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Well, as forecast, it was a great show. ConExpo in Las Vegas more than lived up to expectations. Without exception the many exhibitors I talked to reported a good response to their new products and visitors were buying. Most of the cranes were in customer colours and several big deals were announced during the event.

The strong positive feeling was widely presented "officially" as cautious optimism. Once again there was cause for celebration. An opportunity for just that was offered by IC publisher KHL at its Champagne & Strawberries reception held during the show. Many leading figures in the industry were present at what was a particularly well enjoyed event.

Keeping people happy or listening to customers and fulfilling their needs is a common theme that manufacturers offer up as being their major focus. It is a top priority at Terex, to take one example of many, where the crane segment (at 40%, up from 29% in 2008), generates the largest proportion of the company's sales. A vital part of the mix is also what happens after the sale of a new piece of equipment. Terex says it is a work in progress from a customer service point of view.

With products from more manufacturers entering the market and as the products all get better and, therefore, more similar, other differentiators will come under closer scrutiny. In future, when there is little to choose between the capability of one crane or another in a given capacity class, they will be distinguished by other factors, including price and resale value, image, etc. A primary factor will be after sales service but, at some point, even this could become something that all can do equally well.

As history often shows, things tend to go full circle. Eventually we will be back again where the main differentiator is the person selling the equipment and the relationship they have with the customer. At the moment any of the factors can be the decider but, at some point in the distant(?) future, the only important one might be who you are.

ALEX DAHM

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For more information, contact your local dealer or visit us at www.manitowoc.com/cranesdealer



ON THE COVER



Global is now distributing Zoomlion crawlers. For more ConExpo news see our review on page 17.

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MEMBER OF



HIGHLIGHTS

■ DP World, operating in Sydney, Australia has ordered four Kalmar E-One2 rubber-tyred gantry (RTG) cranes. The new units will augment the customer's existing fleet of RTGs at its Port Botany terminal. Delivery of the cranes is scheduled for the fourth quarter of 2011. The eight-wheeled, all-electric Kalmar E-One2 RTGs feature load capacities of 41 tonnes and the ability to stack containers 8+1 wide and 1-over-5 high. The new machines will be delivered with a full specification, including fuel efficient variable speed generator (VSG) engines, as well as Cargotec's UniQ diagnostics tools and automatic steering and container position verification system, Smartrail.

■ XCMG has reported truck crane sales of up to 133 units per day. The figures were taken from the first working day following China's Spring Festival, 9 February. "The total sales volume was over one hundred units. From the middle of February, the growth rate of daily sales volume remained high with the top daily sales of 133 units," said a company spokesman. Average daily sales and revenue in February increased some 60% over the same period in 2010, the manufacturer added.

New Comansa luffers

Linden Comansa introduced two new luffing jib tower cranes to its LCL range in April, with a further model planned for launch later in the year.

The LCL 310 and LCL 280 are the second and third additions to the new range, launched last year at Bauma 2010 with the LCL 190. Both offer 12, 18 and 24 tonne capacity options, with a maximum 60 m jib length. For the LCL 280 maximum jib end load is 2.6 tonne, while the LCL 310 lifts 3.2 tonnes at the same radius. Maximum free standing heights for the LCL 280 and 310 are 53.2 m and 56.9 m, respectively.

Differing performances come from the tower sections. The LCL 280 mainly uses single angle beam S35 tower sections, while the LCL 310 mainly uses D33 double

angle beam sections, which are stronger and improve the load capacities of the crane, said the manufacturer. Higher free-standing heights using the same number of ties are also available with D33 sections.

The range is based on Comansa's modular system, meaning most jib sections are interchangeable between cranes across the manufacturer's luffing jib and flat top ranges.

The models have the hoist mechanism at the front under the jib and near the cabin. The luffing mechanism, with emergency second brake and electrical control box, are positioned on the counterjib. "This unique design reduces the installation weights and the slewing radius of the counter jib. Furthermore, hoisting and luffing cables come preinstalled from the factory for faster



installation of the crane," said a Comansa spokesman.

A fourth model in the range, the LCL 165 will be launched in the third quarter of 2011.

Tadano RT pair new for USA

The GR-1000XL-2 and GR-750XL-2 are new Tadano rough terrain cranes for the North American market.

Capacity of the GR-1000XL-2 is 100 US tons (91 tonnes) and it has a 154.2 foot (47 m) high tensile steel boom with curved profile. There is a bi-fold fly jib and jibs are 33.2 to 58.1 feet

(10.1 to 17.7 m). It has a self-rigging counterweight system.

The 75 ton (68 tonne) capacity GR-750XL-2 has a 141.1 foot (43 m) boom and the same jib options as its larger sibling. Both new models have the new AML-C model moment limiter and an automatic outrigger length detection system with asymmetrical outrigger extension control system. Other

common features are automatic speed reduction and soft stop function on boom elevation.

Helping to protect the environment and reduce fuel consumption is the positive control system. Improvements to the hydraulics and circuit layout reduce fuel consumption by about 20%, the manufacturer claims. In Eco-Mode 2 fuel consumption of the Tier 4 Interim engine during crane operation is reduced by 30% over current models.

FIRST UNMANNED STS FROM ABB

ABB Crane Systems has put the world's first unmanned ship-to-shore crane (STS) into commercial production in Panama.

It was developed in cooperation with Manzanillo International Terminal (MIT), which had a team of engineers and operators to test and evaluate the functionality. The unmanned STS crane was conceived as a logical step in ABB's range of automation solutions for STS and stacking cranes, said the company.

"This is an excellent example of how one market segment can benefit from progress made in another segment," said a company spokesman. "The unmanned operation was one important step in a series of development projects targeting STS crane productivity, energy efficiency and driver ergonomics."

Instead of sitting in the cabin attached to the trolley, the crane operator supervises the operation from a remote control station similar to that used for automatic stacking cranes (ASC). For the operator, this means an improved working environment without stress to the back.

"We are pleased to see the new unmanned operation in production and are proud to be the first in the world to deliver the system," added the spokesman.



HIGHLIGHT

■ Manitowoc is extending its Model 16000's wind turbine erecting capabilities with a new boom raising system. The wind attachment boom system for the 400 tonne capacity crawler crane is at the design stage and will complement the existing jib attachment introduced last year. It consists of an hydraulic cylinder attached to the underside of the boom towards the bottom end. The cylinder is extended to the ground to add additional boom support for construction and maintenance work on 100 m tall wind turbine towers. Using the system the maximum boom length for working with these towers is increased from 92 to 107 m. The system is adaptable to all Model 16000s with a wind attachment. A launch date for the product is still to be set.

