

ACT

The magazine for the crane, lifting and transport industry

A KHL Group Publication

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**Superlift cranes
keeping busy**

**Plenty of work in
Southern states**

**Business lessons learned
by NCSG's Ted Redmond**

Impressive!

**First lifts for Buckner's
new Liebherr LR 11000**



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SPECIAL SECTION
**SC&RA Crane &
Rigging Workshop
Show Guide**
P 58



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Big deals

Thus far in 2014, mergers and acquisitions are making the big headlines. TNT Crane & Rigging has stepped up its growth quest with the recent agreement to acquire Stampede Crane & Rigging, Eagle West Truck & Crane and certain assets of J&B Trucking. This will extend the Texas company's reach into Canada and greatly enhance its focus on energy-related markets. Based on TNT's bullish acquisition strategy, the company has to be one of the fastest growing crane companies in North America this year.

Another big headline is Trimble's acquisition of Load Systems International (LSI). LSI has been a crane industry success story for several years, and being under the Trimble umbrella will give the company even more resources to deliver innovative technologies and products. LSI President Dave Smith will stay with the company and run the LSI business unit.

Growing a company organically and through acquisitions is something in which NCSG Crane & Heavy Haul's President Ted Redmond can discuss and offer strategic insight. On page 27, don't miss Redmond's Top 10 Lessons for growing a crane and heavy haul business. He initially made the presentation at the Crane Rental Association of Canada annual meeting back in June. I was impressed with his comments, and I think you will be too.

We are excited to head to Dallas at the end of the month to the SC&RA Crane & Rigging Workshop. As usual, there's a strong line-up of presentations and a record number of exhibitors participating in the Exhibit Center. Stop by the KHL/ACT booth to let us know the headlines at your company.

This month we cover an array of topics. John Skelly wrote our Regional Report on the Southern U.S., and he also takes an interesting look at the market for super heavy lift cranes. In our Guest Comment, Maxim Crane Works' Frank Bardono discusses the Three Rs of the crane business, and in our Rigging Review, Paul Furio digs into crane matting and ground stabilization. Plus we have a Site Report that details the first lifts of Buckner Heavylift's Liebherr 11000 and another job story that chronicles Miller Transfer's challenges moving a huge vessel through downtown Cincinnati.

Also, I wanted to let you know about a new report we have produced titled "**ACT 100** 2010-2014." This 42-page report is an amalgamation of our last five **ACT 100** top lists, starting with 2010 and ending with our 2014 **ACT 100** that was printed in the June 2014 issue. This valuable report is available in a PDF format. Visit <http://www.khl-infostore.com/act-100-5-year-toplist-2010-2014> for more information.

And finally, keep those cards and letters coming. Let us know what's going on with your equipment, people and projects.



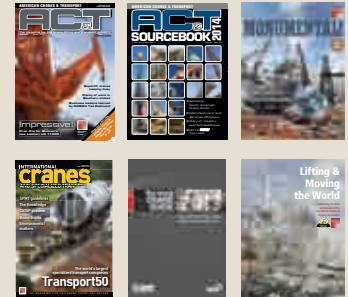
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The first lift for Buckner Heavylift's new LR 11000 was an absorption tower at a fertilizer plant in Iowa.



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ISSN 1555-1830



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American Cranes & Transport is published 12 times a year by KHL Group Americas LLC, 3726 East Ember Glow Way, Phoenix, AZ 85050. SUBSCRIPTIONS: Annual subscription rate is \$310. Free subscriptions are given on a controlled circulation basis to readers who fully complete a Reader Subscription Form and qualify under our terms of control. The publisher reserves the right to refuse subscription to non-qualified readers.



Produced in cooperation with the NCCCO



Official domestic magazine of the SC&RA

NEWS

TNT Crane & Rigging acquires Stampede Crane & Rigging and Eagle West Cranes; Trimble acquires Load Systems International; and more industry news.

BUSINESS NEWS

Chris Sleight reports that there was a sharp decline in share prices at the end of July as political tensions, weak results and other concerns hit investor confidence.

SAFETY/TRAINING

Daniel Erwin discusses the value in making mistakes and why there is no silver bullet to prevention.

NCCCO NEWS

NCCCO stands behind its credential and doesn't take misconduct lightly.

GUEST COMMENT

Frank Bardono explains why rigging, rentals and responsibility are the most important 'Rs.'

INTERVIEW

Ted Richmond, CEO, NCSG Crane and Heavy Haul, discusses the top 10 lessons learned from growing a business.

RIGGING REVIEW

Paul Furio discusses how changes in matting technology and new products have made crane operation safer and jobsite preparation easier.



PRODUCT FOCUS: SUPERLIFT CRANES

John Skelly explores the relationship between the growing superlift crane market and the petroleum business.

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John Skelly reports on the crane, rigging and specialized transport industry of the Southern U.S. and Gulf Coast.



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D. Ann Shiffler chronicles Miller Transfer's challenges when hauling an oversized vessel from Cincinnati to a barge site on the Ohio River.

SITE REPORT: LIFTING 50

D. Ann Shiffler reports on the work Buckner Heavylift's new Liebherr LR 11000 superlift crane is performing.

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

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■ The Crane Institute of America has launched a handbook called "Rigging Metric," a metric version of the U.S. Imperial handbook, "Rigging," by James Headley. The handbook contains the latest information on wire rope, rigging hardware and slings, including capacity tables and charts. It also covers how to calculate load weight, sling loading and proper load handling techniques. The book can be ordered at Crane Institute's online store at www.craneinstitute.com.

■ Revenues at Kobelco Cranes were up 47 percent in the first quarter of the fiscal year beginning April 1 to \$164 million. The division's pre-tax profit was \$16.5 million, almost double the figure of \$7.8 million a year ago. The company said demand was strong across all regions it serves, adding that its domestic Japanese market was given a boost by increasing public investments, among other factors. This high growth in the first quarter has led the parent company, Kobe Steel, to increase its revenue and profit forecasts for Kobelco Cranes for the full fiscal year. It now expects revenues of \$740 million, compared to the previous forecast of \$710 million and 2013's actual figure of \$551 million. If this forecast proves accurate, that would represent a 34 percent increase in revenues.

■ Parker Hannifin has increased products available in its HoseFinder mobile app. HoseFinder 3.5's searchable catalog now includes products from Parker's Industrial Hose Products Division and Parflex Division, adding more than 357 new products. HoseFinder 3.5 is available for iPhone and Android devices. The app now includes improved graphics and faster searches throughout the app. For more information visit www.hosefinder.com.

TNT set to purchase Stampede/Eagle West

TNT Crane & Rigging, Inc. has signed a definitive agreement to acquire Stampede Crane & Rigging, Eagle West Truck & Crane and certain assets of J&B Trucking, collectively "Stampede/Eagle West." The transaction is expected to close in September 2014.

Stampede/Eagle West is a full service provider of crane and rigging services to customers in British Columbia and Alberta, Canada. This acquisition provides an entrance into the rapidly growing energy end-markets in Western Canada. Stampede/Eagle West will serve as a platform for TNT's anticipated future growth in Canada both organically and through further acquisitions, the company said. Terms of the transaction were not disclosed.

Stampede/Eagle West and TNT's shared focus on energy and energy-related end-markets will enable

TNT to capitalize on new opportunities and extend its presence into a new geography. Stampede/Eagle West operates an integrated network of nine branches and 78 cranes strategically located across Alberta and British Columbia that delivers a tactical footprint in the region. Customers will benefit from a more diversified fleet, continued investment in new fleet and the combined experience and expertise to execute larger and more complex projects. Upon completion of the Stampede/Eagle West transaction, TNT's fleet will grow to over 580 cranes ranging in size from 8 to 1,300 tons operating throughout North America.

Michael Appling Jr., CEO of TNT, stated, "The acquisition of Stampede/Eagle West provides increased geographic diversification and gives TNT a superb platform for entry into



Mike Appling, CEO, TNT Crane and Rigging

the rapidly growing Canadian energy end-markets. Their longstanding history in Alberta and British Columbia, coupled with TNT's capabilities, will provide our combined customer base tremendous benefits. We are excited to welcome our new partners/employees to the TNT family and look forward to our future growth together." ■

Goldhofer shows off new generation of SPMTs

At its Innovation Days event held in June at its headquarters in Germany, Goldhofer showed more than 500 customers its latest generation of heavy duty modular transporters.

The SPMT systems introduced included the PST/ES-E 6 (315) heavy-duty transporter with an axle load of 45 tons and the PST/ES-E

(285) with electronic multi-way steering and hydraulically adjustable track width.

"With a track width of 1,810 mm (5.9 feet), this new module offers up to 25 percent greater lateral stability than a conventional SPMT with a track width of 1,450 mm (4.75 feet)," said Stefan Fuchs, Goldhofer CEO. "With a basic width of 2,430 mm (7.9 feet),

it can be quickly and cost-efficiently transported to the next job and offers optimum maneuverability and stability under load."

Another new item was the PST/ES-E 5 (385) with an axle load of 60 tons. It is designed for ultra-heavy loads and offers the optimum payload/axle load ratio – with standard truck tires. All the self-propelled modules exhibited can be fitted with standard low loader or truck tires. ■



Goldhofer's PST/ES-E 24 with hydraulically adjustable track width was introduced as well as its MPA Axle Technology for SPMTs.

■ The advanced seasonally adjusted For-Hire Truck Tonnage Index rose 1.3 percent in July, following a decrease of 0.8 percent the previous month. In July, the index equaled 130.2 versus 128.6 in June. The latest index, released by the American Trucking Associations on August 19, is off just 0.6 percent from the all-time high in November 2013 of 131.0. Compared with July 2013, the index increased 3.6 percent, up from June's 2.3 percent year-over-year gain. Year-to-date tonnage is up 2.9 percent.

■ Construction firms added jobs in 39 states from July 2013 to July 2014, according to the Associated General Contractors of America. Florida (40,600 jobs, 11.1 percent) led all states in construction jobs added in the latest 12 months, followed by Texas (23,600 jobs, 3.8 percent) and California (22,600 jobs, 3.6 percent).

Trimble acquires Load Systems International

Trimble announced that it acquired privately-held Load Systems International Inc., a market-leading manufacturer of wireless and hardwired crane safety instrumentation, headquartered in Quebec City, Canada. The acquisition enhances Trimble's broad portfolio of technologies that improve the safety, quality, transparency and efficiency of construction and maintenance projects across a range of industries. Financial terms were not disclosed.

"Crane safety is a major concern in any construction material handling project, with major impacts to safety, costs, liability, insurance and timely completion," said Bryn Fosburgh, vice president responsible for Trimble's Construction Technology

Divisions. "Trimble's commitment to transform construction processes and facilitate more effective projects doesn't end at ground level. The combination of LSI's solutions with Trimble's geospatial, location, analytics, modeling and visualization

tools provides opportunities to integrate crane safety more closely into construction project planning and execution."

"Cranes represent substantial investments in any construction or maintenance project, with significant risk for owners and renters," said David Smith, president and CEO of LSI. "Our focus has always been to deliver solutions that raise the technology bar and enhance site safety, while making it easier for customers to optimize the use and management of their cranes. We look forward to continuing that work at Trimble, while developing still more innovative products by leveraging Trimble's advanced technologies and global reach."



Altec boom trucks debut Hirschmann iSCALE

Altec has begun outfitting their AC45-127S telescopic boom truck with the new Hirschmann iSCALE Control System. The load moment and area protection system, known as Altec's LMAP system, consists of a complete Hirschmann system package which includes the vSCALE D3 display, cSCALE S6 control unit and various sensors.

Hirschmann customized the programming of the LMAP system to meet Altec's specific requirements. The console features a 7-inch color display with video capability and intuitive menu navigation. The crane operator can view all crane information including general configuration, crane geometry and engine parameters. The operator can also define audible alarm set points and numerous user warnings that help to improve awareness on the jobsite, the company said.



Hirschmann's new iSCALE Control System features a 7-inch color display.

Refurbished Link-Belt HC-218A hits the mark

For Colorado Crane owner Patrick Lansu, a 33-year-old HC-218A lattice truck is still hitting its mark. Lansu updated and retrofitted the 1981 HC-218A to comply with the latest industry requirements.

In Englewood, CO, the HC-218A is building retaining walls around a new Denver Broncos indoor practice facility. The new facility will measure 150 feet wide by 400 feet long, but it first had to be outlined with 20-inch thick and 20-feet tall retaining walls to hold back two sides of the nearby rolling terrain. The HC-218A assisted with placement of prefabricated panels that form the shell of the new facility. The new practice field is scheduled for completion by fall of 2014.

Lansu also recently purchased a new 2014 model HTC-86100

that his company uses as a taxi-crane in the Denver-metro area. The HTC-86100 is placing over 300 tons of bar joists, girders, decking, angle iron and columns at a jobsite near Colorado Springs where a 66,000-square foot nursing facility is being erected.

The 33-year-old HC-218A places retaining walls around the new Broncos training facility.



"The HTC-86100 is awesome. I have a business to run, but if I get the chance to run this 86100, it's a holiday for me."

—Owner, Patrick Lansu, Colorado Cranes Inc.



Rick Witmer



Patrick Lansu

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"The HTC-86100 is the nicest crane I have ever driven, and I have been doing this a long time. It's a Cadillac with that ZF AS-TRONIC automatic transmission. It downshifts through Monument Pass going to Colorado Springs with ease. I am really impressed with it."

—Operator, Rick Witmer, Colorado Cranes Inc.

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Rogers debuts new trailer

Specialized carriers can now haul their super loads on Rogers specialized application model. This trailer was specifically designed and built for a major southwestern utility company to transport emergency transformers. It will also haul rough terrain cranes, excavators or other heavy equipment with little or no breakdown.

Stretching out over 90 feet,

this 60-ton capacity trailer features three air-ride axles with 54-1/2-inch axle spacings combined with a 14 foot, 1-inch booster assembly and two detachable axles. The booster can easily be removed and the rear assembly can be run as a 3-axle, close-coupled 4-axle, or a 5-axle when hauling lighter loads or when a spread axle configuration is not required. The trailer

also features Rogers' unique detachable rear frame for quick and easy axle load re-distributions. The 26-foot platform deck easily fits under most super loads. An additional feature of this model is a "Dolly Link," increasing the swing clearance to 182 feet to distribute the trailer's kingpin load onto the tandem-axle, air-ride suspension helper dolly and the tractor.



■ Experts from Konecranes rebuild components from any brand of overhead crane, restoring them to optimal performance at a fraction of the cost of new parts, the company said. Their specialized rebuild process results in the maintenance of OEM integrity and restoration of load-handling capabilities. High-quality materials and applied industry expertise ensure superior results in all rebuilt parts. Through the exchange program at the Rebuild Center, some worn components can be exchanged for a rebuilt part of equal or better quality already in stock, cutting down on wait time for an exact part to be rebuilt. Parts from the Rebuild Center include the same warranty as new replacements, reflect 40-60 percent cost savings and have shorter lead times than new parts.

Essex Crane reports crane utilization is up

Demand and rental duration for cranes is increasing across the U.S., according to second quarter results from Essex Rental Corp. The crane rental specialist announced a 29.1 percent increase in crawler cranes on rent for the second quarter of 2014, compared to figures for the end of 2013.

Crawler crane rental backlog as of June 30, 2014 increased 69.2 percent compared to the backlog a year earlier. Use of rough terrain cranes also increased; with utilization at 68.2 percent for the three months ending June 30, 2014 compared to 60.3 percent for the same three months in 2013. Other tower crane utilization increased to 46 percent for the second quarter of 2014 compared to 42.4 percent for the quarter ending June 30 2013.

Essex said longer leases were also being demanded, as the

average duration of signed leases increased 26.7 percent for the first half of 2014, compared to the first half of 2013.

Stronger demand, however, had not yet translated into higher profits, the company said. Equipment rental revenue for Essex Rental was \$16.4 million for the second quarter of 2014, down from \$18.9 million for the same

period in 2013. Total gross profit decreased 17.1 percent to \$5.3 million for the second quarter 2014 from \$6.4 million for the same three months in 2013.



Konecranes' specialized rebuild process repairs components from any manufacturer to their original load-handling capabilities.

Crane Service, Inc. set 15 bridge beams for the Texas Department of Transportation in Sterling City, TX. They accomplished the project using their new 450-ton Grove GMK-6400 AT rigged with the Mega-Wing attachment. The bridge beams, weighing 88,000 to 91,000 pounds, were set with relative ease and road closures were kept to a minimum, the company said.



Austin Crane receives Tadano ATF 90G-4

Austin Crane Service took delivery of their first ATF 90G-4 at Tadano America's headquarters in Houston in August. The ATF 90G-4 features a compact design that Austin Crane Service has found to be a big benefit. According to Larry Taylor, owner and president, Austin Crane Service, "the hydraulic luffer and the turning radius are a huge plus when getting in and out of and working on confined jobsites."

With a lift capacity of 110 tons and boom length of up to 168 feet, the ATF 90G-4 features a tiltable cockpit and two oil coolers to keep hydraulic temperatures low. The machine's automatic moment limiter (AML-C) offers enhanced functionality

and the ability to pre-set special job configurations.

Since its arrival in Leander, TX, the ATF 90G-4 has been used to build and set tanks and was most recently utilized in downtown Austin working inside street barricades with narrow lane closures.

Austin Crane recently took delivery of a Tadano ATF 90G-4.



■ Manitex International reported that second quarter net revenues rose 9.3 percent to \$68.4 million, from \$62.6 million in the second quarter of 2013. Consolidated backlog on June 30, 2014 increased 32.7 percent to \$102.5 million, from \$77.3 million on December 31, 2013, and 2.5 percent from \$100 million on March 31, 2014. Second quarter net income for Manitex International was \$3 million, an increase of \$0.3 million or 12.5 percent from the second quarter of 2013 of 2.7 million. Chairman/CEO David Langevin said "While our quarterly results were slightly below plan, we continued to grow our revenues to new highs with solid bottomline net income while EBITDA margins were in-line with our historic levels."

