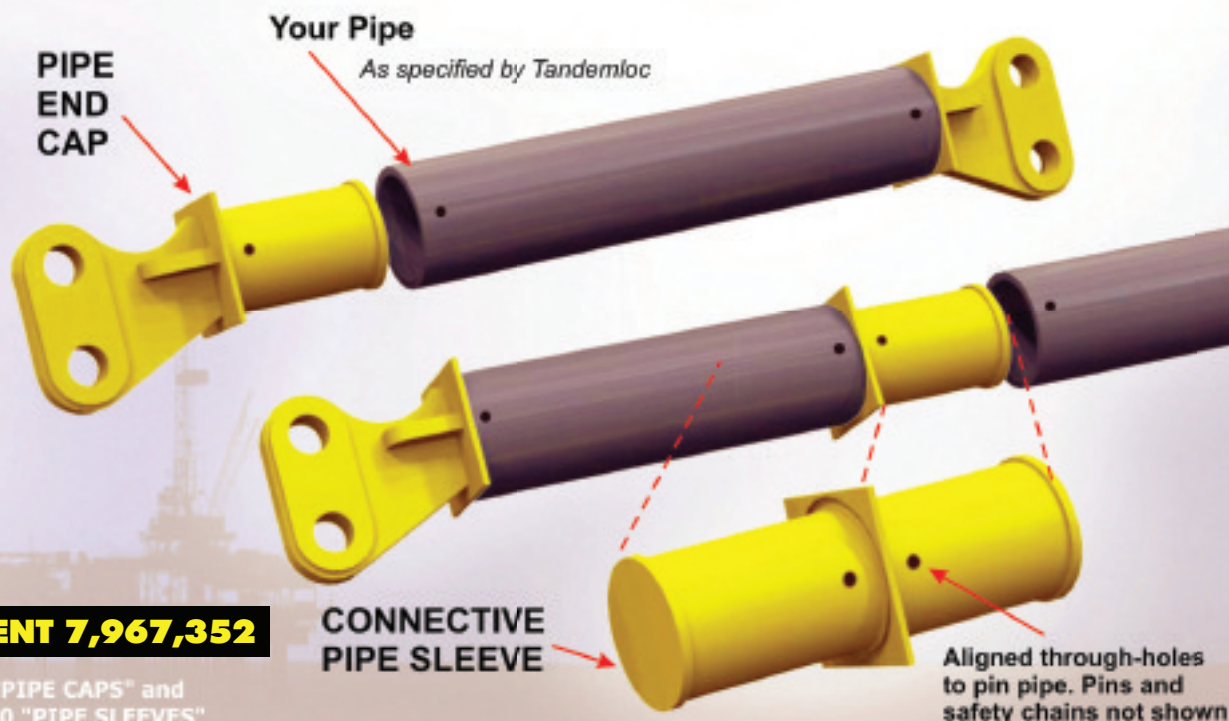
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**October 25, 26 and 27, 2011**

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6:30 - 7:30

Training

7:30 - 3:30

**October 25, 2011:** Sling Types, Capacities, Angles and Tension, Hitches, Rigging Practices, Sling Use, Inspection, Sling Protection, Load Control, Knot Tying and Written Exam Domains.

Plant tour: Fabrication and Testing Demonstrations

**October 26, 2011:** Rigging Hardware Use and Inspection, Overviews of: Hoists, Trolleys, Blocks, Jack and Skates, Gantry and Jib Cranes, Lifting and Spreader Bars and Clamps. Hands on Training and Practice Written Examination.

**October 27, 2011:** Practical Exam  
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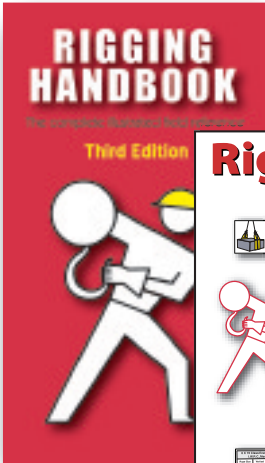