■ USA-based All Erection will expand its fleet with the purchase of two Liebherr all terrain cranes. The order comprises a 250 tonne capacity LTM 1250-6.1 and a 200 tonne LTM 1200-5.1, both of which will be ready for delivery in May 2011. The LTMs have Tier 4 engines to meet the EPA Clean Air Nonroad Diesel Rule, mandating reduced emissions in non-road diesel engines. Tier 4 engines have emissions control technologies that decrease exhaust emissions by more than 90% and decrease the allowable level of sulphur in non-road diesel fuel by more than 99%. Demand for 200-300 ATs is increasing said Michael Liptak, president of the All family of companies.

Sarens giant on test



The new 3,200 tonne capacity Sarens SGC-120 super heavy lift crane has been assembled and is undergoing testing.

The lattice boom giant, rated at 120,000 tonne-metres, was assembled in Belgium, at the time of writing in mid-March, with 130 metres of main boom. The full 3,200 tonne (plus safety margin) test was scheduled for the first week of April at 118 and 88 m boom lengths. On the shorter boom, full capacity is available to 40 m radius. Capacity is 1,000 tonnes at 80 m radius.

The SGC, which stands for Sarens Giant Crane was designed by Sarens subsidiary Rigging International in the

USA with input, especially on the hydraulics design, from Sarens in Belgium. It is designed to meet US and European standards for lift cranes and is CE certified. Applications include refineries, nuclear power plants and mining operations worldwide.

Lifting is done using hydraulic winches, each with 600 kN line pull. Line speed is 20 m/min and there are six winches in total. It runs on four equally loaded bogies and has two slew rings, of 28.4 and 38.3 m diameter. Slewing can be done under load, it can be configured for straight travel, and it can be relocated using self propelled modular transporter (SPMT), Sarens said.

In addition to its lifting capacity and reach, features

promoted by Sarens for its new crane include its 43.6 m diameter footprint (to the outside of the mats), low ground bearing pressure (20 tonnes per square metre), flexibility, and low cost for transport and operation. In standard boom configuration it ships in 135 standard containers.

The 3,600 tonne counterweight is contained in 36 reinforced 40 foot containers. To reduce transport cost each of those containers can be filled with 100 tonnes of locally sourced material, for example sand or gravel. A jib up to 90 m will be available.

Sarens operates worldwide with a fleet of more than 1,400 cranes, 14 of which are more than 1,000 tonnes capacity.

MANITOWOC IN THE MIDDLE EAST



Pride of place on the Manitowoc stand at InterMat Middle East, the new construction equipment exhibition for the region held in Abu Dhabi in March, was taken by the first Grove GMK6300L to be sold in the Middle East.

The 300 tonne capacity all terrain with 80 m boom, has been acquired by Saudi Arabia-based rental company, Al-Mesallam. The company has the first two GMK6300L units in the region.

Multiple Terex orders

Cropac Equipment, in Canada, has ordered 22 cranes from Terex in a US\$20 million deal.

It includes eight of the new Terex Roadmaster 9000 truck mounted cranes, the first of which is to be delivered in May this year. The seven other units will follow at the rate of one machine per month.

Other cranes ordered include one Terex AC 140, one AC 250, and two AC 350/6 all terrain cranes, as well as rough terrain and truck crane models.

In a separate acquisition, USA-based Empire Crane Company ordered 40 cranes from Terex worth more than

US\$20 million. The deal was signed at the ConExpo show in Las Vegas. Among the cranes ordered is the new Roadmaster 9000 truck mounted crane. The order also includes RT 100 and RT 130 rough terrain cranes as well as AC 350/6, AC 250-1, and AC 100/4L all terrain cranes, among other models.

Empire, based in New York with branches in Boston, Massachusetts and New Jersey, is a Terex distributor and offers sales, parts and service in the north east USA.

Terex Roadmaster 9000 presented at ConExpo 2011



HIGHLIGHTS

■ Nordic Crane Group AS, in Sweden, has acquired Norway-based TO Bull AS's mobile crane and transport business. TO Bull was the biggest mobile crane provider in the Oslo area before the takeover on 1 January 2011, according to Nordic Crane. The crane and transport company includes 190 employees and 160 mobile cranes, loader cranes and tractor units. All existing work obligations of TO Bull will be continue. The takeover does not include the concrete pumps segment of TO Bull, which will continue to be run by Tom Ola Bull through newly formed TO Bull Betongpumping AS.

Record results at Manitex

Manitex International saw a strong rise in 2010 sales thanks to an expansion programme and cost controls.

Net revenue for the fourth quarter, ending 31 December, was US\$29.5 million, representing a 98% increase from \$14.9 million in the fourth quarter of 2009. The figure also reflected a rise of \$4.7 million or 19% from the third quarter of 2010 for the USA-based boom truck and rough terrain crane manufacturer.

Excluding the impact of acquisitions and new operations, net revenues increased 38% from the previous year's comparable period.

Earnings before interest,

taxes, depreciation, and amortisation (EBITDA) for the fourth quarter were \$2.9 million, or 9.6% of sales, the highest yet achieved by the company. This was compared to \$0.4 million or 2.9% for the fourth quarter of 2009. Gross profit of \$7.7 million, or 25.9% of sales was an improvement of 23.1% on the fourth quarter of 2009.

"We are encouraged by the significant improvement in our performance in 2010 rebounding from the severe conditions of 2009," said David Langevin, Manitex chairman and chief executive officer. "Throughout this downturn, we have driven for expansion of our business and financial results by embarking

on a broad international diversification programme combined with the addition to our portfolio of several well established and respected product lines through acquisitions.

"By combining these measures with cost controls and a product emphasis on specialized lifting equipment we are able to report a significant improvement in our top line sales and record EBITDA margins," Langevin concluded.

Net revenues of \$29.5 million in the fourth quarter of 2010 increased \$14.6 million or 98% over the fourth quarter of 2009. Crane sales continue to reflect strong demand in energy and utility markets.



Wind work for Ter Linden

Netherlands-based Ter Linden Craning BV has been using one of its new Liebherr LTM 11200-9.1 wheeled mobile cranes for wind turbine erection.

The company, which transports some 200 wind turbines annually, received its first 1,200 tonne capacity LTM 11200-9.1 in mid-2010. According to the company, it has found so much work, a second LTM 11200-9.1 and two 130 tonne capacity LTM 1130-5.1 all terrains

were ordered for wind energy related applications.

"The LTM 11200-9.1, with its 100 m telescopic boom, Y-guying, the boom extensions of 6 m and 10 m, the hydraulically-adjustable jib of 6.5 m, a second hoist gear, and the dismantling device for the outriggers, all create the best possible combination when it comes to erecting wind power systems," said a spokesman.

The two 130 tonners will be used as auxiliary cranes. They are both equipped with a main boom of 60 m, 10 x 8 drive arrangement, active speed-dependent rear-axle steering, disk brakes, Telma eddy brakes, adjustable operational spotlights and variable ballast for different axle loads.