■ Sales at Japanese crane manufacturer Tadano were \$425 million (JPY 44,082 million) for the first quarter of the 2014 financial year (three months ending June 30, 2014), up 15.7 percent on the first quarter of the 2013 financial year. The increase for sales of wheeled mobile all terrain and truck mounted cranes and straight boom truck loader cranes in Japan was 16 percent to \$161 million (JPY 16,743 million). Sales from outside Japan were up 13.1 percent from the same period a year earlier, at \$263 million (JPY 27,339 million). Crane sales from outside Japan were 62 percent of the total. Operating income was JPY 5,817 million (\$56 million) up 24.3 percent from the same period during the previous fiscal year. Net income for the quarter was JPY 3,698 million (\$36 million), down 6.9 percent from the same period during the previous fiscal year.

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Down in Q2 at Manitowoc

Manitowoc's crane segment sales in the second quarter of 2014 were down 6.4 percent on the same period a year earlier.

Net sales were \$606.1 million compared to \$647.4 million in the second quarter of 2013. "The decline in sales is due to volume decreases that were most pronounced in the boom truck and rough-terrain product categories," said the global crane manufacturer.

Crane segment operating earnings for the second quarter of 2014 were \$54.4 million, down from \$70.0 million in the same period of 2013. The operating margin was 9 percent versus 10.8 percent for the second quarter of 2013. "Second quarter 2014 margins were affected by lower sales volume that was only partially offset by ongoing operational

efficiencies," said the manufacturer.

Order backlog in the crane segment was \$728 million on June 30, 2014, down \$114 million, or 14 percent, from the first quarter 2014. Second-quarter 2014 orders, at \$491 million, were 19 percent lower than the second quarter of

2013. For the first six months of 2014, however, orders were 6 percent higher than the first half of 2013.

For the full year of 2014 Manitowoc said it now expects crane revenue to be flat or slightly down and for crane operating margins to be a high single-digit percentage. ■

A Grove 450-ton GMK6400 owned by Greiner Industries has worked more than 1,500 hours since it was delivered in August 2013. The crane recently worked at a Glatfelter paper plant changing out 15-ton evaporators.



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ATF 50G-3 (55 ton)



SAFETY FIRST



Photo: hydraulic offset jib (optional)

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Manitex

Chris Sleight reports that there was a sharp decline in share prices at the end of July as political tensions, weak results and other concerns hit investor confidence.

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.

Share sell-off

American stock markets had something of a mixed month in July. Early on there were promising signs as the Dow went above the 17,000-point mark for the first time in its history. However, as the month came to an end there was a broad sell-off as investor confidence wavered.

The dive on the last day of July saw the Dow drop 317-points (nearly 2 percent), which is a big fall for a single day. It was due to a number of factors coming to a head, including weaker than expected half-year results from some blue-chip companies, escalating tensions between Russia and the West, and continuing solvency problems at a major Portuguese bank, Banco Espirito Santo.

Another more technical point is that after a long, steady rally for five months or so, a sell-off was pretty much inevitable. There comes a point in any bull market where investors judge that

prices have reached a ceiling and take their profits.

This does not necessarily mean that share prices are now on a downward trajectory – as this month's graph shows, there have been other corrections over the last 12 months. For the moment it looks like a normal reaction to shares becoming a little over-valued, along with investors pricing in a few global risks.

Heavy hit

Another point which is evident from this month's graph is that heavy equipment manufacturers took a heavier hit than the broad market indexes during the sell-off. While benchmarks like the Dow, NASDAQ and S&P 500 were down around 3 percent, the ACT Heavy Equipment Index (HEI) for the American construction equipment sector was down around 10 percent.

This partly reflects the nature of cyclical stocks. When times are good they shoot up ahead of the broad

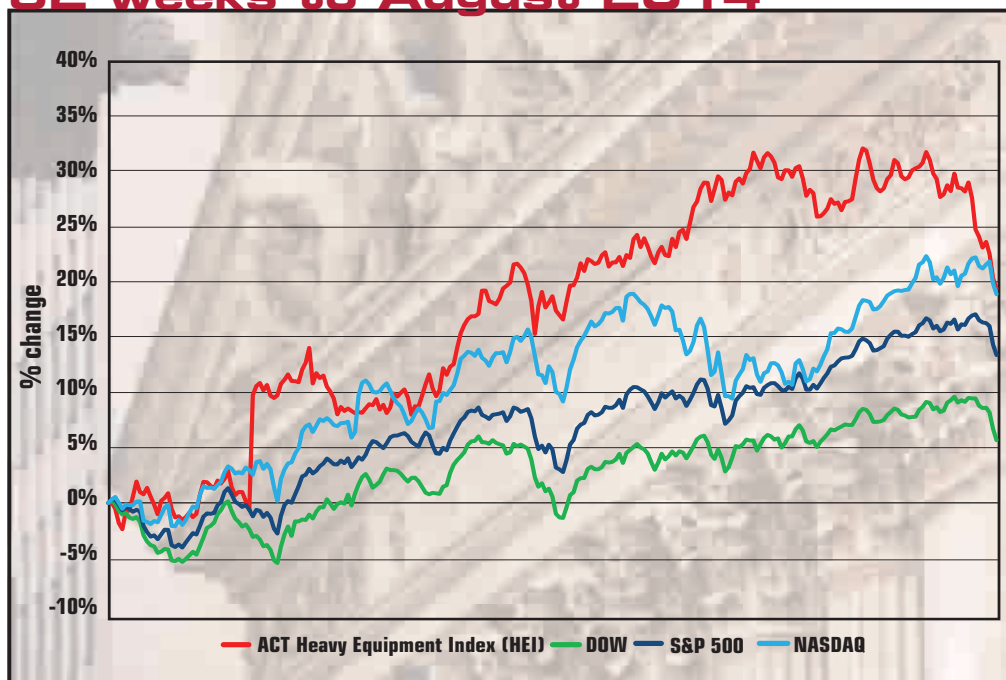
indicators, but bad news leads to heavier falls.

Another factor in this case is that the largest single component of the ACT HEI, Caterpillar, saw a pretty bad reaction to its second quarter results. Revenues were down 3 percent compared to the second quarter of last year, with growth in construction equipment not strong enough to offset a fall in the mining sector.

This pulled the company's share price down some 3 percent on the day of the results announcement. However, Caterpillar is so big that it is seen as a barometer as the sector as a whole, and the ACT HEI was down 4.66 percent on the same day. This and the broad sell-off took the Index below the 200-point mark for the first time since March.

With the results season now over, it is likely to be economic and political news that drives markets one way or the other in the coming weeks. ■

52 weeks to August 2014



AUTHOR:

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



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Daniel Erwin

discusses the value
in making mistakes
and why there is
no silver bullet to
prevention.

Learning from our mistakes

There is an increasingly common occurrence taking place in our industry. I know for a fact that several readers of this article have been through this and others inevitably will. The experience to which I am referring normally looks a lot like this: A handful of people are sitting around a large table while the ins and outs of a recent incident are recounted in as much detail as possible. Notes are taken, consequences are discussed, and action plans are made.

Then, one of the owner reps does the inevitable – he or she looks right at one of the service providers' representatives, (usually the poor safety professional), and says: "What will you do as a company to prevent this from ever happening again?"

Silence.

Stares.

Rapid heart rate and sweating.

Eventually, a variation of the old familiar words come out, either spoken by the one to whom the question was directed or another helpful soul stepping in.

"We will come up with a new process, a rule, or

a form that addresses this situation and put it into place companywide."

After a version of that statement is uttered, the meeting soon disperses with plans to re-convene at a later date to review the new written addition to the contractor's safety program and discuss its rate of success.

What is wrong with this situation?

In the view of this sometimes over-opinionated author, several things, the largest of which is the question itself. If we are honest with ourselves as we read this article we all know the only truthful answer. "Nothing."

The question as routinely worded suggests that there is some sort of easy button or magic switch that a management member can hit or push that will automatically be the solution for each employee in every area of an organization for both the present time and in the future. This is simply not true. There is absolutely nothing that a company can do that will ensure that a mistake is never made by an employee. The co-workers of each company represented by the readers of this article are human. By nature of being so, they inherited certain characteristics, chief among them are imperfection and free agency. We are stubborn creatures who best learn by experience and yes, from our mistakes.

The safest person in the area of fall protection is

many times the one who has suffered a previous fall. The CMV driver who will not push the limits of his/her hours of service is often the one who did so in the past and experienced undesirable consequences. In our continued admittance of honesty we know this, of course, also includes the person who asks the question in our meeting.

Desire for success

Repeated studies show that the best results are brought about by personal desires for success rather than programs, rules or edicts from others. This means that the person most likely to work safely is the one who has a personal desire to do so that comes from within. Shouldn't this be our main goal – to create a company culture that does everything possible to create and encourage this

desire in our employees? One that focuses more on the reasons we work safely, not simply added written policies. As a matter of fact, wouldn't that premise lead us to a safer workplace than continually searching for the one best answer to the question referenced in this article?

We should never excuse or overlook mistakes by saying they are simply human nature or impossible to control. Every incident should be an opportunity for learning and steps should be taken to attempt prevent the re-occurrence of each and every one. I personally think that the sooner we stop attempting to put a process in place to address every near miss, the sooner we can get to the real root of why our employees do what they do, and hopefully find real solutions with their help. ■

THE AUTHOR



Daniel Erwin

is a crane, rigging and transportation safety consultant and author.

“The question as routinely worded suggests that there is some sort of easy button or magic switch that a management member can hit or push that will automatically be the solution for each employee in every area of an organization for both the present time and in the future. This is simply not true.”

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NCCCO polices its certification

Unsafe operation, illicit drug use, forgery and fraud – just four of the ways that CCO-certified crane operators who flout the rules can learn first-hand how the NCCCO disciplinary program works and how, for varying amounts of time – up to and including lifetime bans – they can be deprived of their certification. This can mean, in circumstances where CCO certification is mandated, their ability to work as a crane operator.

In 2013, NCCCO investigated more than 40 allegations of misconduct by certificants. While this represents less than one half of one percent of CCO-certified individuals, NCCCO treats each complaint seriously in the recognition that any one infraction could have (or have had) tragic consequences. Of the 40 allegations investigated by NCCCO's Ethics and Discipline Committee, eight were determined to be unfounded, but direct action was taken in six. Others were still under investigation at year-end.

Disciplinary action included suspension and/or revocation of certification, as well as prohibitions on testing for up to one year. Anyone disciplined has the automatic right of appeal to NCCCO's Board of Directors.

"NCCCO goes to great lengths to protect the integrity of its programs by proactively ensuring compliance with its

Certificant misconduct leads to disciplinary action

policies, and thoroughly investigating any allegations of misconduct," said NCCCO's Manager of Test Integrity, Robert Sampson. As a former police captain, Sampson is well qualified to conduct investigations and present evidence to the Committee which is composed of industry veterans with scores of years of crane experience.

"Every candidate signs an agreement to comply both with NCCCO's Code of Ethics and the Substance Abuse Policy" says Sampson. "It is part of our job as a nationally accredited and OSHA-recognized certification organization dedicated to quality and integrity to ensure that they do. That's only fair to their co-workers and to their employer and, frankly, to themselves."

Cheating, forgery and unsafe acts

Sampson confirmed that the most common forms of misconduct included cheating during examinations, attempted forgery of certification cards and test results, engaging in unsafe crane

operations (whether or not leading to an accident), and failing a drug test.

"No matter what the infraction, no violation of NCCCO policies either by a candidate or a certified individual can, or should be, tolerated," he said.

NCCCO receives allegations from a variety of sources including co-workers. Employers were, however, most likely to file a complaint, Sampson said.

Mike Trahan, Heavy Rigging & Equipment Construction Manager of Performance Contractors, Baton Rouge, LA, has had occasion to do so on several occasions and has been highly satisfied with the response.

"It's gratifying to know that a national certification body such as NCCCO is prepared to stand behind its credential, and conduct a thorough investigation whenever a case of misconduct is brought to its attention," he said. "We have been very pleased with NCCCO's efforts to help root out bad site practices and provide additional protection to those whose daily activity brings them into contact with cranes."

Billboard leader embraces CCO Certification

Reflecting the increasing growth and importance of the CCO Signalperson and Rigger certification programs, 16 employees of Lamar Advertising attended Signalperson and Rigger Level I practical examiner accreditation workshops in Pittsburgh, PA in July.

To provide for greater scheduling flexibility, Lamar opted to have its employees trained and accredited by NCCCO to administer CCO practical exams through this hosted workshop. This latest workshop brought the number of accredited practical examiners on staff to more than 30.

Since 2011, Lamar – a leading producer of billboards, digital, transit, and highway logo signs – has officially adopted CCO certification for all of its crane operators, signalpersons, and riggers. Lamar relies upon its lifting teams to safely install and maintain more than 178,000 out-of-home advertising displays installed across North America.

NCCCO reports that more than 10,000 signalpersons and 7,000 riggers have earned CCO certification to date.

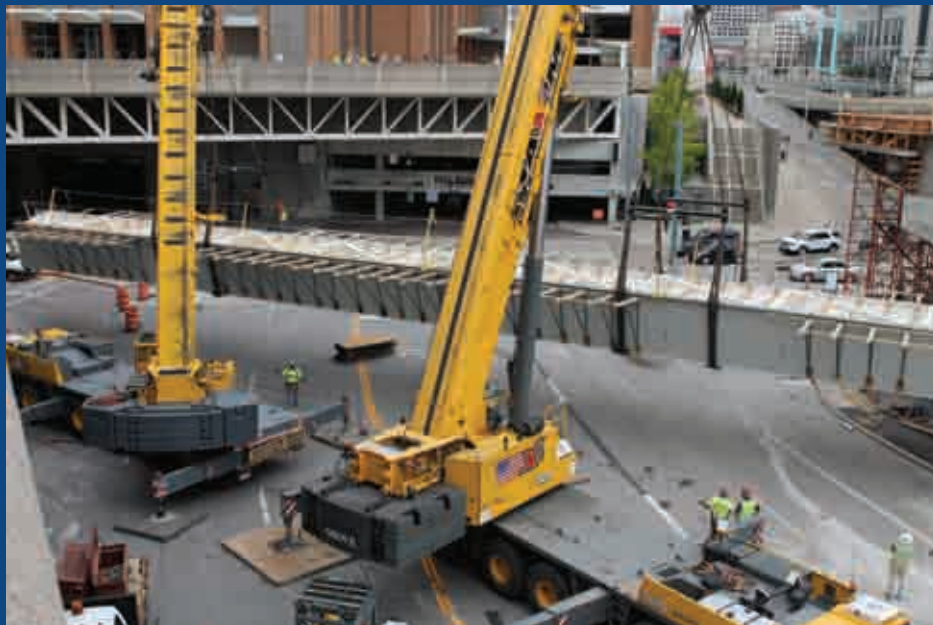


“It’s gratifying to know that NCCCO stands behind its credential and conducts a thorough investigation whenever a case of misconduct is brought to its attention.”

Never before has the industry accomplished so much in regards to raising the bar for operators, riggers, heavy haulers, engineering, training, the environment and safety.

Frank Bardonaro

discusses why rigging, rentals and responsibility are the industry's most important 'Rs.'



The three Rs

Rigging, Rentals and Responsibility. These are the hot "Rs" of the crane and rigging industry, which is evolving at such a rapid pace that we are all constantly challenged to not only keep up, but to stay ahead of the game. Our industry is comprised of the most safety conscious, technically superior and focused group of professionals than ever before. As the world continues to focus on designing and building everything heavier, higher and faster, it is the responsibility of our industry's leadership to ensure that all of these goals are accomplished without sacrificing safety.

Never before has our industry accomplished so much in regards to raising the bar for operators, riggers, heavy haulers, engineering, training, the environment and safety. We are meeting all regulatory standards, and often exceeding them. These "three Rs" can help guide us to improve our industry and ensure sustainable safety, productivity and profits.

THE FIRST "R" IS RIGGING. High profile incidents and even social media have highlighted the importance of qualified/

certified rigging at the highest levels in the history of our industry. Many customers and cities require lift plans, drawings, operator and rigger qualification records and certified/inspected rigging gear. These rules, many of which were supported or partially written by our industry leaders, have and will continue to ensure that the industry attracts, trains and develops the most technically astute and qualified personnel ever employed in our industry.

The days of the truck driver pulling double duty as a rigger are gone. Today there is a global/cooperative effort to share best practices to ensure safety around the world. The movement is to standardize the qualification requirements for people we rely on to ensure that every lift and every application involving rigging, signalmen and lifting gear meets or exceeds the highest standards with the goal of zero incidents. Therefore, continued support for qualified/certified rigging standards and procedures is a critical issue.

THE SECOND "R" IS RENTALS. The actual rental of cranes and related equipment in our industry can't happen without qualified operators, riggers, engineering and support of rigging, service and safety professionals. Renting a piece of equipment is inclusive of a qualified supporting cast, as well as the costs associated with these critical people and the services they provide. Every day our industry requires various types of rigging expertise. This is the same regardless of lifting, placing, moving, erecting,

dismantling or otherwise supporting the project and customer needs. Average equipment costs, labor rates and training costs continue to rise. It is more important than ever that rigging experts understand that they are a core component of the actual equipment rental being provided to perform these functions. And yet, it is more difficult than ever to differentiate between the equipment and the labor.

Those days are gone

The crane or machine itself is actually the "widget" in today's market, and the rigging expertise and support is the value-added service that must be provided to ensure that projects are managed safely and profitably. Essentially, the days of buying a crane and sending it to the job while relying on the customer to do the rigging are gone. The days of relying on manufacturers to provide the technicians and service personnel to get cranes up and running the same day are also gone.

AND FINALLY, THE LAST "R" IS RESPONSIBILITY. Our industry is statistically one of the most difficult and dangerous industries in the world. We continue to invest in new equipment, safety programs, training courses, regulatory compliance, parts, service and best practices on a global basis. This ensures that we protect our employees and provide our customers with the best lifting, rigging and hauling solutions in the world. This is the industry mission and our shared responsibility.



Frank Bardonaro, president, Maxim Crane Works, will be a featured speaker at the World Crane & Transport Summit November 12-13 in Miami, FL.