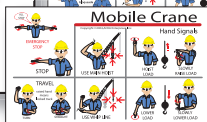



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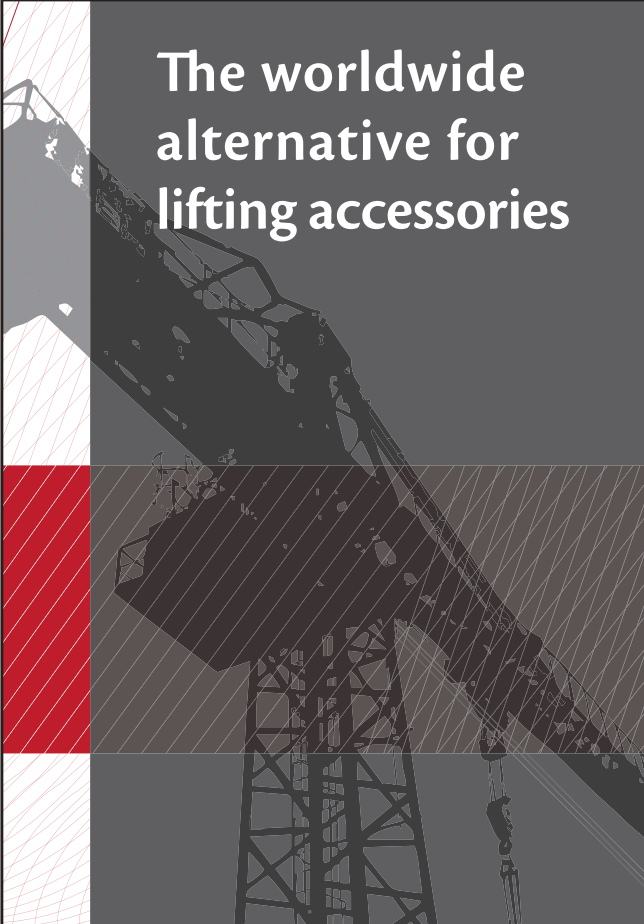
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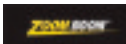
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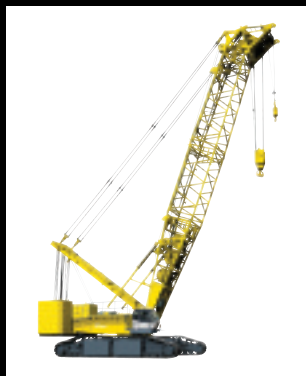
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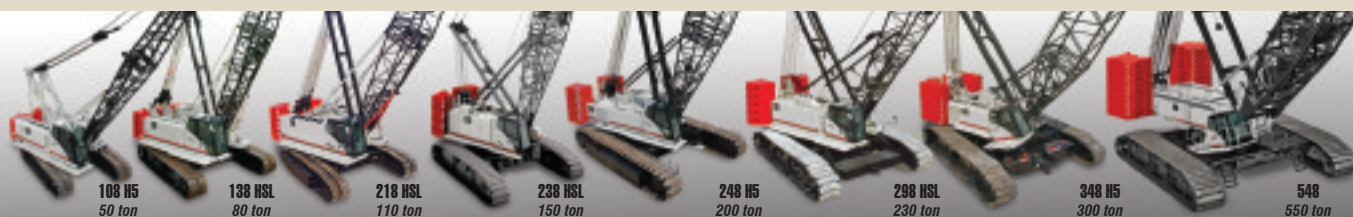
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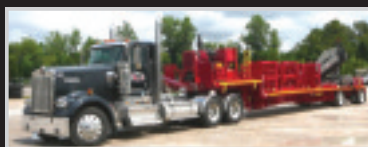
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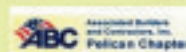
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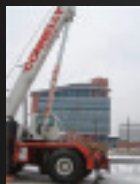
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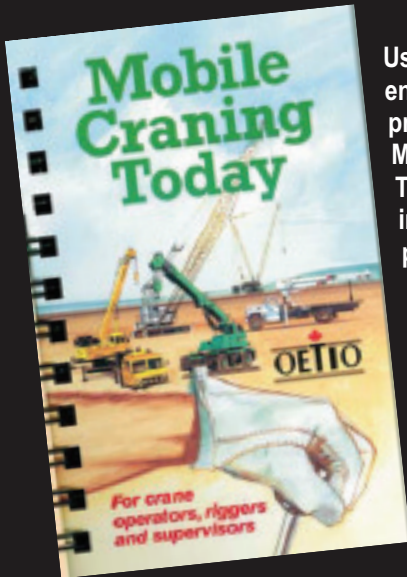
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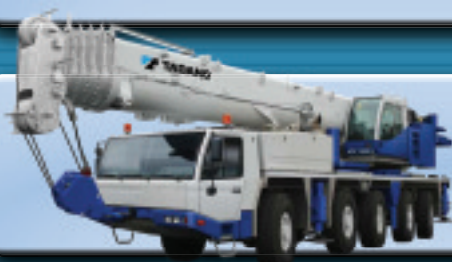


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