MAUN EXPANDS

UK-based Maun Motors has invested UK£600,000 (US\$960,000) in 24 HMF articulated loader cranes in the last six months.

The self-drive hire and contract rental specialist operates a fleet of 900 vehicles, half being trucks of which 185 have knuckle boom cranes. All of the loaders have radio control and most are mounted on Iveco truck chassis.

Included in the order are eight 30 tonne-metre rated 3000-K4 models with four extensions. The balance comprises two 22 tonne-metre 2220-K2s, six 17 tonne-metre 1720-K2s, six 13 tonne-metre 1310-K2s and a pair of 5 tonne-metre 535-K2s, all of which have two extensions.

MAJOR CARGOTEC AND SIEMENS DEAL

Cargotec has entered into a long-term agreement with Siemens Wind Power A/S to supply custom-made Hiab articulated loader cranes for service and maintenance of its wind turbines.

The first Hiab service cranes for 3.6 MW wind turbines have already been delivered from Cargotec's assembly unit in Stargard Szczecinski, Poland. The order so far is for more than 100 units and the development of cranes for other turbine sizes is underway. The order is expected to reach up to 1,000 units per year, according to Cargotec.

The cranes are designed for quick and safe operation in the tight space of the wind turbine nacelle.

"Cargotec's closeness to the markets, as well as flexibility and ability to deliver reliable and safe solutions in a short delivery time were also highly valued," said Kai Foecking, global commodity manager for service cranes at Siemens Wind Power A/S.



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Global expands with Zoomlion

Zoomlion has appointed Global Crane Sales as its exclusive distributor for crawler cranes in the USA and Canada.

The agreement was signed at the ConExpo exhibition in Las Vegas in March. Global has been worldwide representative of Zoomlion rough terrain cranes for a year and is exclusive dealer for tower cranes in the USA.

The company will be promoting four ANSI-certified crawler crane models: the 80 tonne capacity QUY 80, 160 tonne QUY 160, 260 tonne QUY 260 and 350 tonne QUY 350.

Uri Toudjarov, Global

Crane vice president, said: "We've had a great first year with the Zoomlion rough terrains, with significant deliveries worldwide and a full order book. Zoomlion has recognised what we have achieved in partnership with them, and we are really excited that our relationship is being further developed with this additional distributor agreement."

Speaking to *IC* at ConExpo, Toudjarov said Global had an eight acre facility with spare parts worth US\$1 million. There is capacity for up to \$5 million in spare parts once distribution increases.

Talking about rough



terrains, Toudjarov added that the company sold 45 machines to Brazil, Chile, Africa, Russia and USA in the last year.

New HMC from Liebherr launched

Liebherr has introduced the LHM 420 mobile harbour crane with the company's Pactronic hybrid drive system.

The model succeeds the LHM 400 and bridges the gap between the LHM 550 and the LHM 280. The LHM 420 will be available in two variants with maximum lifting capacities of 84 and 124 tonnes.

Maximum radius is 48 m, making the LHM 420 ideal for loading and unloading a wide range of vessels, from Handysize to Post-Panamax class, said the manufacturer. It is designed for container movement, bulk material, heavy loads and any other cargo handling tasks.

The LHM 420's undercarriage cruciform supporting system is unrivalled in terms of stability and operational safety, claimed Liebherr. "Easy adaptation to various sizes of support bases and pad sizes, as well as the simple incorporation of additional axle sets for better weight distribution are further advantages." The tubular, lightweight tower design means corner loads are reduced by 12% compared to the LHM 400.

"Port management worldwide faces the difficult task to stay commercially attractive against fierce competition. Speedy and quick load handling is therefore a fundamental requirement," The

spokesman added.

The LHM 420 is the second product line equipped with the manufacturer's Pactronic hybrid drive system. As well as environmental advantages, hoisting power is doubled resulting in up to 100% higher speeds, said the company.

DOUBLE DEALERSHIP FOR COAST CRANE

Coast Crane has been named as a new distributor for Tadano America and Manitex International.

The USA west coast based-company will offer Tadano rough terrain and all terrain cranes in a number of USA states, including Oregon, Washington, Idaho, Alaska and Hawaii, plus the Yukon Territory, Guam and the Marshall Islands. In addition, Tadano America reported that Coast Crane had placed an order of rough terrain cranes valued at more than US\$10 million for use in its rental fleet.

Coast Crane will continue to represent Tadano boom trucks and Tadano Mantis telescopic crawler cranes in its West Coast territory.

Manitex International, based in Seattle announced its boom truck and sign crane subsidiary Manitex, Inc., based in Georgetown, Texas, has appointed Seattle-based Coast Crane to distribute its boom truck product line for the states of Washington, Oregon, Alaska, Hawaii, Idaho and Montana, the provinces of British Columbia and the Yukon, the territory of Guam and the Republic of the Marshall Islands.

Coast Crane has placed an initial stock order of around US\$2 million targeted for its rental fleet replacement and retail sales opportunities. Terry Howard, executive vice president and COO, Coast Crane, said, "We made an extensive internal survey of all leading boom truck brands and determined that Manitex was the recognised leader in innovation and value."

Coast Crane Company, recently acquired by Essex Rental Corp., has 17 facilities servicing crane rental markets on the West Coast.

3-D INVESTMENT

Terex Cranes has signed an agreement with AIA Software to offer customers worldwide with 3-D lift planning software for its all terrain, crawler, truck, boom, tower and rough terrain cranes.

Accessible from any computer and updated automatically, with no additional CAD software required, the web-based software offers features including the construction of 3-D jobsites and loads, the creation of detailed rigging designs, simulation of co-operative, multi-crane solutions, while monitoring crane capacity from any angle.

"Available in over 162 countries, the 3D Lift Planning software provides Terex Cranes customers globally the service of a 'virtual' test-drive of our cranes, to ensure they meet their specific application needs prior to purchase or rental," said Frank Bardonaro, vice president and general manager Terex Cranes North America. "The service is free of charge for Terex customers and easy to use, with no need for special training."



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The Japanese earthquake and continued unrest in North Africa deflated stock markets in March, but there was surprising resilience given the scale of these events. CHRIS SLEIGHT reports

Double whammy

Stock markets took a series of hits in March, in reaction to the devastating earthquake and tsunami in north east Japan and continued civil unrest in parts of the Middle East. Having said that, there was also resilience on the markets, with some growth in places.

The Nikkei 225 took the biggest hit of all, losing 10.97% of its value between weeks 8 and 12. There was also a loss of 1.03% for the UK's FTSE 100 index. However, the Dow managed a moderate gain of 0.56% over the same period.

This may seem surprising under the circumstances, but the fact is that global markets tend to shrug-off natural disasters fairly quickly, even if there will be local effects for many years to come. This

explains why the Dow and FTSE were relatively unaffected by the disaster in Japan, but that the Nikkei was sharply down.