New cranes and rigging gear can easily cost more than \$1 million per unit. Companies in our industry maintain and expand safety programs that can have yearly budgets exceeding millions of dollars. Safety equipment, fall protection gear, all-hands safety meetings, tool box talks and the like add to expenses. Buying a crane means much more than just buying a crane. Meeting transportation regulations can require the additional purchase of 10 to 20 trailers, tractors and other gear to move and rig these larger units. All of these investments require the responsible owner to ensure that customers understand that while these investments are necessary, they are not free.

Return on investment

What do all of the following have in common: Tennis lessons, golf lessons, hair coloring (for those who have hair), personal trainers, lawn mower repair, boat mechanics, pedicures, taxi cabs, wedding photographers and health spas? The answer is that the cost of each service averages between \$60-\$200 per hour. Do these trades have more liability, risk and expertise than an iron worker, rigger, crane technician or crane operator? Is it more dangerous to hit a golf ball into the lake than it is to rig a 100-ton vessel and transport it across town? Is a set of golf clubs more of an investment than a rigging box? This is where we need to be more responsible and educate our customers that our industry's professionally operated and trained companies are investing in these initiatives to help better serve the industry, and these investments are worthy of a proper return.

Do some in our industry "race to the bottom" when quoting the services of professionally trained, certified/qualified personnel in the crane and rigging industry? Are there some who want to "just not lose money" instead of producing a sustainable model that allows for equipment re-investment and business growth? Do we see some customers say that "they throw in the riggers with the crane"? If the answer to these questions is yes, then all of these actions are irresponsible. They are not helping the customer, employees or the industry in the long run.

It is our responsibility as industry leaders to provide safe, quality and state-of-the-art equipment and people to safely perform lifting and rigging tasks. However, if the industry wants to continue to lead the way to safer services and to

attract and retain talent, then there must be fiscal responsibility by those who are in charge. It doesn't make sense to just "throw in" valuable expertise. Responsibly managing the industry for the future means that we must invest in our people, our equipment and our training to build an industry that meets and exceeds our customer, shareholder and employee expectations.

The "three Rs" mean a bright and safe future for the industry today and ensures that future generations will be proud to call this industry theirs. ■

It doesn't make sense to just 'throw in' valuable expertise.





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-Jeff Hammons, AmQuip

Ted Redmond offered up the top 10 lessons learned from growing a crane, rigging and transport business.



Ted Redmond is president and CEO of NCSG Crane and Heavy Haul based in Alberta, Canada.

Top 10

Ted Redmond is president and CEO of NCSG Crane and Heavy Haul, a leading provider of fully operated and maintained heavy lift crane services and heavy haul transportation services. The company has been one of the fastest growing in the industry over the past six years, and today has 720 employees, 18 branches and more than

285 cranes serving the North-South Energy Corridor stretching from Western Canada thru to the Gulf Coast.

Redmond has more than 30 years of operating, transactional and business advisory experience in the crane, transportation, energy and utilities industries. For the last 17 years, he has held senior leadership roles, including president/CEO, for a number of large private and public companies.

Active in the industry throughout North America, Redmond is a member of the Crane Governance Committee of the SC&RA, and he is on the boards of the Crane Rental Association of Canada (CRAC), the Alberta Crane Owners Association, the B.C. Crane Owners Association and the Alberta Council of Turnaround Industry Stakeholders.

Redmond gave a presentation at the CRAC Annual Meeting in June 2014. His speech, titled "Top 10 Lessons Learned" offered strong information about running a successful crane and transport company in North America. As well, he passed along several "nuggets" of information that he has used to grow companies and ensure their success.

"These lessons I've learned at NCSG as the CEO, a part owner and an observer of company history," he said. "Plus, there's a bit of information I've learned in 30 years of running, consulting to and serving as an M&A advisor to many other businesses."

Presented in the Top 10 format similar to that of the "Late Show with David Letterman," the following are Redmond's Top 10 Lessons.

10 Strategy

- Develop a strategy for profitably and safely growing your business.
- Involve your management team in strategy development.
- Communicate your strategy broadly to your employees.

"If your employees don't know the strategy, they can't execute it," Redmond said.

>28

NCSG Crane & Heavy Haul's Manitowoc 18000 with Maxer lifts a huge component.



Well done is better

than well said.

BENJAMIN FRANKLIN



9 Execution

- Your best strategy is useless if you don't develop action plans.
 - Act on and track the progress of your action plans.
 - Most importantly, make the tough decisions to allocate resources in coordination with the strategy.
- "An example is adding new branches," he said. "If your strategy is to expand your services, new branches are a strategy that requires strategic planning and the resources required. To quote Benjamin Franklin, 'Well done is better than well said.'"

8 Have an exit plan

- You don't have to use it but you better have it.
 - An old boss once told me, "The kids can't write the check."
 - Private equity has an exit plan before they even buy a business.
 - Keep your business attractive to buyers.
- "It's usually best to keep it a pure play (i.e. only crane and heavy haul)," he said. "This keeps your options open to sell to a strategic buyer as well as gives private equity buyers the exit strategy they need."

7 Acquisitions

- More acquisitions fail than work. The reason for these failures are:
 - Misaligned cultures, incentives,
 - Key people leave,
 - End market is too small,
 - Bought company at the "peak."
- Address these issues up front, buy companies with:
 - Good people who want to stay on and share the same values,
 - Profitable over the cycle,
 - History of growth and prospects for future growth,
 - Strategic fit with business direction.

Redmond quoted Lou Gerstner, former CEO of IBM and American Express: "Successful enterprises are built from the ground up; you can't assemble them with a bunch of acquisitions."

6 Capital Structure

- Leverage can be your friend:
 - It lets you use the earning power of existing assets,
 - Grow faster by buying more equipment,
 - Reduces taxes (by paying interest expense).
- Or your enemy if you get off side:
 - Banks don't like it when you violate covenants.
 - You can lose control of your business if you violate covenants or your bank loses trust in you.
 - Find the appropriate capital structure for your business, covenant light is best, if not track how you are doing in relation to your covenants on a monthly basis.
 - Never surprise your banker - always warn them well in advance of violating a covenant, they will usually help you but you both need time to figure it out.

5 It's all about the ROCE

- "We are in an asset intensive business, and it's all about the return on capital employed," he explained.
- It doesn't matter how many cranes you have or how much cash you took out of the business last year.
 - You must make enough money to replace your assets over time.
 - Businesses are valued by what kind of return can you make on your assets.
 - Surprising number of business operators don't look at their all in costs and earnings (after depreciation, interest expense, taxes) and they don't calculate their ROCE.

"For smaller businesses, if your ROCE is less than 20 percent you will have a hard time selling your business for a premium to asset value," he said.

4 Business Downturn

- A recession can destroy your business.
 - We acted too slowly in 2008 and 2009.
 - Act fast, live to fight another day.
 - Stop buying equipment, cut costs and share the pain.
 - Don't give up.
- Redmond quoted Thomas Edison, founder of General Electric and inventor of the light bulb, saying "Those who give up will never know how close to success they were."

3 Take a Chance

- We are in a good industry with lots of opportunities.
 - Many of them are not expensive to try.
 - Don't let them pass you by.
- "Every year we try to focus on one or two of our best opportunities and make them happen," Redmond said.

2 People

- We are in a large ticket, customer relationship business where people are the key to our success.
 - This has been my main focus over the last four years, building a winning team. It should be your main focus too.
 - At NCSG we are very fortunate to have built such a strong group of industry experts.
 - Every time we have a meeting I marvel at the capabilities in the room.
 - A special thanks to ... Let your team know you are thankful for their efforts.
 - Communicate with your employees, share financials broadly, share strategy broadly.
 - If your employees know where you want to go, then they will get you there.
 - Train your people. It's the best investment you can make.
- "Jerry Yang, founder of Yahoo, said it well: 'Hire better than yourself,' said Redmond.

1 Safety First

- We work in a dangerous business. We must work hard to send our employees home safely every day.
- Don't pay lip service to it, find and fix all the root causes. I believe every incident has systemic causes.
- Don't just blame it on the individual error, mistake proof your business.
- Look deep to find out what management should have done differently.
- Our customers won't tolerate downplaying or ignoring incidents.
- All incidents are preventable!

For more information...

To view the complete Power Point presentation please visit:

www.crac-canada.com/attachments/article/117/top-10-lessons-learned-ted-redmond-june-7.pdf

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Understanding soil conditions through proper testing and mat selection based on the actual load is the best deterrent to accidents.

Paul Furio discusses how changes in matting technology and new products have made crane operation safer and jobsite preparation easier.



Breaking new ground

Improper, temporary ground solutions are dangerous, expensive and can be harmful to the environment. The most common solutions for temporary ground stabilization are:

1. Rely on Mother Nature to provide sufficient ground stabilization during dry periods as well as frozen periods. Bad weather brings additional costs and delays to a schedule.
2. Bring in the iron. Excavators are used to restore or create ground stability.

Rigging a crane for wind turbine erection can be risky. Sterling Lumber advised one of its Alberta, Canada clients on how to build a roadway between foundations, allowing the crane to travel more quickly and lowering the risk of incident.



3. Put in a temporary gravel road or gravel work site.

4. Utilize matting products and services.

Matting used to be a cumbersome and costly alternative, but with new technology and new products now in the marketplace, matting is making jobsites safer and more profitable, and they protect the environment.

One of the most important numbers for ground stabilization is the allowable pounds per square foot that the existing ground can handle. Here are some examples of ground conditions and average allowable load stresses:

Basic ground soil type vs. load-bearing capacity:

- Muskeg – 1,100 lbs/ft²
- Clay – 3,000 lbs/ft²
- Gravel or Sand – 8,000-16,000 lbs/ft²
- Concrete – 10,000-20,000 lbs/ft²
- Bedrock – up to 120,000 lbs/ft²

After a review of the jobsite to determine the ground conditions, the next step is to look at what type of load is being applied to the ground. Books have been written on this topic, so we won't go into detail, but the fundamental requirements are:

- Identify the equipment weight per axle including any applicable load it might carry.
- Is this load static or dynamic? (Working on the ground, or traveling over it.)

This is when the engineers should

start browsing new matting technology. Matting options today are many and can be confusing. We have identified over 60 different types of matting in the industry between different species of lumber (timber mat, access mat, rig mat, etc.), and various construction designs. Of all the mats available, the Cross-Laminated Timber (CLT) mats, and the composite, or high density polyethylene and ultra-high molecular weight polyethylene (HDPE or UHMWPE) mats are able to provide a trusted, engineered data value.

However, there is still more to consider. Referencing the traditional timber and access mats, as well as the HDPE and UHMWPE, the downward force is not 100 percent transferred throughout the entire mat because the lateral forces do not get transferred evenly to all four corners. In other words, the force being applied continues downward (mat bends) as the load is spread laterally. Depending on the design and size of the mat, the load distribution will vary based on total weight supported and the efficiency of the lateral distribution of that downward force. For bolted mats, engineers often

THE AUTHOR

Paul Furio is president of Titan Communications.



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discount the usable square footage of a mat by 10 to 50 percent.

Sterling Lumber Company's new TerraLam CLT Mats transfer nearly 100 percent of the load across the entire mat. This engineered mat more effectively distributes the load allowing for accurate data calculations without so much variability.

"Matting is no longer an expensive alternative for crane stability and access," said Carter Sterling, CEO of Sterling Lumber Company.

In the past, matting was heavy, expensive and geographically limited by where it was built. This may have led to contractors taking shortcuts on ground stabilization and relying on Mother Nature without properly assessing soil conditions. I am not aware of a single crane accident where the proper mats were used.

The matting industry is more accessible now than ever. The choice of products, suppliers, brokers, traders and distributors are plentiful. This removes the need to take shortcuts like using scraps of wood for outrigger support.

Again, understanding the soil conditions through proper testing and mat selection based on actual load is the best deterrent to costly and dangerous accidents resulting in personal injury, equipment damage and property damage.

The unfortunate reality is that safety can be expensive and often time budgets can hamper the ability for a jobsite to be as safe as possible. This is why understanding and choosing the right matting product for a jobsite is critical. It is equally as important to understand



A 250-ton AT was used to replace and upgrade power line towers that could only be reached by travelling through farm land. Then rains made the access route muddy and deeply rutted. Sterling Lumber and Midwest Access Solutions were able to rent and install an access road so the crane could be driven in and out and the lifts made safely.

the full impact of matting on a budget. Many of the projects I have studied end up getting the mats for free after they calculate the increase in productivity and decrease in restoration costs.

Following are some of the potential areas that matting at a jobsite can actually save money and increase safety at the same time:

- Safe staging areas for loading and unloading trucks. A matted area allows for quicker unloading of trucks and inbound materials thereby reducing traffic congestion and the need to have workers in active roadways.
- A clean work area is a safe work area. Mats make for a clean work environment keeping people and equipment out of the earthen terrain.
- Stable work area for cranes improving the speed of lifts and the ability to perform the lift often times directly after a rainfall or snow without any downtime.
- Jobsite logistics are dramatically improved. People and equipment won't get stuck or be damaged because of ruts, foul weather and unstable soil.
- Shorter access to remote sites can be achieved by using matting for temporary clear span bridges across ditches, creeks, streams and even small rivers.
- Negotiating with private landowners (farmers, commercial, private) can be resolved faster and for less money if they understand how their land will be protected from soil compaction and underground damage.

- Wetland permits can be obtained quicker if you can explain how the matting will protect the sensitive areas in the jobsite.

- Public perception of the work site is much better, reducing public relations time.

In order to enjoy this new era of safety with matting, it is important to understand the differences between the products in the marketplace.

Sterling Lumber Company spends a lot of time consulting with their clients on what is "the right tool for the job," said Carter Sterling. "This often times leads our clients to our sister company, Midwest Access Solutions, who can create complete access plans for your job, as well as handle all logistics along with complete install, extractions and any restoration if needed."

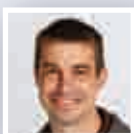
Following is a quick overview of the primary matting products in the market:

Crane mats – Hardwood timbers bolted together in a single layer with a cutout for overhead lifting on both ends. Thickness from 4 to 18 inches, lengths from 4 to 40 feet and widths from 12 to 96 feet.

Outrigger mats – Hardwood mats that are used to provide the extra footprint needed to spread the load for a crane's maximum lifting capacity. Outrigger mats are available as HDPE for light duty. For heavy duty, use timber mats with steel plate reinforcement and/or completely frame reinforced with welded C-Channel steel.

Access mats – Hardwood mats bolted together in three layers, available with

“Matting is no longer an expensive alternative for crane stability and access.”



CARTER STERLING
CEO
Sterling Lumber Company

interlocking fingers. These mats make excellent temporary roadways as well as work site platforms primarily for rubber tire equipment.

Composite mats – Lightweight matting made from high density polyethylene plastics. These mats are designed for multiple uses and make great temporary roads and work platforms where budgets allow.

Typically, these mats are roughly three to four times the cost of wooden mats, but should last three to four times

longer in their lifespan. They are not recommended for static loads, heavy lifts or tracked equipment.

Sterling said that TerraLam CLT mats are 50 percent lighter than traditional wooden matting options and yet typical costs are similar.

“The weight savings significantly reduces the cost of logistics allowing users to get mats into remote areas while spending less on trucking, as well as on the jobsite logistics,” he said. “The cross-laminated mat design is easy to clean and

Timber matting is used to allow a mobile crane to get closer to the lift.



A Saskatchewan crane company bought a new Terex Explorer AT and rigged it using C-Channel reinforced timber matting.

prevents the migration of site-to-site contamination. These mats are available in 3-layer, 5-layer, 7-layer and 9-layer sizes up to 8 feet wide and 40 feet long.”

The Sterling TerraLam CLT mats have a number of beneficial factors that help improve safety and profitability, Sterling said. These include improved data for engineers, minimum 50 percent reduction in overall trucking and jobsite logistics, and they are environmentally and responsibly manufactured with fast-growing FSC and SFI-certified materials.

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Big and getting bigger

Superlift cranes find work across the globe in both offshore and onshore capacities.

John Skelly reports.

The superlift crane market is alive and well. The concept of a crane with a capacity in excess of 1000 tons came to fruition in the mid-1970s and gained traction throughout the 1990s. Their application was largely project driven for the last 40 years but today these behemoths are actually becoming somewhat less project-specific and slightly more stock.

Kennewick, Washington-based Lampson International was the developer of one of the first superlift cranes in 1978, the Transi-Lift. The need for something with a higher lifting capacity originated from within their own town at the Hanford Site nuclear power plant.



The Lampson Transi-Lift LTL-3000 is on display at their test facility in Pasco, WA.

Lampson founder Neil Lampson pioneered more than just a crane, he developed the “over-the-top” method of lifting. This method allowed his Transi-Lift to access heavy components through the roof of the Hanford plant rather than cutting a hole in the side of it. It proved extremely successful and officially ushered in the era of 1000-ton lifts.

By the 1980s, after extensive lobbying by both President Jimmy Carter and President Richard Nixon, social acceptance of nuclear power was on the decline. Humanitarian and safety concerns (Three Mile Island, 1979) were the

primary factors in the change in attitude. But despite shutting down reactors from coast to coast, the United States is still the world's largest producer of nuclear power.

According to the World Nuclear Association, there's still over 100 nuclear power plants in this country and after 30 years of relative dormancy in nuclear power plant construction, six new plants are expected to pop up by 2020, which is music to the ears of superlift crane owners.

The Transi-Lift is still a cornerstone of Lampson's product line.

“What sets the Transi-Lift apart from our competition is its ability to fit into small foot prints on work sites, its capacity at radius and its ability to pick, carry and swing simultaneously,” said Kate Lampson, owner, Lampson International.

The LR 11000 is Liebherr's newest addition to the superlift crane market and can be equipped with the Power Boom system.

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“The Transi-Lift is also easily transported anywhere in the world and can be constructed in just 21 days. It’s well-suited for all types of power plant construction, bridge work, infrastructure, stadium construction, refineries and hydroelectric projects.”

The new Transi-Lift LTL-3000 was built in 2013 and testing was finalized last May. According to Lampson, it was purchased by a customer in Japan and was slated for nuclear power plant construction but was never delivered. The 2011 Tohoku earthquake and resulting tsunami that hit Japan resulted in a change in policy on nuclear power after Level 7 meltdowns occurred at three nuclear reactors in the Fukushima Daiichi Nuclear Power Plant complex. Lampson is currently housing the crane at their test facility in Pasco, WA. The crane is available for viewing and is jobsite-ready.

Ringers and crawlers

Mammoet continues to find success with their PTC line of superlift cranes. Both the PTC 140 and 200 DS (platform containerized twin-ring crane, double boom) have capacities of 3,200 tons. The difference between them is the size of the ring they sit on which have diameters between 30 and 41 meters. These machines were originally designed for nuclear builds but have found plenty of



The TWIN kit seen here can be retrofitted to any Terex CC8800-1.



The LR13000 owned by Mammoet does work at a plant.

work in the offshore market.

“We currently utilize these machines for FPSO (floating production storage offshore) in the Gulf Coast of the U.S. and in shipyards in Brazil,” said Guus Stigter, vice president of sales and marketing, Mammoet. “They break down into about 300 separate items, some as long as 40-feet, and can be moved around in containers.”

According to Stigter, these cranes are booked solid for the next two years, and Mammoet has even more inquiries waiting.

“These are really global machines. Your market is basically anywhere in the world,” he said.

The next extension of the PTC is a 4,500-ton machine. The plans are already in the works and Mammoet hopes to make it available by the end of 2015.

Mammoet also owns the only Liebherr LR 13000 crawler crane in the world. With a 3,000-ton capacity, it’s very unique in that it can still crawl. It has worked several jobs along the Gulf Coast, including a string of chemical plants that should all be operational within the next couple of years.

Liebherr offers three different cranes in the 1000-ton and up category. The aforementioned LR 13000, the LR 11350 and the LR 11000 in order of highest to lowest capacity.

The 3,000-ton LR 13000 is capable of using a Power Boom system for increased capacity and has picked loads of 3,750 tons during testing.

“This crane has completed a refinery project in the U.S. and has assisted in the construction of a large barge for the offshore wind power industry in Europe,” said Greg Augustine, national sales manager, crawler cranes, Liebherr Cranes, Inc. “It’s currently on its way back to the U.S.”

The LR 11000 was showcased at the most recent Bauma and ConExpo tradeshow. It provides an extremely high capacity in a relatively small package. “It’s an ideal crane for very congested jobsites, such as refineries,” said Augustine. “The LR 11000 can also be fitted with the Power Boom system, which on this crane can boost capacities into the same range as the LR 11350.”

The LR 11350 is their most popular superlift crane. Liebherr has sold over 30

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of them to date. They, too, can utilize the Power Boom, boosting capacities to 1,800 tons without any modification to the base. They're very popular on large energy projects in the petrochemical and power generation sectors, sports arenas and stadiums, and the installation of the tallest and heaviest wind turbines.

"Like all Liebherr cranes, our superlifts are designed to be highly adaptable for various jobsite requirements. Our booms can be configured for maximum capacity lifts, or if long reach is more important, we have combination boom systems to meet those needs. We also offer fully adjustable ballast systems as well as a full range of luffing jib systems," said Augustine.

Supply meeting demand

Most accounts of the superlift crane industry revolve around the word "balance." It's interesting to note that while the construction industry waxes and wanes with federal budget cuts, recessions and the weather among other things, it would appear the majority of superlift cranes around the world and at home are in use.

"Currently there seems to be a fair balance of demand all across the globe. Anywhere there are large scale energy sector projects, or even large building projects like sports stadiums, you are likely to see at least one superlift crane on the project," said Liebherr's Augustine.

The industry may have developed over the course of a few decades, but now that

The 31000 from Manitowoc features their patented VPC technology and has a maximum capacity of 2,300 tons.

it's out of the starting blocks it's cruising comfortably around the track.

"Some of these machines were developed before the market was ready. Now the market is ready for it, they're asking for higher lifting capacities. There seems to be a happy balance between supply and demand. There's a good situation right now. In four or five years it may differ and we may need more of these machines in the market," said Stigter with Mammoet.

Not only is it humming along nicely for owners, some are doubling down to meet the demand of their customers.

"Within the last year, we have invested in several mega crawler cranes, including a 1,760-ton Terex CC 8800-1, a 1,320-ton Terex AC1000 and two 1,000-ton VersaCrane CC-12000s," said Mitch Landry, president, Deep South Crane & Rigging.

"We do not believe the mega crane market has reached its height. We are presently working on a higher capacity VersaCrane to fill the increasing need of our customer base," said Landry.

The VersaCrane line from Deep South is popular because of its small footprints and compact tail swings for cranes of their capacities. They include four pedestal (TC) models and two crawler (CC) models ranging from a 2,500-ton TC to a 750-ton CC. The 2,500-ton TC-36000 is their most popular superlift crane.

Not everyone is as blissfully optimistic as Landry, Stigter and Augustine. Kate Lampson of Lampson International is actually discouraged by the current domestic market. Her company being one of the originators of the superlift crane, she says the Obama Administration is keeping her down.

"We believe that there used to be a great deal of demand for mega cranes in our country," said Lampson. "As our nation continued to develop its infrastructure, build power plants, expand refineries in the oil and gas industries and construct coal plants, the demand for these cranes was high.

"However, with the current Administration's view on energy independence, the market for these cranes has decreased. Until the Administration

Deep South used its VersaCrane TC-36000 and CC-9600 to erect a new FCCU regenerator vessel weighing 797 tons.



changes these views, the market for these cranes will remain low and the construction industry as a whole will continue to suffer," she said. "Having said that, there is some worldwide demand in the offshore fabrication, petrochemical and nuclear industries."

The current Administration has approximately 800 days remaining until a new President is sworn in. Until then, most of the big players contend the market will remain in balance if not continue to see budding growth.

"The market will be stable or even expanding. As components get heavier and projects get bigger, these cranes are needed," said Guntram Jakobs, product marketing manager, crawler cranes, Terex.

Terex recently released a Boom Booster kit to their most popular superlift crane, the CC8800-1, adding more flexibility to the unit.

Jakobs says what makes the crane unique among heavy lifters is its foundation on a crawler crane base unit, meaning it can be easily converted to a TWIN with the addition of a kit. These models can be retrofitted for customers who have already purchased a CC 8800-1. It's a very versatile machine.

"A customer might not always have a lift planned for a super heavy lift crane. Having a 1600-ton base machine allows the customer to have more job possibilities and be more profitable," he said. "When the TWIN version is not needed, the customer can leave the kit in its yard and use a smaller, more efficient machine."

Manitowoc makes one crane in the superlift classification. The 2,300-ton Manitowoc 31000 crawler crane



features their unique Variable Position Counterweight (VPC), arguably one of the most significant advancements in the crane industry over the last three decades. The VPC automatically positions the counterweight to fit the required lift.

Like some of the other big crawlers, the 31000 takes up less space than a traditional crane, in part because of the VPC. One of these giants is working in South Korea for Chunjo, LTD.

The Manitowoc 31000 is an example of how superlift cranes are becoming more mainstream.

"Prior to the production of the 31000, superlift cranes were typically one-off units produced by large construction companies for specific jobs," said Dustin Soerens, marketing manager, lattice cranes, Manitowoc. "The 31000 brings to market a fully-tested superlift crane, produced by a dedicated crane manufacturer that could be reproduced in our manufacturing facility to meet market demand."

Cost-effective solution

Soerens notes that cranes of this size may be more costly in terms of transport,

assembly and disassembly, but a crane that can make such large lifts has the ability to cut the time spent lifting or the amount of cranes needed on a project, which saves money in the long-haul.

"Cost of maintenance on a superlift crane is typically higher than its smaller counterparts simply because of size," said Soerens. "A superlift crane tends to have larger components and more of these components, which increases the overall volume of maintenance items and time required to perform service. However, to reduce the overall maintenance cost, superlift cranes are built with time-saving features such as automatic greasing and oil checking systems, as well as routings that allow service while avoiding the need to work at height."

Jakobs of Terex concurs with Soerens, but is in a slightly different boat. Because Terex's superlift cranes are serial produced, they're able to offer lower maintenance costs than specialized one-off cranes due to standard components.

At the end of the day, it's the cost of doing business for Stigter and Mammoet. The design of these machines is where the cost can really be seen.

"These cranes are unique. There's a lot of new development cost in there," he said. "Rough terrain cranes come in the thousands, the design costs go low as opposed to these machines where there's one-to-three of them in the world. The cost of operating goes up, not because of maintenance or fuel, but because at one moment these machines have to be designed."

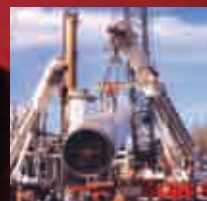
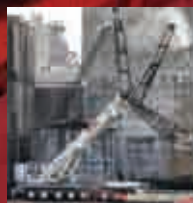
Superlift cranes are global machines. They go where they're needed and they stay a while. The general consensus is that demand for these machines will only continue to grow, especially as long as worldwide events like the Olympics and the FIFA World Cup demand multiple stadiums go up in just a few years. The nuclear power and chemical industries continue to be a source of work for these heavy lifters as well as offshore projects.

The demand for higher capacities keeps increasing and all the major players are heeding the call. As the old adage goes, "if you build it, they will come." In this case, it may be more accurate to say "if you have to build it, they will come." Either way, superlift cranes are on the rise. ■

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John Skelly reports on the crane, rigging and specialized transport industries in the Gulf Coast and the rest of the Southern region of the United States.



Jay Folladori, vice president, specialized hauling services, Landstar Transportation Logistics



Henry Gerkens, chairman and CEO, Landstar System



Jeff Latture, senior vice president of sales and marketing, Barnhart Crane & Rigging



Barnhart uses its Terex CC4000 to set a 900-ton absorber at the Kemper County TRIGCC power plant in Mississippi.

Success in the Gulf

The U.S. Energy Information Administration reported that as of January 1, 2014, there were 142 operable petroleum refineries in the United States. The five Gulf Coast states of Texas, Louisiana, Mississippi, Alabama and Florida are home to more than half a million petroleum industry jobs, according to the American Petroleum Institute. And in 2012, Motiva Enterprises upgraded their refinery in Port Arthur, TX, to make it the largest refinery in the United States. As one might expect, this region of the country is home to many crane, rigging and specialized transport companies that offer an array of services. “The primary industries that require these services in the southern U.S. relate to factory refurbishment, new construction and power generation,” said Jay Folladori, vice president, specialized hauling services, Landstar Transportation Logistics, Inc.

Located in Jacksonville, FL and founded in 1988, Landstar’s collection of specialized transporters includes everything from double drops to goosenecks and Schnabel trailers. Business has been booming. They

reported historic numbers in quarter two of 2014. Chairman and CEO Henry Gerkens, attributes the company’s success to meticulous execution.

“Results were truly exceptional in just about every metric. Total revenue generated through our un-sided and platform equipment service offering in the 2014 second quarter increased 17 percent versus the 2013 second quarter, 6 percent due to increased load volume and 11 percent due to higher revenue per load,” he said. “The key to our success so far in 2014 has been execution and more execution. Our ability to attract and retain capacity, and in turn, provide shippers with needed capacity has allowed Landstar to expand its revenue base.”

Industrial growth

Barnhart Crane & Rigging is focused on the industrial growth of the region as well.

“The flow of oil and gas from new plays tends to flow south for processing, downstream conversion and export, said Jeff Latture, senior vice president of sales and marketing, Barnhart Crane & Rigging. “The result is the potential for big

investments in upgrades and new plants.”

Latture characterizes the South as a generally business-friendly region cross-sector and said Barnhart has seen steady growth as the economy recovers.

“We feel very fortunate that our home base of Memphis is also the center of gravity of the U.S. population. It makes it a great location from a logistics perspective,” said Latture. “Wages, work rules and work ethic all lead to the ability of strong teams across our 13 branches in the Southern region.”

Things continue to go well for Barnhart, but Latture isn’t convinced the industrial economy will grow as much as has been projected. Kiplinger, a Washington, D.C.-based publisher of business forecasts, expects the economy to maintain a better than 3 percent rate of growth in the second half of 2014 and into 2015, with a chance of accelerated growth to follow.

“Barnhart is experiencing a good year both financially and operationally,” said Latture. “Overall the top line is not changing much but improved operational efficiency is yielding great results for our customers and for us. We do expect to



benefit from a growing industrial economy although the predictions of growth are likely overstated as the economics will continue to change."

Wider and deeper

Another huge force affecting the Gulf Coast and Southern region of the U.S. is the Panama Canal expansion project. The \$6 billion project calls for the construction of two new sets of locks, one on the Pacific side and one on the Atlantic side of the Canal, according to PanCanal.com. It also involves widening and deepening existing channels, creating a ton of work for crane, rigging and transportation companies.

"With the Panama Canal widening, I believe the South will become a key delivery point that will be a growing source for the crane, rigging and heavy

transport industries," said Folladori.

The Canal just celebrated its 100th birthday on August 15. The expansion project will continue to promote business until its completion in 2016 and even after as the maritime industry grows as a result of larger tankers and cargo ships.

"It's a pivotal moment," said Valentine Lynch, vice president of planning and business development for the Panama Canal Authority, in a statement given to *National Geographic*. "Not just for Panama, but for all of the trade-driven commerce that is impacted by the Panama route."

Despite the economic recession in the U.S. and abroad, Gerkens is confident in his company's future due to their ability to maintain a highly diversified customer base dispersed across many industries, commodities and geographic regions.

"Time and time again, Landstar has

For Jacksonville, FL-based Landstar Transportation Logistics, the heavy haul business is booming.

been able to access the capacity to solve a customer's transportation needs, even in this tight capacity market," said Gerkens. "And that's what separates Landstar from the rest of the transportation providers in our industry."

Latture and Barnhart echo that sentiment. Value is what's important.

"Our business has not changed as we continue to provide solutions," said Latture. "We do what we do best and expect to be paid for value. If anything, we want to lead the way in our industry with respect to value. Our industry is much more than selling widgets and deserves margins that allow us to train, monitor, invest and innovate."

Barnhart has been providing value for 45 years- don't expect it to stop anytime soon.

"We solve problems," said Latture. "We perform best when our ideas save our customers money and provide sustainable margins."

After all, the recession is just another problem. ■



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Miller Transfer hauled a huge vessel from downtown Cincinnati to a barge site on the Ohio River. **D. Ann Shiffler** reports.

Queen City haul

Rootstown, OH-based Miller Transfer is used to hauling huge components in challenging conditions. Such was the case with a project that involved the heavy haul of a 252,000-pound vessel that was manufactured in Cincinnati.

Planning the haul took about three months due to the route challenges and coordinating with nine utilities and seven municipalities along the 21-mile route.

"Planning started in early March 2014 and the haul was performed on May 18, 2014," said Brian Abbuhl, project manager, Miller Transfer. "Some of the entities we had to deal with just wanted to be kept up to date about the project and the schedule. The City of Cincinnati actually issued all the permits."

Determining the most suitable and safe route required multiple route surveys. The driver met with every utility company to run the route to make sure everyone involved knew exactly what needed to be moved and relocated. The Ohio DOT was involved from a standpoint of notification, and Miller Transfer's team worked closely with the DOT to help notify the public of the road closures before the day of the haul. The City of Cincinnati issued public announcements advising of the date and time of the move.

"A direct route would have been six miles by car," Abbuhl said. "But due to low overpasses our permitted route was 21 miles, and it took 9.5 hours to get to

A direct route would have been six miles by car, but due to low overpasses and grades, the permitted route was 21 miles. It took about 9.5 hours to get to the barge site.



the barge site. You could have walked beside the transporter most of the time. Sometimes we moved a little faster than walking speed."

The overall loaded dimensions were 141 feet long, 19 feet, 6 inches wide and 19 feet, 2 inches tall. The vessel was picked up at the manufacturing facility in downtown Cincinnati, where narrow, congested streets and a hilly terrain caused concern.

"To haul the load we used a Nelson depressed well, 13-axle trailer combination," said Abbuhl. "Obviously the size and weight of the vessel and the route we had to contend with were a part of the trailer selection."

Traversing through downtown Cincinnati they needed to get as low as possible, which drove them to the decision to use a depressed well trailer, which allowed the height to be lowered.

"We also needed quite a few support

vehicles including a spare push truck because there were some grades to deal with and in the case of rain," said Abbuhl. "We ended up not having to use the push truck, but it was there just in case."

The project back-up plan also included a spare tractor in case they had a tractor issue. It was also not used.

"We had a service vehicle in case of mechanical issues that needed to be fixed right away," he said. "We had two private escorts, a high pole at the front and a rear escort."

25 bucket trucks

Additionally, five police officers escorted the load, and there were 25 bucket trucks working ahead of and behind the load.

"The bucket trucks were one of the complications," said Abbuhl. "Each utility wanted to move their own lines. They didn't want anyone touching their wires."

And even with the 25 bucket trucks there had been significant pre-work by the utilities in terms of lines that could be tied up to facilitate more expeditious travel on the day of the haul."

On the day of the move a pre-trip meeting was held at 5:30 a.m. As well, a pre-haul meeting was held with the utility companies, escorts and police to make sure everyone was clear of the route and what needed to be done. The vessel had been pre-loaded onto the transporter by overhead cranes at the manufacturing facility. The convoy started rolling at 6 a.m.

"We wanted to anticipate every possible problem," said Mitch Unger, executive vice president, Miller Transfer. "We wanted to see what the vessel would look like in the well of the trailer, and we wanted to make sure the vessel was supported in the depressed well in a manner to make it safe to travel down the road."

CAD modeling

The vessel had been manufactured with pre-defined tie-down points, so lashing it to the transporter was not a problem.

"As far as the tie-down, we had to model the load in CAD to make sure it would fit



down in the depressed well of the trailer, and while we were doing this, we were able to model the tie-downs as well," said Abbuhl.

To assure that the day of the haul operated like clockwork, Miller Transfer's team hired a private engineering firm to analyze bridges along the route. It turned out that all of the bridges crossed were

Some 25 bucket trucks worked ahead of and behind the load. Each municipality wanted to handle its own power lines and obstructions. The convoy included 35 vehicles and 50 people.

safe, but some had certain restrictions.