It is still too early to say what the final cost of the earthquake will be. As *IC* went to press at least 10,000 people were confirmed dead in the tragedy and technicians were still battling to bring the situation under control at the damaged Fukushima Dai-ichi nuclear plant. The cost of reconstructing the region of Japan hit by the earthquake was still a matter of guesswork, but it will clearly be measured in terms of hundreds of billions of Dollars.

What this will mean in economic terms of course remains to be seen. The cost of lost production in the region and reconstruction will

probably shave a few tenths of a percentage point off Japan's GDP growth this year, which is essentially what March's 11% or so drop in the Nikkei reflects.

However, it is worth noting that the Japanese companies in *IC*'s Share Index did not suffer such big losses – in fact Tadano put on a very useful 14.25% spurt during the month of March. The assumption on the markets is of course that equipment manufacturers like Tadano will benefit from extra orders as a result of the reconstruction work.

The disaster in Japan also had an impact on currencies, with the Yen rising to historical highs. The initial explanation for this was that Japanese investors were cashing-in overseas investments, to bring Yen home to pay for reconstruction work. However, it also seems that investors outside Japan went bargain hunting on the country's stock markets as they plummeted in the immediate aftermath of the quake. Both scenarios would have created an increased demand for Yen, driving the currency higher.

Outlook

Despite the tragedy in Japan and continued civil unrest in North Africa pushing up the price of oil, global stock markets seemed reasonably resilient in the face of these events. It remains to be seen if the markets will hang onto the gains they have made over the last six months or so, or whether there is a correction in the pipeline.

APRIL IC SHARE INDEX

STOCK	CURRENCY	PRICE AT START	PRICE AT END	CHANGE	% CHANGE	PRICE 12 MTHS AGO	12 MTH % CHANGE
IC Share Index*		110.32	105.90	-4.42	-4.01	81.55	29.86
Legacy IC Share Index**		427.20	431.29	4.09	0.96	291.99	47.70
Dow Jones Industrial Average		12130	12198	67.43	0.56	10120.46	20.53
FTSE 100		5971	5909	-61.75	-1.03	5189.56	13.86
Nikkei 225		10624	9459	-1165.01	-10.97	10198.04	-7.25
Hitachi Construction Machinery	YEN	2041	2012	-29.00	-1.42	1906.00	5.56
KCI Konecranes	€	31.93	33.01	1.08	3.38	21.00	57.19
Kobe Steel	YEN	223	216	-7.00	-3.14	162.00	33.33
Liugong	CNY	44	40	-3.26	-7.49	20.19	99.31
Manitowoc	US\$	20.00	20.82	0.82	4.10	11.17	86.39
Palfinger	€	26.50	27.00	0.50	1.87	15.70	71.94
Sany Heavy Industry	CNY	25.20	27.08	1.88	7.46	30.84	-12.19
Tadano	YEN	456	521	65.00	14.25	432.00	20.60
Terex	US\$	34.19	36.94	2.75	8.04	20.53	79.93
XCMG	CNY	56.88	28.72	-28.16	-49.51	33.89	-15.26
Yongmao Holding	SGD	0.13	0.18	0.06	44.00	0.25	-28.00
Zoomlion	CNY	15.20	15.45	0.25	1.64	22.07	-30.00

* IC Share Index, 1 Jan 2011 = 100

** Legacy IC Share Index, end April 2002 (week 17) = 100

EXCHANGE RATES - US\$

CURRENCY	VALUE AT START	VALUE AT END	CHANGE	% CHANGE	VALUE 12 MTHS AGO	12 MTH % CHANGE
CNY	6.57702	6.56279	-0.0142	-0.22	6.82705	-3.87
€	0.6215	0.6259	0.0044	0.71	0.6155	1.69
Yen	81.76	81.66	-0.10	-0.12	90.26	-9.53
UK£	0.7266	0.7127	-0.0140	-1.92	0.7143	-0.24

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A new direction

The appointment of Kevin Bradley as president of Terex Cranes is a key factor in a new strategy to accelerate the Terex brand in a direction closer to the customer in the marketplace. D.ANN SHIFFLER reports

Business as usual is a thing of the past at Terex Cranes. The company has embarked on a corporate journey that will involve new strategies, new products and a new customer service model. Steering the company through this adventure will be Kevin Bradley, who was named president on 5 January 2011.

Crane owners around the world already know him. Dealers and large fleet owners may have dealt with Bradley as president of Terex Financial Services (TFS). Bradley's experience includes nine years with GE Capital, offering financial solutions for capital equipment, including cranes.

What motivated the shake up of the management team at Terex? That is just one of a long list of questions I had for Bradley during our interview in late January, just three weeks to the day since he had taken on the role as president.

Bradley says the decision to change the leadership at Terex Cranes was largely to accelerate the Terex Cranes brand in a direction closer to the customer in the marketplace. Bradley stresses it's all about working with customers and supporting their needs. "We are trying to align ourselves to be a more customer-responsive organisation." In doing this, he says the management team will rely on the expanded use of "lean principles" successfully applied to the manufacturing processes at Terex Cranes over the past five years.

Bradley defines lean as removing waste from the process, whatever

the process may be. "Any process left unchecked develops inefficiencies," he says. "This will allow us to put a lens on a process, whether it's administrative, functional, operational and including sales. Ask if what you are doing is adding value to your customer. If not, then why are you doing it? Lean is the chosen approach for Terex to make sure we are highly efficient and effective at what we do."

At this point, Terex Cranes has "a bias for speed," Bradley says. "I am coming in at a time when the market has a better chance to be stronger than weaker going forward, and we need to get things done."

Bradley admits he has much to learn about the crane business. He may be less experienced on the hardware operations and manufacturing side but, he believes, he can bring a lot to the customer front, especially in terms of solutions and services.

"If you think about it, in financial services, your product is the ultimate commodity, money. The way you differentiate is how you provide the solution, the level of service and how well you can meet the market from a solution perspective."

In focus

What will be your main focus at Terex Cranes?

I would say our focus on customer service is immediate and it's a never-ending continuous improvement process... With that said, there are other focuses for the short and long term. One is new product development.

Another is to improve customer service, including the new 24/7 Service Plus Support Program and a new warranty



Kevin Bradley was named president of Terex Cranes in early January. Prior to taking on the new job he was president of the Terex Financial Services Group

scheme. Will these programmes be expanded?

If anything these programmes will intensify. This is the way we are going to build our business. The 24/7 service line – we will be expanding that geographically to new parts of the globe.

How do you describe your business philosophy?

I like to keep it pretty simple. As it relates to Terex Cranes, let's listen to our customers. Let's understand what they need to be successful from a product perspective and then develop and deliver those products that make them successful.