"Some of them required that we cross at walking speeds and one bridge was a curved girder, and we had to be 4-feet off the outside curb," said Abbuhl. "We had to coordinate to make sure we crossed in the exact, correct location."

Projects like this are the foundation on which Miller Transfer has built its business. This customer has called on the company to haul vessels before.

"We have great relationships with our customers and we spend a lot of time making sure we understand what the project entails from their perspective and that allows us to make sure we can handle it," said David Cochran, vice president, sales and marketing, Miller Transfer.

"This job required intense planning from our Miller team. All of our departments worked hand in hand and performed the pre-planning required to make sure the move went well. After the moves are completed, we have a post-move meeting to discuss how it went and how it could have been done differently. We are always thrilled to get these types of hauling jobs but we want to continue to learn and to make sure we offer the customer the services required. We offer a full service project management process from beginning to end."

Unger said that there were no negatives associated with this particular job.

"These are exciting and interesting projects and they do get attention," he said.

Miller Transfer operates 18 terminals throughout the United States. The company has a capacity to haul components, vessels and equipment up to 400,000 pounds. The company has a full range fleet of flat deck, step deck and low boy trailers.



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From Vegas to Iowa

Working at a fertilizer plant project in Wever, IA, Buckner Heavylift's new Liebherr LR 11000 is 'exceeding expectations.' **D. Ann Shiffler** reports.

The centerpiece of the Liebherr booth at ConExpo last March was a Liebherr LR 11000 crawler.

Owned by Graham, NC-based Buckner Heavylift, the crane was dispatched to its first job in Wever, IA shortly after ConExpo ended and the Liebherr booth was dismantled.

It took 65 truck loads to move the massive crane to the jobsite, where a \$1.8 billion OCI NV fertilizer plant is being constructed. Some 25 to 30 cranes are working at the site, but none as large or as impressive as the LR 11000, according to Jerry Masten, crane project manager, Buckner Heavylift.

The crane arrived in April and was

assembled and tested before starting its first lifting work in May.

"We are super impressed with the abilities of this crane so far," said Masten. "This machine was committed to Barnhart Crane & Rigging for their use to set all the equipment on the heavy lift rigging/setting package for the job. The crane is set to work on the job until December 2014."

The LR 11000 was designed to compete in the expanding 1,000-ton to 1,500-ton capacity crane rental market, Masten said.

"It utilizes multiple combinations of either main boom, main boom and luffer or a main boom, luffer and derrick attachment with either a suspended ballast tray or a ballast wagon," Masten explained. "It also can be assembled with the new P-Boom main boom attachment, which consists of a transition base section (one into two) and another transition back to single boom near the tip section. This increases the capacity from 1,100 tons to 1,435 tons."

An efficient and clever part of the design of the P-Boom is that between the transition sections, the boom is made up of the W luffing jib sections, according to Masten.

"It's very common when acquiring a full luffing jib that you end up with a lot of luffing jib sections that sit in the yard because it's rare that you use all the luffing jib on a normal project," he said. "One other major advantage is the

For its first lift, the crane lifted a 680,000-pound absorption vessel at a radius of 99 feet. The LR 11000 was rigged using 900,000 pounds of counterweight on the suspended ballast tray. The crane was rigged with 217 feet of main boom and 78 feet of luffing jib.



At a fertilizer construction project in Iowa, Buckner Heavylift's Liebherr LR 11000 is rigged in the SDWB configuration, which includes the heavy main boom, the luffing jib, the derrick attachments and the suspended ballast tray.



actual footprint of the 11000 is only slightly larger than most 800-ton capacity crawlers, yet it still maintains the capacity of over 1,000 tons."

For the job in Iowa, the crane is rigged in the SDWB configuration, which includes the heavy main boom, the luffing jib, the derrick attachments and the suspended ballast tray.

Configured for capacity

"This configuration gives it the capacity to make the heavy lifts required at the job," said Masten.

For its first lift, the crane lifted a 680,000-pound absorption tower vessel at a radius of 99 feet. For this lift, the crane was rigged using 900,000 pounds of counterweight on the suspended ballast tray. The crane was rigged with 217 feet of main boom and 78 feet of luffing jib.

Rigging the Liebherr LR 11000 for its first job was engaging work for Barney Barnhart, rigging superintendent, Barnhart Crane & Rigging, and Randy Forbes, LR 11000 operator, Buckner Heavylift.

second job in February 2015 at a refinery turnaround.

"Things are hopping for these machines," said Masten.

The design criteria for the LR-11000 was that it started out as an 1,100-ton capacity machine but increases to a 1,435-ton capacity when using the P-boom main boom attachment (double main boom). It basically is designed to work on a smaller footprint to get into tight jobsites and still maintain decent capacities and low ground bearing pressure figures, Masten said.

Versatility plus

"The projects we have been successful in acquiring bear this premise out very well," said Masten. "The lift planning we've been doing for the projects on the books and others that have been quoted in the future have really shown us the versatility this crane brings. As we have worked thru the lift planning process on various projects, we are finding many options not previously available to us to solve our client's lift challenges. It's been a win-win for us and our clients. The crane has exceeded our expectation as far

as where it can be placed to maximize its capabilities."

Both machines will then end up in Atlanta, GA by the early summer of 2015. They will be the main lifting cranes for the steel structure and retractable roof on the Atlanta Falcons new football stadium.

"For this job, one or both of these machines will be utilizing the P-Boom attachment," Masten said. "The approximate time frame is 12 to 15 months on that project."



The vessel lifted measured 160 feet long and had a diameter of 16 feet. This project will require numerous lifts ranging from 200,000 pounds to 900,000 pounds.

Buckner Heavylift actually ordered two LR 11000s from Liebherr, and it expects delivery of the second unit this month (September 2014). The second unit will be dispatched to the Arthur Ashe Tennis Stadium in Flushing Meadows, NY, just after the U.S. Open concludes. The machine will help build and set the new retractable roof being built over the existing tennis stadium.

"This job starts within three weeks of the U.S. Open finals in early September 2014, and the crane will be there for approximately 10 months working for Derr & Isbell Construction Company to erect the retractable roof," Masten said.

The machine in Iowa is set to go to its



The crane features a 650-metric ton double load block with two different hoist drums for the same load block.



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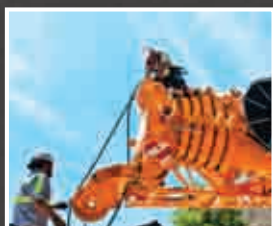
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Shifting times

Two shifts that we will all become more familiar with in coming years is youth and diversity. The fact that both of these cultural undercurrents are happening simultaneously is not a coincidence. It's happening around the country overall – the workforce is getting younger, and more multi-cultural.

What does that mean for us? Well, in many ways, similar to the country, there will be a generation gap, a learning curve on both sides of the spectrum, stress, a necessary appreciation for diplomacy and a need for cohesion.

Within the next 50 years, we'll have almost as many Americans over the age of 85 as under the age of 5 – a result of longer life spans and lower birthrates (according to the Pew Research Center). From one angle, it's good news for companies that plan on sustaining themselves for many years; from another angle, it means that industry leaders around the world will need to stay proactively connected to their ever-evolving workforces, from the boardroom to the jobsite. Anticipation and adaptability will become the fuel that supplies the engines of successful companies in coming decades.

Changing demographics

By 2060, America will be 43 percent white, a contrast to 1960, when it was 85 percent. Currently, nearly one in six people marry across racial or cultural lines. We've seen over 40 million immigrants enter this country since 1965 – about 50 percent of them Hispanic and around 30 percent Asian. Advertisers have already adjusted to this, with products and commercials seemingly arriving to us via TV, radio and Internet at the perfect time for their new audience (not a coincidence). Advertisers crunch numbers to exhaustion before they commit to campaigns, and the new numbers tell us that we should be ready to introduce ourselves to a younger, more culturally diverse America, and thus, a similar labor force.

In the early 1900s, our immigrant population was about 90 percent European – today it's only about 12 percent. By the middle of this century, immigrants and their children are

projected to make up about 37 percent of this country. But that's nothing new; we've always been a melting pot of diversity – it's just that the predominant nationality has now changed. It's on us as leaders to be ready for that change, so that our companies, and the greater industry, continue to move forward.

Back to the generation gap: indeed it will perpetuate technological differences, communication differences, work/life balance differences and a wealth of social perspective differences. But does that mean the success of your company should be at risk because of it? Of course not – especially if you've anticipated it and created the type of culture within your company that can absorb and adjust to these changes, implement your mission, and keep moving onward and upward.

So, what can we expect from this new generation? Essentially, there are as many personality types *within* a generation as across it – and there's value in understanding such dynamics. The younger generation coming up will be less religiously affiliated and slower to marry and have children. Digital "masters," they'll likely be highly educated but struggling financially because of the economy. Over half will identify as politically independent, and they'll make up the most racially and ethnically diverse generation in American history. Oddly enough, Pew Research surveys reveal that the nation's newest workers are also doggedly optimistic – which is a good sign.

The verdict is in: we're living longer and becoming more diverse. In coming years and decades, we're going to have to structure our companies, our management styles and our perspectives if we plan on absorbing this cultural shift with success. It's time to ask yourself if you're ready. ■

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Ten SC&RA member companies earned a Transportation Fleet Safety Improvement Award in 2014. Awards go to member companies that can show a reduction in their accident frequency for miles traveled compared to previous year.

SC&RA awards are an opportunity to showcase hard work, determination and professionalism. Each year's winners embody the spirit and integrity of the SC&RA and all its members.



The 'awards season' begins

It's that time of year: SC&RA is now accepting award applications. Every year, SC&RA formally recognizes outstanding achievements by member companies and individuals. The SC&RA Awards Program showcases members'

commitment to safety, ingenuity, perseverance and altruism. Awards continue to boost morale for winners and provide inspiration to other members. By providing an opportunity for SC&RA's best and brightest to shine even more brilliantly, these honors speak volumes about the industry to government officials, customers and the general public.

As a member company, the impact of achieving an SC&RA award reverberates throughout your business, as well as the industry. Your entire staff shares in the accomplishment, and uses it as inspiration to maintain the standard, while providing motivation for future member applicants.

Crane & Rigging

■ **Rigging Job of the Year:** Entries are judged based on safety, ingenuity, innovation, engineering and consideration of job limitations. Categories are: Under \$150,000; \$150,000 – \$750,000; \$750,000 – \$2 million; and Over \$2million.

■ **Safety Award:** Based on achieving a Workers' Compensation Modification Rate of 1.0 or less and an incident rate of 2.3 or less.

■ **Safety Improvement Award:** Given to all entrants who show an improvement in their Incident Rate from the previous year's contest entry.

■ **Zero Accidents Award:** Acknowledges accident-free service on the job.

■ **Crane Operator Safety Award:** Awarded to operators throughout the year who exhibit exemplary work achievements and accumulate 10,000 consecutive man-hours, while recording zero accidents and incidents.

■ **Crane Rental Service Safety Award:** Available in two categories – "Maintenance Work" and "Single Project" – each requiring a specific number of work hours performed.

■ **Project Safety Award:** This award salutes the bond that grows from the mutual efforts of SC&RA member companies and their clients to ensure that safety truly comes first. Projects with zero recordable injuries/illnesses are eligible to be recognized.





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Transportation

■ **Hauling Job of the Year:** Designed to honor and give special recognition to members that perform outstanding achievements in moving and trucking jobs. Winners are selected in three job categories: Moving, Trucking under 160,000 pounds (net) and Trucking over 160,000 pounds (net).

■ **Driver of the Year Award:** A driver may be nominated for an outstanding contribution to highway safety and/or for a long record of safe and courteous driving.

■ **Fleet Safety Awards:** Applicants with the lowest accident frequency rate in seven different mileage categories will be selected to receive this award.

■ **Fleet Safety Improvement Award:** Given to contestants who can show a reduction in their accident frequency for miles traveled compared to previous year.

■ **Million Miler Award:** Given for accumulating one million consecutive accident-free miles.

■ **Driver Safety Award/Driver of the Year Award:** A new award given to drivers with five consecutive years accident-free.



There have also been some changes to the awards this year.

The **Rigging Job of the Year** focuses on ingenuity, hard work, adherence to safety standards and consideration of limitations. Traditionally, the Rigging

Recognition

■ **Longevity Award:** Given to member companies at five-year intervals to recognize loyal membership from 5 years – 65 years.

■ **Golden Achievement Award:** Presented to a member or non-member who has made outstanding contributions to the industry and/or SC&RA.

■ **President's Award:** The President's Award is given to the company that recruits the most new members during the membership year.

■ **Environmental Award:** Presented to one member company each year that has made outstanding contributions to environmental protection.



Job of the Year categories were: Under \$150,000; Between \$150,000 – \$750,000; and Over \$750,000. But this year, in an effort to provide a more level playing field, categories have been adjusted with an additional level added. The new categories are Under \$150,000; \$150,000 to \$750,000; \$750,000 to \$2 million; and Over \$2 million.

For the **Million Miler Award**, the current Silver Plate will be replaced with a well-designed and monogrammed jacket.

In the Fleet Safety Contest, all entrants with an Accident Frequency Rate of less than .45 will receive a **Fleet Safety Award**. The entire fleet operation of a participating member company must be included when entering in the contest.

In the Driver Safety category, the **Driver Safety Award** is another new honor, and is given to drivers with five consecutive accident-free years. Drivers receive a custom monogrammed vest/jacket. And be sure to check out the Driver of the Year Award as application criteria has been simplified to encourage more applicants.

Three recent SC&RA Safety Award winners were Bradley Oachs, with LeFebvre & Sons; Thomas Stiles, owner-operator leased to Landstar; and Tyrel Dutcher, a rigger foreman with Dutcher-Phipps Crane & Rigging. They represent the pride and determination that embodies

Seventeen SC&RA member companies received the Crane & Rigging Zero Accidents Award in 2014. This acknowledges accident-free service on the job.



the SC&RA, as well as the peer respect associated with the awards contest. SC&RA is honored to highlight briefly what it was like for each of these men to be a part of the awards process.

Oachs has been with LeFebvre & Sons for 21 years, and he wouldn't change a thing about his career. "Sure, I've thought about what else I might do a few times over the years, but I love this work. It's in me," he said.

Oachs received the 2014 Million Miler Award from SC&RA, his first. He was actually entered by his employer because of his excellent safety record and years of dependable service. He believes the awards contest is a great way for both workers and companies to receive positive attention for a job well done.

"These types of honors inspire other workers to shoot for a high standard, and showcase hardworking companies. And it's a great motivation for young drivers," he said.

Stiles also received a Million Miler Award, this one quite recent, in 2014.

"Landstar surprised me with the award at our annual BCO All-Star Celebration for Million Mile Safe Drivers and Landstar Roadsters," he explained. "I was shocked, really."

As a company, Landstar has participated in the SC&RA Awards for over 13 years. For Stiles, it was the first time. "Landstar thought my safety record was exemplary, and considered me an ideal candidate," he said.

With over 17 awards in the last 10 years, Landstar has proven itself as a safety-first company and a true leader in the specialized/heavy haul arena.



Stiles recognizes the importance of such a designation. "These contests have a positive impact on the industry; it's always positive to highlight safety – especially in specialized/heavy haul," he said.

In 2013, Dutcher received the SC&RA Crane Operator Safety Award for achieving 10,000 operator hours with zero accidents. Having participated in the awards contest for six years, he sees his award as a personal goal achieved. "Part of the process that sticks out to me as especially memorable was moving up through the company and receiving recognition for safety," he said.

Dutcher-Phipps has earned nine awards over the years, and the company plans to continue its participation in the contest. ■

This year's application process for the 2015 SC&RA Awards begins on September 1 and runs through March 16, 2015. All member companies are encouraged to participate. Contest forms are available online with downloadable PDF files that you can complete at your earliest convenience. The forms, for all awards, are easily accessible on SC&RA's website in the Awards section.

■ If you need further information about a specific award, don't hesitate to contact the SC&RA offices via phone at 703-698-0291 or email at info@scranet.org.

Service

■ **Volunteer Service Award:** Presented to individuals who have served a three-year elected term on the SC&RA Board of Directors or as a Governing Committee Member.

■ **Distinguished Service Award:** Given to the officers and four group chairpersons – Allied, Crane & Rigging, Transportation and Ladies – upon completion of their term.

■ **Foundation Cornerstone Award:** This award is earned by individuals who have served a three-year elected term on the SC&RA Foundation Board of Directors.



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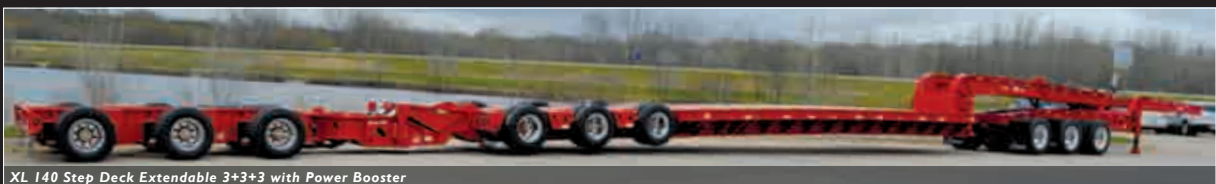
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HIGHLIGHTS:

Exhibit Center, networking events, educational seminars, 2013 Rigging Job of the Year showcase and more.

REGISTRATION INFORMATION:

www.scranet.org

The 2014 Crane & Rigging Workshop convenes in Dallas where industry professionals will come together for three days to share ideas, ambitions and triumphs.

More than 450 industry professionals are expected to attend the annual SC&RA Crane & Rigging Workshop in Dallas. The 37th installment of the event takes place September 23-26 at the Sheraton Dallas Hotel. More than 80 exhibitors will participate in the Exhibit Center, exceeding last year's total of 79. In addition to the Exhibit Center there will be a special presentation by the Tower Crane Committee on Tuesday and breakout sessions including discussions on wire rope installation and MSHA and OSHA inspections in the days to follow. We've prepared a list of all the exhibitors and their booth numbers to make your experience all the easier.

skilled trades personnel, including specific experience working with crane operators and riggers. Advastar offers a comprehensive workforce solution for recruiting and staffing on a contract, contract-to-hire, or direct-placement basis.