The crane industry has experienced a couple of really down years. Do you think a recovery is in progress? How does Terex Cranes forecast 2011?

Our view of 2011 is fairly stable for the developed markets. We still see solid long term growth in the developing world.

Last year Terex Cranes announced it would begin rolling out new products about every six months. Is this still the case? What are the most exciting new products on the horizon for the North American market?

This is absolutely critical and is still the case. We have launched no less than 20 products in the last 12 months. In addition to new products, we are committed to continuous improvement for existing products. We have some exciting things happening.

ABOUT THE AUTHOR

This is an abridged version of the full interview, by editor D.Ann Shiffler, that appeared in the March issue of IC sister magazine American Cranes & Transport. See www.khl.com/act for more information.



Terex is committed to new product development. The company will continue to introduce new products at a rapid pace. Pictured is the Roadmaster 5300 truck crane

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Link-Belt describes its new ATC-3275 all terrain crane as a game-changer



Positive outlook

An overwhelmingly positive mood prevailed at the industry's biggest show of the year, ConExpo, in Las Vegas, USA last month. IC reports some highlights

“We think that the worst is over and that the good days are coming back” was a top crane manufacturing executive's view at the 2011 ConExpo show and a sentiment repeated throughout the event.

Held last month in Las Vegas, USA, close to 120,000 people registered to attend the international construction equipment exhibition. The total was around 16% lower than the 2008 show, an indication of continuing difficulties in the US construction sector. Growth, however, was

evident in the world's developing markets: an increase in visitors from outside the USA saw the total at 24%, up from 19% at the last show in 2008.

ConExpo organiser, the Association of Equipment Manufacturers, said the mood at the show was overwhelmingly positive, despite the economic uncertainty, and that

The first units in Kobelco's new Green Series crawler cranes were on show. They were the CK1100G and the CK2750G, at 110 and 275 US tons capacity, respectively



The new 110 ton (100 tonne) capacity TCC-1100 Link-Belt telescopic crawler seen for the first time at ConExpo

exhibitors had reported strong purchases and sales leads.

The exhibition attracted more than 2,400 exhibitors, taking more than 2.34 million square feet of exhibit space. The IFPE fluid power component of the show was the largest ever, and Conexpo's exhibit space was the second largest in its history. >



PM introduced an 85 tonne-metre rated articulated loader crane on a 7-axle truck to provide additional payload. The PM 85028-S knuckle boom was shown in the USA for the first time at ConExpo. Its eight extensions give 67 feet 9 inches (21 metres) of horizontal reach. Stefano Ghesini, PM sales director, said it is the first time an articulated loader has been mounted on a seven axle truck. It offers a payload of 23,000 pounds (10.4 tonnes). At the show it was mounted on a new Kenworth T800 truck with tandem steer and three raised axles. The truck is powered by a 525 hp Cummins engine. The new 20 x 8 foot (6 x 2.4 m) flat deck design is extendable to 25 feet (7.6 m).



Zoomlion rough terrain and crawler cranes are distributed by Global Crane Sales



The next ConExpo will be 18 – 22 March 2014, in Las Vegas, USA.

Sales were brisk at the Link-Belt booth. The company announced the sale of six cranes to Southway Crane & Rigging of Byron, Georgia, USA. The order included four of the all-new 100 US ton (91 tonne) capacity HTC-86100 and two 60 ton (54 tonne) HTC-8660 Series II hydraulic truck cranes.

Also on the opening day of the show, Link-Belt sold 14 cranes to major US crane rental group All Erection & Crane Rental. The package includes crawler, truck and all terrain cranes. "ConExpo has arrived at a time when the economy is showing signs of an uptick," said Michael Liptak, president, All Erection. The deal comes on the heels of other recent purchases of Link-Belts by All



Sany crawler and rough terrain cranes generated much interest, especially the new 300 tonne capacity crawler crane designed for the US market

Erection, including 10 TCC-750 and three TCC-1100 telescopic crawler cranes.

All Erection also strengthened its all terrain fleet with the addition of a 300 tonne capacity Grove GMK6300L all terrain from Manitowoc. It was in the livery of Central Contractor Services, a member of the All Family of Companies. Also in the multiple unit Grove order were the 550 US ton (450 tonne) capacity GMK7550 and a 220 tonne capacity GMK6250-L all terrain. Manitowoc crawlers ordered were a 2250 and two Model 16000s with luffing jibs, a



KNF Canada is a new company formed to introduce Korean KNF Heavy Industries tower cranes and hoists to the USA and Canada. There are 12 of the manufacturer's cranes erected in Canada, said Derek Thompson, KNF Canada director. Three models are available to DIN and CE: 12 and 16 tonne capacity saddle jib models with 70 m jib and 3.5 tonne tip load; and a 16 tonne luffer with 55 m jib.



Placing a 1.3 tonne load on top of three wine glasses was a feat accomplished using the Micromove control mode of Liebherr's 81 K fast erecting tower crane, on show for the first time in the USA. The 81 K represents a completely new design, said Matthias Donner, managing director at Liebherr-Werk Biberach GmbH. "For the first time in this crane class, the 81 K has Speed2Lift permanent double rope reeving, with no time lost on re-reeving."



wind attachment and a Max-Er attachment for the 18000. The Model 16000 on show was the 17th unit for All Erection.

Completing All's shopping list was a Brodersen IC-200-3G, 15 ton (13.6 tonne) capacity industrial crane on show in its colours.

At the show USA-based crane distributor Empire Crane Company signed a deal for 40 cranes from Terex worth more than US\$20 million. Among the cranes ordered is the new Roadmaster 9000 truck mounted crane. Also included were RT 100

and RT 130 rough terrain cranes as well as AC 350/6, AC 250-1, and AC 100/4L all terrain cranes, among other models.

"At Empire Crane we are highly focused on the quality of the products and service that we provide. With signs of an upward trend, we are feeling optimistic about the future. This 40 unit order will ensure that we are ready to provide the solutions that our customers need, as soon as they need them," says Luke Lonergan, Empire Crane vice president.

Products

Kobelco unveiled its latest crawler crane models with new engine emission standards and a host of other "user friendly" attributes. With lifting capacities ranging from 85 to 275 tons for the US market and 60 to 250 metric tonnes for

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Manitowoc Crane Care and its dealer partner H&E Equipment Services presented Turner Industries with a refurbished Manitowoc 888 crawler crane in a ceremony at the Manitowoc booth. It was the first remanufactured crane under Manitowoc's new EnCore Partners OEM-approved remanufacturing programme. The crane was manufactured in 1996, clocking up 20,000 hours on the U.S. Gulf Coast region on general construction, chemical and petrochemical projects.

the European market, the new crawlers are designed for easy transport, assembly, disassembly and to be operator-friendly.