ALPS WIRE ROPE CORPORATION (BOOTH 44), founded in 1968, provides high quality products to multiple markets, including the crane market. The company will be showcasing its Pinnacle brand specialty crane wire ropes which include its Compact 35, Compact 8P products and many more of its rigging capabilities.

ASHLEY SLING, INC. (BOOTH 59), headquartered in Atlanta, GA, is a manufacturer and distributor of lifting and rigging products. Ashley has five additional manufacturing facilities in the Southeastern U.S. Products include all types of slings, wire rope, rigging hardware, fall protection gear, hoists, high performance round slings and tie-down equipment. Services include load testing, rigging inspection and rigging and fall pro training seminars.

ASSOCIATED WIRE ROPE & RIGGING, INC. (BOOTH 60) is the North American stocking distributor for RopeBlock & GN, producer of Sea-Link products and a Van Beest distributor. RopeBlock is a Dutch company that manufactures a full line of crane blocks, overhaul balls, swivels, hooks, sheaves and sockets. GN is a Dutch company that offers a full line of forged safety and wide body shackles, eye hooks, master links and thimbles. Sea-Link features wood and steel shell marine blocks, construction blocks, rigger's vises and master links. The company maintains inventory at its facilities in Los Angeles and Houston.

BENOVATE ABR (BOOTH 17) is the SC&RA's exclusive health insurance benefit provider. In March 2010 Association Benefit Resources (ABR) helped launch an agreement between United Healthcare (UHC) and the SC&RA to offer medical plans to association members. ABR is working to build the association membership toward the ultimate goal of creating a health insurance trust. In reaching its collective goal – ABR utilizes specialized tools to help association members navigate through the effects of healthcare reform mandates and regulations.

BISHOP LIFTING PRODUCTS, INC. (BOOTH 78), founded in 1984, is a leading manufacturer and distributor of services, products and solutions for North American rigging and crane, as well as on-shore and off-shore applications, worldwide. Focused on providing high quality products, Bishop Lifting Products specializes in wire rope, slings, rigging hardware, fabricated lifting devices, hoists, winches and many more lifting and rigging solutions. Their service division provides offshore and land-based inspection, testing, maintenance and repair of lifting and rigging gear in the industry. BLP is headquartered in Houston, TX but has other branches in Texas, Louisiana, Oklahoma and Kansas.

BRIDON AMERICAN CORPORATION (BOOTH 64) is a global technology leader in the manufacture of high-performance wire ropes for use on all types and brands of cranes. With a wide range of sizes, Dyform 34LR, Dyform 18, Dyform 8 and Constructex provide uncompromising quality for today's demanding crane rope applications. Earlier this year, with the opening of the Bridon technology center, the company ushered in a new era of testing and new product

A1A SOFTWARE, LLC (BOOTH 30) is a leader in cutting-edge software solutions that provide construction industry professionals online software that is easy to use, convenient, customizable and affordable. A1A developed iCraneTrax.com to allow users to manage every aspect of their business online. The system gives business owners complete control over operations like dispatch, quoting, invoicing, CRM, inventory and maintenance. A1A is also the provider of 3DLiftPlan.com, an industry-recognized online lift planning tool that helps users easily create detailed, accurate and safe lift plans and worksheets, calculate ground bearing pressure and select the right equipment for the job at hand.

ADVASTAR RECRUITING AND STAFFING, INC. (BOOTH 42) is a full-service, nationwide recruiting and staffing company headquartered in Kansas City. Advastar's team has a strong background supporting all levels and disciplines of engineering, construction management and



development. The capabilities provided by the technology center will accelerate the introduction of new crane ropes, designed to enhance performance and cost-effectiveness.

CMA LLC DOUBLE COIN TIRE (BOOTH 20) was founded in 1934 and its branch Double Coin has been committed to meeting the demands of the global off-the-road and contractor tire needs with a wide range of radial tire products including its REM-8, a DOT-approved and high-speed radial mobile crane service tire designed for both on and off highway applications. Double Coin has the crane, lifting, transportation and general construction industry covered with universal tread patterns that offer increased traction and durability. Double Coin also designs its products to assist in minimizing fuel consumption.

COLUMBUS MCKINNON CORPORATION (BOOTH 84) is a leading worldwide designer, manufacturer, and marketer of material handling systems and services, which efficiently and ergonomically move, lift, position, or secure material. Key products include hoists, actuators, cranes, and lifting and rigging tools. With a rich 135-year tradition, the company is focused on commercial and industrial applications that require the safety and quality provided by its superior design and know-how.

CRANE INSTITUTE CERTIFICATION (BOOTH 76) is an independent certifying organization providing OSHA recognized, NCCA and ANSI accredited certifications for mobile crane operators according to type and capacity, as well as rigger and signalperson certifications. CIC is committed to serving construction, utility and power generation, underground construction, manufacturing, and heavy industry by providing efficient and relevant certifications to meet or exceed OSHA requirements and industry best practices.

CRANE U, INC. (BOOTH 81) has over 150 years of combined heavy equipment training, inspections and certification experience. Crane U, Inc. provides comprehensive services for crane operator certification, crane inspections, rigging inspections, NDT hook inspections, crane operator training, rigger/signalperson training, forklift training, aerial lift training, overhead crane training, train the trainer, fall protection training, confined spaces

The new GKS Robot 40 remote and battery operated 40-ton transport system.



BLP Houston designed this sling basket to secure and recover the NASA capsule pictured.

training, expert witness services, load testing, training materials and safety decals.

CUSTOM MOBILE EQUIPMENT (BOOTH 71) 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. These machines feature a two-speed hydrostatic drive, telescoping frame, removable counterweights and hydraulic two-stage boom attachment.

DFW MOVERS & ERECTORS, INC. (BOOTH 1) has specialized in rigging, crafting, moving, erecting, painting and storage of heavy machinery throughout Texas since 1980. Servicing the aerospace, automotive, food and beverage, medical, manufacturing, pharmaceutical and HVAC industries as well as moving heavy machinery for mechanical contractors, machine tool dealers, metal cutting, power plants and other industrial industries. DFW Movers is capable of moving a single machine or relocating an entire plant.

DICA OUTRIGGER PADS (BOOTH 65) has been specializing in building a better outrigger pad since 1988. By creating engineered solutions for improving equipment stability and ergonomic safety, DICA makes innovative products that outperform wood and steel alternatives. DICA outrigger pads and crane mats are used in a wide number of markets around the world, including construction, electrical utility, oil and gas and tree care as well as local, state and federal government agencies.

DORAL EQUIPMENT RENTAL (BOOTH 65) is a specialty rental company that focuses on equipping machinery, moving and rigging companies. Doral offers the largest fleet of Versa-Lift forklifts in the United States

along with fork lift capabilities up to 120,000 pounds. Doral is kicking off a new partnership with Enerpac Gantry Systems and will be offering gantry, track and travelers. Along with the Trakspporter, all of this equipment is available from coast to coast for short or long term rentals.

FLEET COST & CARE, INC. (BOOTH 6) has been a leader in software development, training and support products designed for fleet management in the construction, crane, rigging, equipment dealership and equipment rental industries for nearly 20 years. FCC is affiliated with J.J. Curran Crane Company and benefits from 65 plus years of experience in the area of fleet related ownership. Fleet Cost & Care offers the NexGen Fleet Management System (NexGen FMS) and NexGen Atom. In addition, Fleet Cost & Care is a Sage Accpac and Sage Pro ERP certified partner.

GARROD HYDRAULICS, INC. (BOOTH 58) specializes in the remanufacturing of hydraulic cylinders. Garrod works with the European manufacturer of the cylinders that are used on most larger cranes. The company handles large cylinders in-house and can do chrome plating up to 46 feet in length. Garrod Hydraulics has been rebuilding hydraulic cylinders since 1978. It is also ISO 9000 certified.

GKS LIFTING AND MOVING SOLUTIONS, LLC (BOOTH 43) products have been manufactured in Germany and sold worldwide since 1967. Non-marking rollers, specially designed durable toe jacks and innovative omni-directional dollies are the signatures of the brand. Visit the booth to see a video of the new GKS ROBOT-40, a 40-ton remote operated battery operated transport system.

GLOBAL CRANES & MACHINERY (BOOTH 8) is the exclusive international distributor of Zoomlion rough terrain cranes, and offers full lines of rough terrain cranes and crawler cranes that

meet ANSI and CE standards. The entire RT crane line is specially built by Zoomlion to have equal or superior construction, features and equipment compared to competing cranes.

GOLDHOFFER (BOOTH 56) is acknowledged world-wide for its solution competence in manufacturing trailers for all difficult fields of combined transport on road, rail, sea and air. For economical transport, Goldhofer offers semitrailers and combinations of modular trailers with hydraulic steering. Additionally, a wide selection of goosenecks and transport bridges are available in different designs. Products include: modular trailers and self-propelled trailers with hydrostatic drive and electronic multi-way steering. Goldhofer offers 24-hour service, a worldwide service organization, worldwide spare parts supply, technical support and transportation consulting and training in its training center or on-site.

GREENFIELD PRODUCTS, LLC (BOOTH 52) is a leading manufacturer of specialized attachment, lifting, and transportation equipment. Their products are used on a variety of OEMs ranging from fork-lift trucks to wheel-loaders to all-terrain cranes for the steel, port, wind, mining, construction, and crane industry. Greenfield Products expertise facilitates the transportation of large hydraulic mobile cranes by engineering boom dollies and boom launch trailers to meet DOT regulations and customer requirements. Other Greenfield Products include: steel crane mats, custom lifting frames, spreader bars, container tilting, tire handler, intermodal bombcarts, lifting jacks and many types of lift-truck attachments.



GUNNEBO JOHNSON CORPORATION (BOOTH 53) is the manufacturer of standard and custom engineered lifting blocks, sheaves, and specialized rigging products for numerous lifting applications. Gunnebo Johnson has introduced many innovations such as the Quick Reeve (QR) Johnson Block, the GrabiQ™ chain sling system, and Gunnebo Classic rigging products.

H&E EQUIPMENT SERVICES, INC. (BOOTH 48), established in 1961, is the largest Manitowoc and Grove crane dealer in the world with 72 locations nationwide, 38 of which specialize in cranes. H&E offers a comprehensive crane product support network, specializing in crane sales, rentals, parts, service, CCO training, along with manufacturer-certified structural steel repair and remanufacturing for all makes and models of cranes. H&E is also an authorized dealer for National Crane, Manitex, PLM Cranes and Marine Travelift. Additional value-added services include: factory-trained technicians, mobile service technicians and fleets, and product support consultants among others.

HALE TRAILER BRAKE & WHEEL (BOOTH 66) offers a complete line of custom, specialized and heavy haul equipment to serve any trailer needs. The company's full range of trailer products are for purchase or rental. Hale prides itself on its many years of expertise serving the specialized and heavy haul industries. Hale has a large inventory including products by Fontaine, Talbert, Landoll, Etnyre, XL Specialized, Trail King, Cometto, Manac and Dorsey.

HAYS COMPANIES (BOOTH 47) is a dedicated SC&RA partner. Crane, rigging and transport expertise is coupled with insurance and risk management expertise to deliver cost effective solutions.

HIREPATRIOTS.COM (BOOTH 67) assists the SC&RA in recruiting U.S. veterans. HirePatriots.com ranks among the most visited sites in the world. In addition to its careers job board, it provides a "one day" job board for residents to hire their local military, veterans and their spouses for a day or two to help with chores and repairs around their homes and yards. HirePatriots is a program of Patriotic Hearts, a 501c3 non-profit. Mark and Tori Baird are the founders and spokespeople.

HIRSCHMANN AUTOMATION AND CONTROL (BOOTH 19) is a manufacturer of control systems and load moment indicators for mobile equipment. Hirschmann will show its iSCALE Control System which can be used in any application from monitoring standard control functions to the most complicated custom control solution. The iSCALE Control System controls and monitors machine function, while offering the option of load moment indication. The family of products available within the iSCALE Control System provides flexibility to cost-effectively tailor the input and output components as needed, rather than engineering custom solutions. Components can be mixed and matched, depending on the application.

HOLLOWAY HOUSTON, INC. (BOOTH 9) offers everything that's needed for industrial lifting needs, combining quality products with state-of-the-art testing services made available at a world-class testing facility. Holloway Houston is a leading provider of superior lifting products and services.

HOUSTON INTERNATIONAL INSURANCE GROUP (BOOTH 2) is a global insurance company enterprise that entertains all lines of coverage from local agent/brokers for general liability/ inland marine- property/excess liability/ automobile/workers compensation, on behalf of the crane and rigging, specialized transportation, pile driving, foundation drilling and other heavy equipment trades. HIIG operates four wholly owned insurance carriers with "A" ratings by A.M. Best Company and currently underwrites industrial risks in over 30 countries worldwide.

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Greenfield Products is a leading manufacturer of boom dollies and transportation solutions for the crane industry.



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HYDRA-SLIDE LTD. (BOOTH 72) designs and supplies Hydra-Slide™ Skidding Systems and specialized rigging equipment for moving all types of heavy loads, such as transformers, generators, compressors, vessels, oil rigs and other modules and machines. These systems provide one of the most cost-effective and safe methods of moving commodities.

INDUSTRIAL TRAINING INTERNATIONAL (BOOTH 63) is a world-leader in crane, rigging and lifting educational services that has been serving the heavy lift and transport business for nearly 30 years. Crane rigging, lift planning, and engineering training make up ITI's curriculum, highlighted by the world's only rigging engineering program – Fundamentals of Rigging Engineering.

THE IRONWORKER MANAGEMENT PROGRESSIVE ACTION COOPERATIVE TRUST (IMPACT) (BOOTH 5) is an independent labor-management partnership designed to create work opportunities in the North American ironworking industry. IMPACT's primary mission is to provide a forum for ironworkers and signatory contractors to discuss effective strategies to expand job opportunities through innovative labor-management cooperative programs. IMPACT provides expertise in training, construction certifications, marketing, construction project tracking and bidding, insurance and Davis-Bacon compliance efforts.

J&R ENGINEERING, (BOOTH 41) located in Mukwonago, WI, is the manufacturer of the Lift-N-Lock hydraulic boom gantry, Delta Lift rubber tired gantry, Lift-N-Lock Crawler Transporter and other specialized lifting equipment serving the machinery moving, industrial material handling and nuclear industries. J&R has received the Wisconsin Governor's Award in recognition of its product design accomplishments. Kevin Johnston, president, and John McMahon, vice president, sales/service, are attending the workshop and will be available for questions or information.

KALYN SIEBERT (BOOTH 15), a subsidiary of Heil Trailer International, Co., is a global manufacturer of specialty trailers in Gatesville, TX. Kalyn Siebert's product line includes heavy haul, wind energy, construction, towing and oilfield trailers. In order to deliver the highest quality trailer to the customer, Kalyn Siebert is committed to product improvements using value analysis, Kaizen events, and Lean manufacturing.

KHL GROUP (BOOTH 13) is a diversified media company and the leading supplier of international construction information

DICA's FiberMax crane mats reduce transportation costs and provide engineered performance that is needed for higher capacity cranes and low soil-bearing conditions.

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.

KITCHEN'S CRANE & EQUIPMENT (BOOTH 73) is a leading source for cranes, strand jacks, power-slide systems, gantries, platform trailers, rigger's lifts, rigging equipment & supplies around the world.

KTSDI LLC (BOOTH 29) is the OEM representative for Kessler (AT crane axles and transfer cases), Mobil Elektronik (Steer X wire and sensors for multi-axle AT cranes) Neumeister Hydraulics (custom hydraulic cylinders) and Alfred Heyd, (steering and suspension tie rods, ball joints and torque rods) in the North American market. KTSDI LLC provides support to all major crane, SPMT and trailer manufacturers and offers a full parts inventory and repair center. KTSDI has offices/support centers in Canada and Youngstown, OH.

LIEBHERR CRANES, INC. (BOOTH 40) is responsible exclusively for the U.S. market with a wide range of all-terrain and large crawler cranes manufactured at Liebherr-Werk Ehingen GmbH in Germany. Innovative concepts and successful technology leading to performance whenever and wherever it is needed is a trademark of Liebherr. High performance cranes designed for the customer and manufactured in Ehingen/Germany by utilizing modern production and assembly methods as well as high quality materials. Offering advanced service in the U.S. and never far from the customer, the Liebherr staff guarantees a fast and professional response to all kinds of customer requests.

LIEBHERR NENZING GMBH (BOOTH 28) has been represented on the American market for many years. Liebherr Nenzling Crane Co. (LNC) was founded in Houston 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.

LIFT-SYSTEMS, (BOOTH 36) has provided 30 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 popular Mobilift and Twinlift lines. Crawler mounted transporters, custom cylinders, and custom design-and-build special projects round out the company's offerings. Recent innovations include the new Hoist & Haul System and Modular Load Weighing Systems to 4,000-plus tons capacity.

LIFTING GEAR HIRE (LGH) (BOOTH 3) is the United States' largest single organization devoted exclusively to the provision of lifting and moving equipment for rent. LGH holds the most comprehensive inventory of equipment for hoisting, pulling and jacking, all available for rent at 18 locations throughout the U.S., supported by over 35 rental representatives nationwide. All of this equipment has been carefully selected by LGH for its durability and longevity, whether for simple everyday tasks or for special projects where expertise has to be matched with availability of the right equipment, in sufficient quantity.

LINDEN COMANSA AMERICA (BOOTH 82) is the North American distribution center for Linden Comansa, offering sales, engineering



support, service, and parts to the North American market. Linden Comansa is a leading manufacturer of flat top and luffing jib tower cranes. All cranes are built to the highest standards with the latest technology that is grounded in safe, reliable operation. They also are the simplest cranes to erect and dismantle because there is no tower top or pendant lines to assemble and all connections are pin connected.

LINK-BELT CONSTRUCTION EQUIPMENT (BOOTH 45) is a 140-year-old company with a legacy of quality and innovation. Link-Belt designs, manufactures, sells and supports telescopic boom and lattice boom cranes for the construction industry worldwide. Link-Belt's ever-evolving product line includes telescopic crawler, rough terrain, lattice crawler, hydraulic truck, lattice truck and all-terrain cranes. It has a strong network of domestic and international crane distributors that provide full sales and service support.