For North America, including Canada, the new models are: the 85 ton CK850G; 110 ton CK1100G; 120 ton CK1200G; 160 ton CK1600G; and the 275 ton

CK2750G. For Europe the new models are: the 60 tonne capacity CKE600G; 80 tonne CKE800G; 90 tonne CKE900G; 110 tonne CKE1100G; 135 tonne CKE1350G; 250 tonne CKE2500G and the 80 tonne BME800G.

Consideration for the environment is another key emphasis on the new Kobelco crawlers, including new EPA Interim Tier IV and Euro Stage IIIB engines. The rated output of the new engines has been increased from the previous series and the engines have been "tuned up" for the best fit in crane operations. At a time when already high fuel prices continue rising, the new cranes were designed to achieve a maximum 30% better fuel consumption than previous models.

"We've adopted a totally new energy-saving assist system on all new models,"

>



IMT launched the 47/326 articulated loader crane. It has a 9.8 tonne lifting capacity at a radius of 15 feet 1 inch (4.5 m). Also introduced were six telescopic cranes: the 7500, 8600, 9500, 10000, 12000 and 14000. The model numbers correspond to their capacity in pounds. They offer up to 30 feet (9.1 m) of reach and increased capacity over previous models. All have the Penta Boom hexagonal boom designed for strength and durability.



Power line contractor Wilson Construction took ownership of a 250 US ton (220 metric tonne) capacity Tadano ATF220G-5 all terrain crane. Oregon, USA-based Wilson will use the crane to erect pylons for a 500 kVA double transmission line for Southern California Edison that will carry power from solar and wind energy plants to the Los Angeles area. It is the first phase of the seven year US\$10 billion Tehachapi Renewable Transmission Project (TRTP) and consists of 180 towers weighing up to 250,000 pounds (113 tonnes) each. A majority of the towers will be placed using the ATF220G-5, with a 500 tonne all terrain being used for the remaining 10% in higher areas where more boom is needed. The crane was sold through Las Vegas-based Michels Machinery which specialises in new and used crane sales.



Unic cranes USA displayed its biggest seller in the country: the 2.9 tonne capacity URW-295. Also, on display and for the first time in the USA were the URW 547 and URW 706 with lift capacities of 4 and 6 tonnes, respectively

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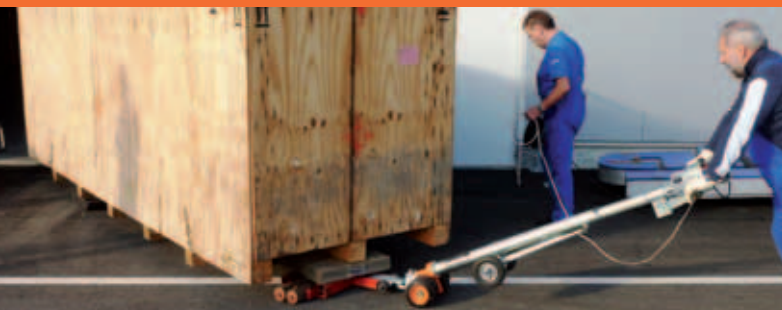


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The Maeda MC285 shown by Maeda USA is the first in the range to be New York City approved, a requirement for any crane working in the city. Toni Inman, Maeda USA president, said the company was working to create a mini crawler crane market in the USA, which is in its infancy

according to Kobelco. The energy-saving assist system is known as the G Mode, a generic name for such assist systems as the auto idle stop system, the energy saving winch control system and the engine RPM limitation system.

Another star of the show was Link-Belt's new ATC-3275 all terrain crane aimed at the North American market. The 275 ton (250 tonne) capacity crane meets the toughest transport laws in North America, said the USA-based manufacturer. None of the weights in its modular counterweight system is more than 22,000 pounds and can be grouped together or with other components on trucks to maximise the load. Maximum counterweight, rigging, matting and fly can be moved on four trucks. Anti-lock (ABS) disc brakes, intarder and engine compression brake, makes it the only all terrain to meet SAE braking codes, according to the manufacturer. Power comes from a

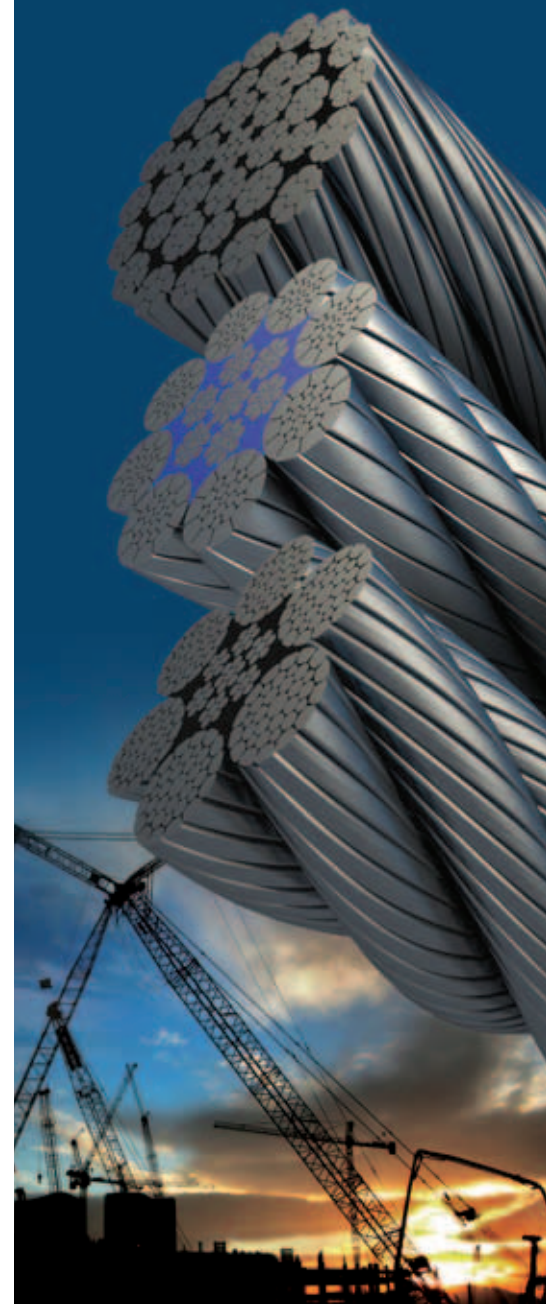
Terex Crossover 6000 boom truck has 60 US ton (54 tonne) capacity and 170 foot (51.6 metre) system length



Cummins EPA 2010 compliant engine.

The Link-Belt AT's seven-section boom is fabricated from ultra-high strength steel in the manufacturer's own facility. The upper engine mounts transversely to allow maximum space for a stowable fly. A 12 foot (3 metres) heavy lift fly has lift capabilities for two load lines, ideal for tilt-up work, said the company. An optional three-piece, bi-fold fly hydraulically offsets from 2 to 45 degrees. A manual four-position offset is also available. ■

At XCMG, Zhao Qing Sheng, marketing director, said the company was using the show to target the South American market, from where he said there was strong interest. It would be another two years or so before the manufacturer would be ready to sell truck cranes in the USA, he said



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The first Liebherr 550 EC-H 40 in Qatar is one of five of the manufacturer's tower cranes on the prestigious Musheireb regeneration project in the heart of Doha. It was chosen for its capacity and fine movement control.

IC reports



Five Liebherr tower cranes, including a 550 EC-H 40, are at work on the Musheireb project to regenerate the centre of Doha, capital of Qatar

The heart of Doha

The Musheireb project, formerly known as the Heart of Doha, is the development and regeneration of a 35 hectare site in inner Doha, the capital of Qatar's historic centre. It is recognised as a vision of the Emir, His Highness Sheikh Hamad Bin Khalifa Al Thani and Her Highness Sheikha Mozah Bint Nassar Al Missned.

Joint venture contractors are Hyundai Engineering & Construction Company and HBK Contracting Co. Five Liebherr tower cranes, including a 550 EC-H 40 – the first in Qatar – are performing all lifting duties on the Phase 1-A contract. The regeneration of old Doha includes Kahraba Street – the first to receive electricity in Qatar – Abdulla Bin Thani Street, Musherib Street and the first Eid Ground in Doha.

The development will be 226 new buildings up to 30 storeys and 1,000 residential units to house around 28,000 people. By completion in 2015, the project's five phases will also include the construction of an underground pedestrian city extended over the entire site, including car parks for more than 13,000 cars to ease

above ground traffic congestion, a tram system, an underground Metro station and hotels.

Demolition of more than 220 buildings on the site was started in June 2009 and the construction contract for Phase 1-A was awarded to the Hyundai and HBK JV in April 2010 in a 25 month contract. Much of the site is adjacent to the Emir's Diwan (Qatar's seat of power and the Rulers Palace). Phase 1-A includes a Diwan Annexe, Amiri Guard Headquarters, the National Archives, a heritage quarter and four heritage houses.

Craneage

All five tower cranes are on a 17 month rental from the United Equipment Rental fleet together with a sixth, a self-erecting Liebherr 70K. The five Liebherrs on site are:

Diwan Annexe

■ TC1 – 280 EC-H 16: jib 60 m, height under hook (HUH) 81 m

■ TC2 – 550 EC-H 40: jib 71.5 m, HUH 56 m

Amiri Guard Headquarters

■ TC3 – 200 EC-H 10: jib 60 m, HUH 54 m

■ TC4 – 280 EC-H 12: jib 55 m, HUH 44 m

Heritage buildings and National Archives

■ TC5 – 280 EC-H 12: jib 75 m, HUH 71 m

United Equipment supplied more than 100 detailed diagrams outlining specifications for the installation and operation of the cranes. Management for the contractor JV said that it had “never seen such depth of detail provided by a supplier.” Working around the clock, the cranes have a range of lifting duties, including concrete placement, rebar and steel beams.

The five-storey Diwan Annexe has a steel beam roof of nine major beams, each weighing up to 95 tonnes. Steel elements weighing up to 20 tonnes are lifted and assembled in position. According to Eng Muaz Ayoub, operations manager, United Equipment Group, the 550 EC-H 40 was selected for its ability for micro movement necessary for the lifting and accurate reassembly in-situ. It has a 71.5 m jib and 66 m hook height. Capacity is 40 tonnes while at the end of the jib it will lift 5.7 tonnes.

“With the passing of time, the area lost much of its rich community to migration into other regions, leaving much of the historic neighbourhood neglected. Today, we aim to restore the lost lustre to a location close to our hearts. We want to bring it back to life,” explained Eng. Issa M. Al Mohannadi, CEO at project developer and owner, Dohaland. “The project aims to blend the past and the future. Innovation is linked to a sustainable vision for Inner Doha, creating a lasting place which can evolve in response to peoples’ changing expectations and needs without losing its ethnicity.”

Under construction are 226 buildings up to 30 storeys and 1,000 residential units to house around 28,000 people



Spreading out

Advancing technology requires increasingly future-proof, flexible and operator safety-conscious designs. EUAN YOUNDALE reports on products and trends



Magnetek's Flex Pro Tethered controller allows one-handed operation

RANGE BOOSTING

Itowa has been making improvements to its Combi and Setval models to include more operations in the same transmitter, to offer cheaper, more compact and versatile remote controls. There have also been technological improvements in the feedback system which are designed to provide effective bi-directional communication between the receiver and the operator. With those improvements the remote controls can be used in more industries, says the company. "We are offering a new system with advanced technology as a guarantee of bi-directional communication between the worker and the receiver," said an Itowa spokesman.

"In the Combi and Setval models we can introduce more operations to the same transmitter. We have increased the possibility of adding more push buttons, and the results are cheaper, more compact and useful remote controls."

The Itowa Winner model, for a range of construction and industrial cranes, has a 10 pushbutton transmitter, with a 4-function option on one side. There is also the option of adding 10 selector switches, extending the applications and features.



a number of remote controls to be used in the same area. "The system scans the frequency band at start up and starts working at a free frequency; it hops to a different frequency if interference occurs." Combined or single control of different hoists and trolleys is possible through the function key.

Sometimes RF cannot be used due to jamming restrictions. A solution comes in the form of Magnetek's Enrange Flex Pro Tethered CAN-bus controller for mobile hydraulic applications.

The controller includes all the features of the company's lightweight Flex Pro handheld transmitter, including precise proportional control and adjustable speed control, it says. The unit allows one-handed operation, useful for applications when the operator assists in running the machine.

Flex Pro Tethered is ideal for situations when proportional control is needed but RF is not required. The controller can be kept on hand as an inexpensive back-up to prevent costly delays.

Narrow band

Frequency bands, ranging from 400 to 900 MHz, have a great influence on the design of remote controls. "Since radio remote controls are narrow band devices, they are not able to cover all these different frequencies, making it necessary to use different equipment and modules for each of these frequency bands. One single solution simply cannot cover all of these bands," explains Karl-Heinz Guenther, HBC-radiomatic international key account manager.

As a result harmonisation of these narrow band frequencies for remote controls in the near future is unlikely, adds Guenther. "Common wideband frequencies like wi-fi or Bluetooth could be an alternative but there





HBC-radiomatic's spectrum D offers features including a vibration alarm for low battery indication and the option of messages and warnings. Depending on requirements, the transmitter can be equipped with user identification, front panel lighting and orthogonal drive

RIGHT:
HBC-radiomatic's Vector Pro with enable switch offers additional protection for service technicians



is the question whether they could be used for radio remote controls, a field where efficiency, range and, most importantly, safety are imperative. The utilisation of these frequency bands would pose another problem. One possibility to harmonise frequency bands would be one single band for all safety remote controls worldwide, which would facilitate the design of such devices. But it is unlikely that this will be realised any time soon."