LOAD SYSTEMS INTERNATIONAL (BOOTH 21) is a manufacturer of wireless and cable based crane instrumentation. For 14 years, LSI has provided: load moment indicators/RCI/RCL, wind speed indicators, A2B systems, cable reels, slew sensors, angle sensors and more. LSI, along with the LSI-Robway & Load Systems UK divisions, provides worldwide sales and support. LSI products offer safety, reliability and flexibility, backed by a knowledgeable and capable technical support team available 24/7.

LOJACK CORPORATION (BOOTH 4) is a leading provider of tracking and recovery systems. Its mission is to be the preminent global brand providing aftermarket safety, security and protection products and services.

MANITEX INTERNATIONAL (BOOTH 77) is a leading provider of engineered products including cranes, excavators, rough terrain forklifts, trailers, fluid storage tanks, reach stackers, container handling equipment, and special mission oriented vehicles. Manitex International, Inc. operates numerous manufacturing facilities in North America and Europe. Manitex International, Inc. serves commercial, military and governmental customers worldwide and offers their customers world class sales, parts, and service support utilizing a comprehensive distributor network.

MANITOWOC CRANES (BOOTH 25) is one of the world's largest providers of lifting equipment for the global construction industry, including lattice-boom crawler cranes, tower cranes, mobile telescopic cranes and boom trucks. Manitowoc's manufacturing, service and sales network extends around the world with full customer support provided by an extensive worldwide network of dealers and service professionals.

MATRIX PAYMENT SYSTEMS (BOOTH 14) has been in business since early 2000 and services thousands of businesses across the U.S. The company handles all facets of payment processing to save clients money.

MAZZELLA COMPANIES (BOOTH 80) provides quality slings including chain, wire rope, nylon, cordage, tie-down and high-performance synthetic slings; wire rope assemblies; as well as bridge cables, crane and steel mill cables or OEM assemblies. Mazzella engineers, designs and manufactures quality overhead cranes, crane components, engineered lifting devices and special fabricated items. The company has certified and experienced personnel including on-staff engineers, estimators, fabricators, fitters and welders.

MCM GROUP LLC., (BOOTH 34) a subsidiary of Heartland Communications Group, publishes several heavy equipment magazines, e-newsletters and websites. Its print products - *Crane & Rigging Hot Line*, *Lift and Access*, *Contractors Hot Line*, *Attachment Connection*, and *Parts Connection* - analyze new technologies, discuss industry trends, and review unique applications for buyers and owners of construction and rental equipment.

MILLER LIFTING PRODUCTS (BOOTH 68) offers high quality lifting and rigging components for the energy, construction, communications, manufacturing, maritime, military and other industrial sectors.

NORTH AMERICAN CRANE BUREAU (NACB) (BOOTH 12) is a world leader in crane safety. For nearly 30 years, NACB has successfully directed the industry with high-level technical training and related services for crane and lifting equipment. This drive to increase safety awareness has led NACB to offer a host of training seminars, some of which include: operator, inspector, train-the-trainer and rigging/signaling. Another significant part of the NACB Group of Companies is its Interactive Educational Systems (IES) subsidiary. IES produces crane training simulators with both full emersion training and personal desktop training simulators.

NATIONAL COMMISSION FOR THE CERTIFICATION OF CRANE OPERATORS (NCCCO) (BOOTH 70) is an independent, nonprofit organization established to develop and administer nationwide certification programs for crane operators and related personnel. Since 1995 NCCCO has administered over 850,000 written and practical examinations and issued more than 240,000 certifications. NCCCO will showcase its diverse range of nationally and internationally accredited (ANSI/ISO) and OSHA-compliant crane personnel certification programs, including those for mobile, tower, overhead, articulating, and service truck crane operators, digger derrick operators, signalpersons, riggers (level I and level II), and crane inspectors. New CCO certification programs for lift directors and boom truck operators will be featured.

NATIONAL INTERSTATE INSURANCE COMPANY (BOOTH 32) is a leading provider of transportation and specialty insurance with a focus on the crane, rigging and specialized carriers industry. Established in 1989, National Interstate Insurance Company provides its customers with innovative product offerings,

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The Hydra-Slide LP400 skidding system being used to slide a transformer onto its pad in Venezuela.



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

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Register online at
scranet.org/webinars

SEPTEMBER 10

12 PM EST

LOAD SECUREMENT TIPS & TECHNIQUES

SC&RA members and companies within our industry are required to comply with federal cargo securement regulations and every company knows violations can have serious consequences. Henry Brozyna of Columbus McKinnon Corp., will cover the lateral effects of loads on a truck and the tie downs used to hold those loads. Register today and you will also get information on the angles of the tie downs, how those angles help to secure the load to the truck and how different loads are to be secured to comply with FMCSA regulations.

COST: FREE for members
\$49 for Non-Members



Henry Brozyna,
Columbus McKinnon Corp.

SEPTEMBER SPONSORS:



OCTOBER 22

12 PM EST

TRAINING SIGNAL PERSONS

OSHA regulations state that a qualified signal person is required when: the point of operation is not in full view of the operator, the operator's view is obstructed in the direction the equipment is traveling and when either the operator or the person handling the load determines that a signal person is needed because of site-specific safety concerns. Kenny Shinn of K.J. Shinn, Inc. will guide you through the history of hand and voice signals, current OSHA regulations and requirements, certification versus qualification plus training and testing options.

COST: FREE for members
\$49 for Non-Members



Kenny Shinn,
K.J. Shinn, Inc.

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Do you have an idea for an SC&RA webinar topic in 2015?
Contact the Association with details on the webinar topic and potential presenter for more information.



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exceptional service, aggressive claims handling, and proactive risk management services. National Interstate's products include traditional insurance such as guaranteed cost and deductible programs, and innovative alternative risk transfer options.

NBIS (BOOTH 40) is a managing general underwriting organization specializing in construction and related transport program coverage, distributed through agents/brokers nationwide. As a full-service provider program, NBIS delivers custom program insurance options to agents/brokers, claims adjusting/claims investigation and risk management tools in effort to achieve the lowest cost outcomes for its customers. Working in partnerships with 'A+' rated (Excellent) carrier partners, NBIS delivers premier construction and transport insurance programs, as well as unique risk management products and services.

NCCER (BOOTH 11) is a not-for-profit education foundation created to develop standardized construction and maintenance curricula, assessments and certifications, which provide portable, industry-recognized credentials. NCCER develops training in more than 60 craft areas, offers more than 70 assessments and has more than 4,000 training locations. NCCER's Mobile Crane Operator Certification Program is accredited by ANSI and formally recognized by Federal OSHA. The program offers 13 equipment specific certifications, including capacity, and meets or exceeds current ASME and Federal OSHA standards.

NELSON TRAILERS (BOOTH 23) is dedicated to the design and fabrication of unique application trailers. For the crane and rigging industry, Nelson Manufacturing Company specializes in helping the crane owner/operators move large equipment. Nelson Manufacturing Company's boom launch trailer is custom designed to fit the larger hydraulic truck and all-terrain cranes by removing and cradling the boom 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 special application trailers, multi-axle trailers, lowboys and steerable dollies.

NORMAN-SPENCER AGENCY (NSA) (BOOTH 69) Norman-Spencer is a nationally acclaimed provider of property and casualty insurance services that focuses on construction, marine and select specialty lines. NSA leads the crane

industry by offering a specialized tailored program for crane companies with and without operators on an admitted package policy with no liability deductibles, quick quote turnaround, proper terms and coverage and favorable pricing for crane companies to get the job and get paid.

OPERATOR TRAINING AND INSPECTIONS SERVICES LLC. (BOOTH 83) is an amalgamation of management, training and inspection personnel with a total of 90-plus years of experience, derived from several continents including Africa, Europe, Australia and the U.S. in a variety of industries including construction, mining, petrochemical and oil field. OT&I's training center in Gladewater, TX, is an NCCCO accredited practical test site offering the ability to test for all four specialty types of cranes. Also offered is an NCCCO examination prep course to help guide candidates through the computer based examination.

PRECISION ENTERPRISES, INC. (BOOTH 10) 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 SPMT's; elevating, steerable, split-able platform trailers; aircraft tugs; and swap body trucks. 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.

PREMIER WIRE ROPE (BOOTH 74) is an American owned and operated company with a focus on supplying high quality special steel wire ropes for industrial, construction and offshore crane applications in the North American marketplace. Premier Wire Rope consists of highly specialized team with each member being dedicated to the art of wire rope.

PYTHON AMERICA/ASC (BOOTH 39) ropes are made in Germany including all wires and strands. The mixture of wires that give the ropes the flexibility and strength meet or exceed the requests from customers. Some of the company's new Compac 35 Plus true non-rotating ropes, from 16mm to 32mm, are available and in stock for all truck, mobile and crawler cranes. Additionally the company's

KTSDI is a provider of authorized parts, sales, service and new OEM application design.

continuous training courses are provided throughout the country for proper installation of crane ropes.

RIDEWELL (BOOTH 50) 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, holding 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.

RIGGERS MANUFACTURING CO. (BOOTH 37) 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.

RIGGING GEAR SALES (BOOTH 38) specializes in rental, sales, and leasing Lift Systems, Inc. products including, modular telescopic hydraulic gantries, Mobilifts and Twinlifts, MiniJack Lift Systems, Moving Dollies, Powerbars and 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.

>66





The GS026 Wireless Wind Speed Sensor from Load Systems International is a low-cost wind speed monitoring solution for a diverse range of applications and industries.

ROGERS BROTHERS CORPORATION (BOOTH 7)

Since 1905 Rogers has been building trailers to haul equipment. The Rogers name is in all 50 states, and in 65 countries around the globe. The company manufactures detachable gooseneck trailers, fixed gooseneck trailers, tag-along and specialized trailers.

SENARC SYSTEMS (BOOTH 49) developed “Visual Dispatch,” a powerful, yet flexible approach to scheduling equipment, employees and jobs. View your schedule on a graphical chart, a traditional spreadsheet format, or customizable reports. Reports can be exported to Excel, emailed or created in PDF. Multiple resources are added to jobs with just a few mouse clicks. Keep employees up-to-date with integrated text messaging and Webview. For over 15 years, Visual Dispatch has been used by equipment companies to streamline their scheduling and dispatching functions.

SLINGMAX® RIGGING SOLUTIONS (BOOTH 18)

created the first Twin-Path® synthetic fiber roundsling in 1986, which revolutionized the field of rigging and overhead lifting. Today the Slingmax® Organization is a team of 39 full-service locations strategically placed in 12 countries. Rigging “Solutions” include Twin-Path® Extra Slings with K-SPEC® core yarn. Twin-Path® lifting slings are the only roundslings in the world that have been successfully tested up to 3 million pounds and

come equipped with our patented Check-Fast® early warning indicator technology. Other Slingmax® innovations consist of CornerMax® engineered cut protection, Gator – Sling wire rope designs, the new Equalizer Block for synthetic slings and the Slingmax® Pad Eye Tester.

STANDFAST USA'S (BOOTH 57) Total Restraint Access Module (TRAM) fall prevention system is comprised of the TRAM Unit, the TRAM belt and the TRAM rail. TRAM prevents falls from a platform or walkway and provides protection while making the transition between the ladder and platform or walkway. It is designed for various industrial, mining, defense, transport, wind and construction height safety applications to provide the user with an ideal system based on mobility, stability and restraint.

STERLING LUMBER COMPANY - CRANE & ACCESS MATS (BOOTH 61), founded in 1949 in Northern Illinois, incorporates modern technology, inventory and adaptability with the company's core values of pride, hard work and trust. Sterling Lumber has become a reliable and long-term asset to the companies who purchase or rent Sterling's crane mats, access mats and construction timber.

STRAIGHTPOINT, INC. (BOOTH 79) has been a world leader in the design and manufacture of an impressive range of force measurement, load monitoring and suspended weighing loadcells up to 1,000 tons capacity since 1978. Straightpoint has also branded products for companies such as Dillon, Tractel and more recently Pfeifer. Their engineering team designs and manufactures a broad spectrum of products including: Radiolink,™ Loadlink,™ Wirelink,™ Plus Digital Dynamometers, wireless and wired Loadshackles™ and compression loadcells, S-beam and loadpins, data logging software and wireless system accessories. Straightpoint offers world-class calibration and repair services, as well as a large stock of short or long term loadcell rentals.

TADANO AMERICA, (BOOTH 54) established in 1993 in Houston, is the strategic base for sales of rough terrain cranes, all terrain cranes and boom trucks for the North American market. Tadano America has dedicated customer service office locations located in Houston, TX and Edmonton, Alberta, providing direct-to-customer product support. Tadano's products are available through a broad network of dealers, agents and partnerships. Tadano America is a subsidiary of Tadano, LTD.

TALBERT MANUFACTURING, INC. (BOOTH 26) manufactures a wide variety of heavy

haul trailers and specialized transportation equipment. Located in 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, tilt deck trailers, hydraulic slide axle/hydraulic tail trailers, low bed heavy haul trailers, extendible trailers (flats, step decks, lowbeds, hydraulic necks), spread axle trailers (East and West coast styles) and multi-axle configurations.

TECH SAFETY LINES, INC. (BOOTH 24) is dedicated to providing a culture of safety and protecting workers at height with professional training and safety equipment. TSL offers a Tower Crane Rescue course that teaches on-scene personnel how to perform a self-rescue using their patented self-rescue kit, the SRK-11® and how to rescue an unconscious victim from anywhere on the tower crane: the access ladder, the boom or counterweight, even from inside the control cab. The company's consulting arm works with companies to develop the Rescue Component of their Managed Fall Protection Plan. TSL customizes its training curriculum to meet the needs of their clients and offers global on-site rescue training.

TEREX CRANES (BOOTH 35) is a global manufacturer with strong local roots and a broad product offering that reflects over a century of Experience. Committed to speed, aiming for the highest level of responsiveness in everything they do, Terex Cranes is focused on getting the job done, aimed at maximum uptime and a high return on investment. Because it is the customers' results that really matter.

THE CROSBY GROUP (BOOTH 75) goes to market in the material handling industry under iconic brands such as Crosby, McKissick, Lebus and National to offer highly engineered products of uncompromising quality. These brands are the result of continuous investment in engineering and customer specified solutions, as well as applying a rigorous testing methodology to create the most comprehensive, high quality and innovative product portfolio in the industry.

TRAIL KING INDUSTRIES (BOOTH 55), North America's largest specialized trailer manufacturer has been a supporting member of the SC&RA for over 30 years. Trail King engineers and manufactures dual lane transport systems, hydraulic Schnable neck, blade hauling, and custom multi-axle trailers for the wind energy industry and specialized hauling markets. Equipped with state-of-the-art

manufacturing facilities in Mitchell, SD and West Fargo, ND, Trail King has spent the last 40 years building a reputation for quality, reliability, and performance that is unsurpassed.

TRANSMASTER TRAILERS/MASTER SOLUTIONS

(BOOTH 33) Dating back to 1976, TransMaster has designed, engineered and manufactured trailers and trailer systems. Customers include Ford Motor Company, Daily Express, Keen Transport, Procter & Gamble, Chrysler Corporation and Burkhalter. TransMaster is committed to providing innovative trailer designs, and often ends up on the cutting edge of technology in meeting customer needs. TransMaster Trailers meet hauling needs with a range of specialized trailers from wind trailers to multi-axle steering dollies, jeeps, oil field heavy duty step deck trailers, low boy detachable gooseneck trailers, extendable trailers and special high capacity steering capable trailers.

TRANSPORT SYSTEMS AND PRODUCTS, INC.

(BOOTH 46) offers a wide range of products to the crane, transport, aerospace and marine industries. Products from the TII Group including SCHEUERLE, KAMAG and NICOLAS allows TSP to help solve the most difficult transportation challenges. Whether

building a wind farm, oil rig, reactor or rocket engine, TSP has a transporter solution to suit your needs. SPMTs, hydraulic platform trailers, dual lane trailers and highway trailer are all part of the TII line up offered by TSP.

USI INSURANCE SERVICES LLC (BOOTH 51) is a leader in insurance brokerage and consulting. With a team of highly focused crane and rigging experts, it is one of the leading retail insurance brokers in the U.S. for crane rental, heavy lift and heavy haul contractors. Going beyond normal insurance 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 well over 30 years.

WAGSTAFF CRANE/REDLIST (BOOTH 62) provides the safety statistics that help companies improve by streamlining dispatch and maintenance systems. REDLIST is an inexpensive way to dispatch, collect inspections and forms from field employees, and manage workflow. Once the data is collected, REDLIST will evaluate leading indicators that help practice

preventative safety. By seeing weaknesses and making changes, a winning safety program year after year can be ensured.

WHECO WORLDWIDE SERVICES INC. (BOOTH 22)

For more than 30 years, WHECO has been providing repair and restoration services to the crane and construction industry. WHECO provides full, turn-key repairs including fabrication, hydraulic, mechanical, electrical and painting services. WHECO prides itself on being able to provide OSHA, Cal-OSHA, ANSI and AWS compliant repairs. WHECO operates from six service centers located in Richland and Seattle, WA, Santa Fe Springs, CA, Houston, TX, Aiken, SC, and Kwajalein, Marshall Islands.

WRIGHTPLAN INC. (BOOTH 31) is in business to develop software solutions that address the needs of operating rigging, machine moving, crane, millwright and custom fabrication/installation companies. Customers experience smoother operations and up to 5 percent margin increases with the use of the WrightPlan system. The vision is to develop easy-to-use, cost-effective software that does not require an IT support person. ■



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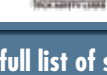


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NBIS' **Bill Smith** explains the truth about crane companies and CSA performance.

Crane companies and CSA performance

In this industry, what most of us refer to as the heavy construction industry, there's no debating that we're different—especially when it comes to the type of equipment we're operating on a daily basis. For some of us, it's running a lattice boom crawler or hydraulic truck crane. For others, it's operating a prime mover and a dual-lane trailer.

Most of the time, this is just fine, and crane companies and trucking companies can operate in their own worlds with no problems whatsoever. But sometimes those two worlds collide, just as they have with CSA. Whether you're aware of it or not, the fact still remains – many crane companies are now subject to Department of Transportation (DOT) audits based on their CSA scores in the same way that trucking companies are. CSA, which stands for “Compliance,

Safety, Accountability,” was rolled out in 2010 as a proactive initiative to improve the efficiency and effectiveness of FMCSA's (Federal Motor Carrier Safety Administration) enforcement and compliance program. The goal of CSA was and is “to achieve a greater reduction in large truck and bus crashes, injuries, and fatalities, while maximizing the resources of FMCSA and its state partners.”

However, just reading the definition and not digging into the details is a bit misleading, especially if you're operating a mobile crane and not, say, a truck or a bus. Why? Because on August 27, 2009, the Department of Transportation (DOT), through the FMCSA, determined that mobile cranes operating in interstate commerce are commercial motor vehicles (CMV's) subject to the FMCSA's regulations, thereby also making them subject to – you guessed it – CSA.

Currently, the definition of a CMV encompasses mobile cranes because mobile cranes are readily capable of traveling at highway speeds, over extended distances, and in the mixed traffic of public highways.

What this means is that any company that's operating a mobile crane in interstate commerce is now required to follow all the rules and regulations that apply to commercial motor vehicles, including the need for its drivers to have a commercial driver's license (CDL), be

AUTHOR:

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



Additional Resources

NBIS has written a number of articles pertaining to CSA that help to explain it further. Refer to previous issues of *American Cranes and Transport* for more information:

■ March 2014

Do You Have the Right CDL License?

■ April 2014

Do You Have the Right DQ IQ?

■ May 2014

Drug & Alcohol Testing Requirements, Part I

■ June 2014

Drug & Alcohol Testing Requirements, Part II

drug and alcohol tested, maintain logs, and keep maintenance records, as well as for employers to create and keep current driver qualification files.

Five things to do

What happens if you're a crane company that operates mobile cranes and your Safety Management System (SMS) scores exceed the FMCSA intervention threshold, or worse, a DOT investigator visits your office and wants to perform an audit? Well, it's pretty much the same across the board for both trucking and crane companies – stern warnings, heavy fines, and the possibility of your operation being shut down. But with a little bit of education and preparation, you can make sure you avoid all that.

Although this list is by no means exhaustive, here are five recordkeeping practices that you can follow to remain in compliance with the FMCSA regulations.

“Whether you're a crane company that owns trucks and transports cranes, or a crane company operating mobile cranes, by understanding what's expected of you, you're much more likely to avoid the costly fines and overall headaches.”

1 Maintain driver qualification files

This probably doesn't come as a surprise, but the FMCSA regulations require motor carriers to maintain a driver qualification file for each driver you employ. The file must contain certain documents, both pre- and post-employment – like an annual driving record, an annual certificate of violations, a copy of his or her road test, and an application for employment – that reflect the driver's ability to safely and legally operate a commercial motor vehicle. There are a number of items that need to be in the file, so be sure to check the regulation, Part 391.51, for the complete list.

2 Controlled substance and alcohol testing

Drug and alcohol testing is another “no-brainer.” The FMCSA, along with the DOT, requires that persons subject to the commercial driver's license requirements, and their employers, follow alcohol and drug testing rules. These rules include procedures for testing, frequency of tests, and substances tested for. Employees need to answer questions regarding previous pre-employment controlled substance tests and contact needs to be made with previous employers regarding drug and alcohol testing each specific employee. There are also a number of control and custody procedures that need to be followed, so be sure you know what those are, as well.

A complete list of requirements for controlled substance and alcohol testing can be found in the regulation, Part 382.

3 Hours of Service of commercial vehicle drivers

The Federal Motor Carrier Safety Regulations (FMCSRs) require all commercial vehicle drivers to maintain “records of duty status,” which are more commonly known within the industry as daily logs. It should be noted that there is an exception for drivers who operate primarily in local service. If they can meet certain criteria, they may operate on a simple time record rather than the daily log. To give you an idea of what the DOT is looking for, here are some items that will be checked during an audit of drivers' logs. For a complete list, you should definitely check the regulation, Part 395. Hours of service:

- 14-Hour Driving Window
- 11-Hour Driving Limit
- Thirty Minute Break

- 60/70-Hour Duty Limit
- 34-Hour Restart
- Falsification
- Form & Manner

4 Vehicle inspection, repair and maintenance

For this requirement, the DOT is looking for a current equipment list and maintenance files for every commercial vehicle you own or use, including trailers, jeeps, and boosters. The file also needs to have a record of all repairs that have been performed. As well, you need to monitor your SAFER/SAFESTAT vehicle inspection record online and have a written preventative maintenance policy, including intervals for service. And while you're at it, you should also keep and maintain:

- Roadside inspection copies maintained for 12 months
- Periodic inspections complete and current, and copy in/on vehicle
- Daily vehicle inspection reports (DVIR) completed and on hand for previous 90 days.

Be sure to review the complete regulation, Part 396, to understand the full scope of this requirement.

5 Administrative requirements

Finally, there are several administrative items that need to be maintained by every motor carrier. These include, but are not limited to, such things as distinct vehicle markings (displaying your DOT number), maintaining an accident register, and entry-level training and LCV training. Many of these details can be found in the regulation, 49 CFR Parts 300-399.

So, whether you're a crane company that owns trucks and transports cranes, or a crane company operating mobile cranes, by understanding what's expected of you, you're much more likely to avoid the costly fines and overall headaches associated with being found out of compliance. It's also a good idea to regularly check your SMS scores and SAFER information by visiting the SMS section of the FMCSA website. ■

For more information, and to check your CSA score, visit: <http://csa.fmcsa.dot.gov/sms/>

To review crash information for your company, visit: www.safersys.org



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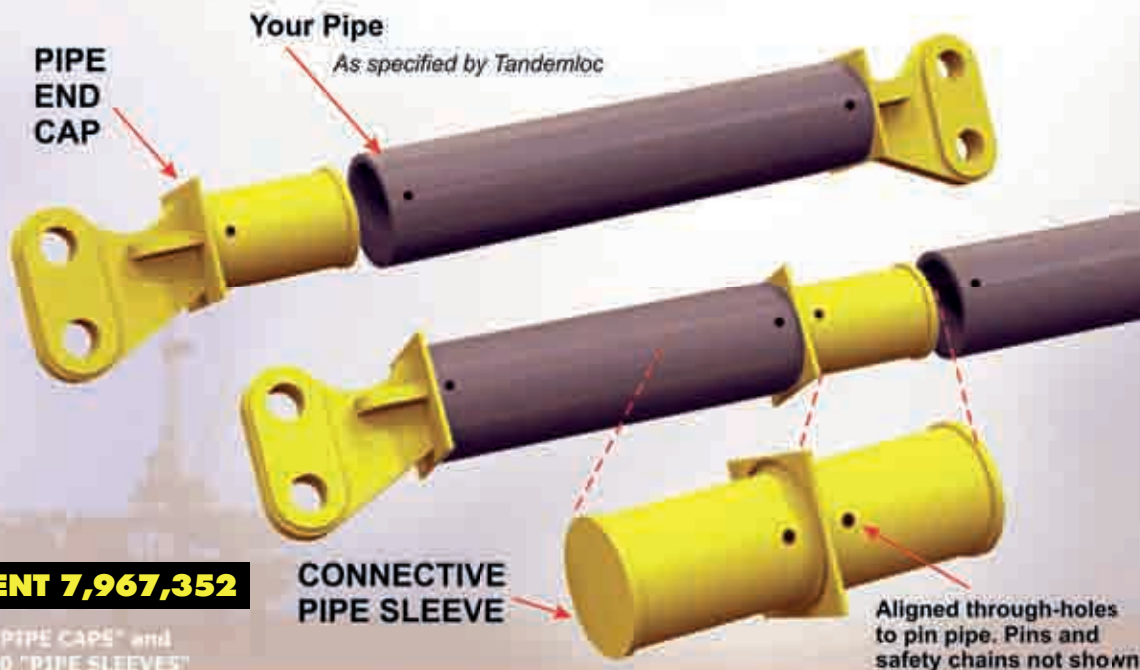
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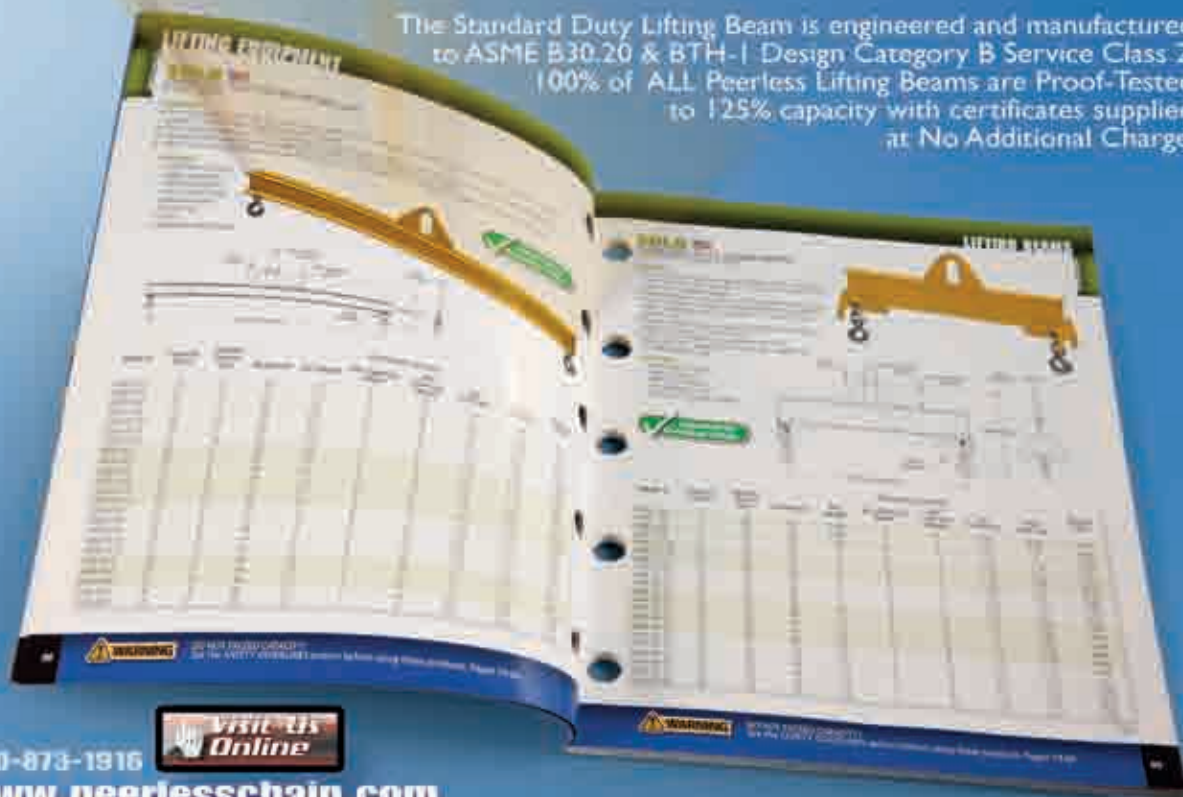
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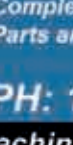
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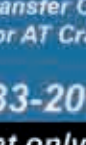
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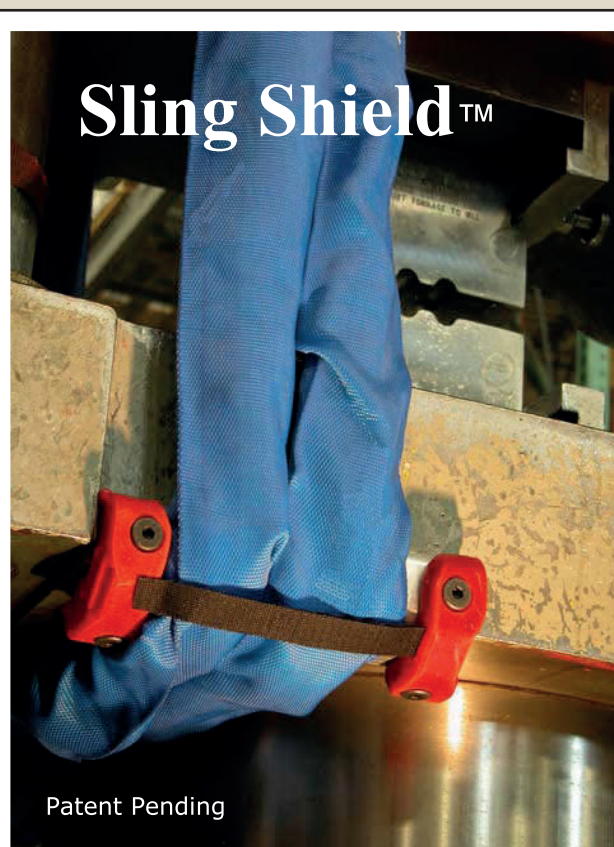
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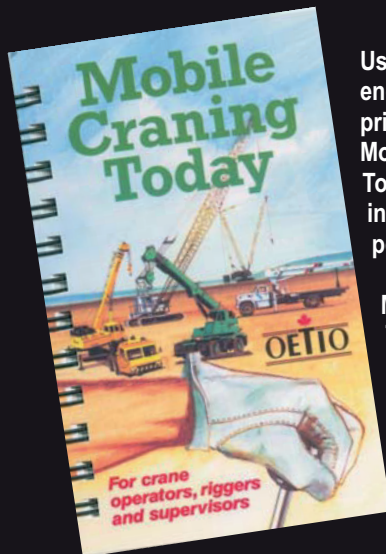
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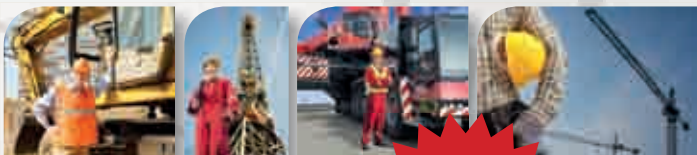
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Crane veteran Robert Kirkpatrick dies



Robert Kirkpatrick, former owner of Kirkpatrick & O'Donnell

Construction Equipment, died on August 14 from complications of Alzheimer's disease. He was born May 15, 1928 in Coshocton, OH to Tom and Leila Kirkpatrick. He was the youngest of four brothers: Tom, Ross and Bill Kirkpatrick. He will be remembered for his shock of silver hair, twinkling blue eyes, sense of style and for being an enormous creator of all things funny.

Kirkpatrick graduated from Coshocton High School in 1946. He served in the Navy and attended Wooster College. He moved his family to Texas in the 1950s and began selling construction equipment, first in Houston and then Dallas. He created Kirkpatrick & O'Donnell Construction Equipment in the 1960s in Dallas. The company became the largest Link-Belt distributor in the world for close to 30 years. K&O's red and white cranes were dubbed "the city bird of Dallas" in the 1970s. K&O's equipment was used to build the Alaska pipeline and was featured on the cover of National Geographic.

Kirkpatrick opened equipment companies in Calgary, Canada and Mexico to handle various pipeline's needs. One of his proudest moments was when he was elected to the Honorary Pipeliner Hall of Fame in 1999.

The family asked that memorials be made to the Tourette Syndrome Association, 42-40 Bell Blvd., Bayside, New York 11361 tsa-usa.org.

Link-Belt names Meers director of quality

Greyson Meers has been named director of quality for Link-Belt Construction Equipment. Meers will work to ensure Link-Belt processes achieve the highest quality standards, from componentry to finished product.

Meers comes to Link-Belt with over 20 years of management experience in quality, supply chain and lean operations in both automotive and crane manufacturing. He holds a Six Sigma Master Black Belt Certification and earned his Bachelor of Business Administration in Economics/Industrial Technology from Morehead State University. Meers also served in the U.S. Army and speaks conversational Chinese, German and Spanish.

"Greyson understands the importance of establishing superior quality from new product development all the way to customer delivery and beyond. With extensive ISO, AAR and IRIS quality systems background and a Six Sigma Black Belt Certification,



Greyson Meers is the director of quality for Link-Belt.

Greyson can provide the leadership and ability to build upon our great quality system," said Link-Belt Manufacturing Vice President Russell Hopper.

Mark your calendar

The World Crane & Transport Summit moves to the U.S. for the first time November 12-13 in Miami, FL. The event is supported by the SC&RA, ESTA, Sindipesa and CICA together with many of their members. Alan Barnhart, president, Barnhart Crane & Rigging, will be the keynote speaker. The conference will feature 20 speakers from across the crane, rigging and specialized transport industries.



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Lift-All celebrates 50th anniversary making slings

Lift-All is celebrating 50 years of manufacturing in the sling and load securement industry. The founding principles of service, safety, quality and integrity are still core to their mission in being a trusted name for rigging products, the company said. "We believe that staying true to our core principles offers the ability to build beneficial partnerships with our external and internal customers," said Chris Bertrando, vice president of sales.

Starting with one shop in Lancaster County, PA in 1964, Lift-All has grown to five manufacturing plants (Landisville, Atlanta, Houston, Chicago and Las Vegas) and a central warehouse. From these plants, Lift-All engineers produce a full range of slings and tiedowns sold through industrial distributors/contractor supply houses.

Tom Moore takes over for Bob Madden at Bridon

Tom Moore will succeed Bob Madden as vice president of sales, Bridon American Corporation, effective September 1. Moore will be responsible for continuing the profitable growth of BAC, including customer engagement, management of the sales force, customer service and driving collaboration with other Bridon elements for new product development, strategy, and pricing.

Bob Madden will assume the duties of senior business development director.

"This move is part of a gradual transition plan developed with Bob's support,"

said Chris Dugan, president, Bridon Americas. "By transitioning key elements of Bob's job to Tom while Bob is still working at Bridon, we can be sure that we provide a seamless transition to our customers. I want to congratulate Bob for his 27-year legacy of success at Bridon, built on a passion for customer care. I look forward to continuing to work with him as he helps Tom satisfy our customers and grow our mutual businesses. And I want to congratulate Tom, who has earned the trust of our customers and the Bridon team with his keen insight and hard work."

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