Silvestri at Autec expands on the point, "[Radio remote controls] obviously meet the requirements of national rules and laws, which are specific to the local situation and difficult to modify or remove. It is therefore difficult to believe that frequencies will be harmonised in the short to middle term."

Another key feature of design is safety. Many operators find themselves in potentially hazardous environments and,

over the decades, their safety has become the priority.

Ikusi, for example, is launching the LA70 range limiter for fixed or mobile machinery as part of its TM70 range for hazardous or risky working conditions. The LA70M works with radio remote control equipment with coverage up to 50 m. The system only works under the LA70M range limiter emitter-covered zone and if the radio remote transmitter is in this zone. The operator's working conditions are programmed as required, and there is a choice of modes, including restricted key manoeuvres, key zone programming, start-

up key switch programming or limited working condition programming.

The LA70M Range Limiter is compatible with Ikusi TM60 and TM70 ranges, and the controls are available in handheld pushbutton and console box models.

Using RS485 serial communication, the range limiter has master and slave configuration with expansion modules of up to two slaves with one master module.

Autec Dynamic FJM is designed to provide comfort during operation and to protect actuators from shocks



Overheads

Cattron's new LRC-M1 wireless control system for electric overhead travelling cranes also caters for increasingly stringent safety requirements in industrial applications. It uses the external TransKey RFID configuration which allows facilities to minimise spares and transfer keys to other controllers, which increases safety and flexibility, says the company. The LRC-M1 can control up to four motions with two ergonomic, multi-axis joystick controllers. The trolley and hoist selector, two auxiliary push buttons and toggles are mounted on an impact resistant Lexan (polycarbonate) housing.

HBC-radiomatic has presented an updated version of its handheld micron 5 radio control. It can now be used in potentially explosive areas and is available

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REMOTE HIGHLIGHTS

Ikusi continues to expand its range of TM70 remote controls. It two new pushbutton remote controls, type I and II, which have ATEX approval, for potentially explosive environments or atmospheres. As a result, type I and II pushbuttons of the TM70 range can now be installed in environments containing powder or gases. The only limitation being acetylene and hydrogen gases. The ATEX Directive (94/9/CE) took effect on 1 July 2003 and, from June 2006, any equipment, either used or new, which does not comply with this standard should be replaced.

Control Chief in the USA has introduced the LJ. It is a lightweight transmitter that communicates with its new Advantage series receiver and is backwards-compatible with the existing MDR-8400 and Command Chief PLC-based systems.

Features include a lithium rechargeable battery with enhanced life, power and battery LED indicators, up to 5-speed stepped or stepless and up to 4 dedicated motions with additional through selection capabilities. Overall it weighs less than 3.5 pounds (1.6 kg). There is a flexible switch option for customisation. Operating range is about 1,000 feet (305 m).

Ravioli's JMA35/45 version is designed for medium to high complexity bridge cranes with, for example, magnetic beams, clamshell buckets, orange peel grapples and vacuum lifters. To eradicate cable reels, two receivers can be installed: one on the bridge crane that activates movement commands, and one on the handling equipment, activating the commands addressed to it alone.



in models for explosive zones 1, 2, 21 and 22. "The customer now has greater possibilities from which to choose when it comes to radio controls for such hazardous application environments."

The user identification option is another feature of the redesigned micron 5. It is based on a personalised login card – HBC Smart Card – with a credit card-like design.

The company has also introduced new safety features across its range to protect the operator from danger in specific situations. They include the orthogonal drive, which only allows the operator to move the crane in the direction they initially engage with the joystick. Other new features include the radiomatic shock-off, the roll-detect, a vibration alarm and an automatic shut-down on implausible control commands.

According to Autec, international regulatory framework is a significant support as it helps measure the degree of safety that functions remote control functions are designed for. "EN ISO 13849-1 and IEC 62061 define, in fact, quantitative, rather than qualitative,

The Autec Dynamic series includes three transmitting unit models: FJS, FJL and FJM

classification of safety functions, thus making them objective data. Manufacturers pursuing safety as their first value find valid references in the latest standards." Says Silvestri.

Keeping the products in good working condition is also an important consideration. Magnetek has rerated its Impulse G+ and VG+ Series 3 adjustable frequency crane controls.

It now has an increased ambient temperature rating of 60 °C (140 °F), for use in high temperature applications.

"Due to customer desire to use our proven IMPULSE Series 3 drives in severe environments, such as steel mills and power plants," said Aaron Kureck, Magnetek product and development manager.

Computer link

As technology advances there is ever greater interactivity between control equipment and computers. Datek has developed a Windows interface for its line of receivers. This makes it possible for customers to combine Profibus, CANopen >

Datek's Windows interface is designed to provide flexibility for customers to set up the system as they wish

HBC-radiomatic's updated micron 5 includes a user identification option based on a personalised login card, HBC Smart Card. It serves as a key to activate the radio control system



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Ikusi LA70 Range Limiter has master and slave configuration with expansion modules of up to two slaves with one master module



or relay outputs with a personal computer interface in the same wireless system. For some special applications where there is no need for other communication, the PC interface can be used as standalone.

Crane functions and other safety-critical control functions must not be controlled over the PC interface since Windows doesn't fulfil valid safety standards. The PC interface, however, can be used to enter data into customer-specific OEM software programs, like weights, logistics information, work report numbers, etc. The customer sets up the interface through a Windows DLL-file (Dynamic Link Library) provided by Datek. This offers great flexibility for the customers to setup the system as they wish.

A notable trend in the last 12 months or so is the introduction of colour screens. One of them is the HBC-radiomatic micron 7 transmitter which provides system and feedback information in colour, including, for example, weight load. This increases operator comfort and safety, says the company. The company's spectrum D now has 3.5 inch colour TFT screen. The display is non-reflective, allowing clarity in sunny conditions, says the company. In addition, the TFT has QVGA technology and boasts a colour depth of 18 bits, including a 32 MB internal memory, enabling the display of various graphics, image files and language versions. "With this ability, an intuitive, cross-linguistic

menu guide can easily be configured. Furthermore, the saving of various data is also possible, backing up all the critical information needed for the operator," says a spokesman.

Guenther adds that the trends in radio technology follow the trends in crane technology. "For example, with the extended use of interfaces such as CAN-Bus, Profibus or others, radio control technology has been adapted."

Silvestri agrees, "The integration of additional functions as a complement to the traditional control functions, as well as display visualisation and FieldBUS communication are surely in growing demand."

The fast-developing landscape means that flexible, future-proof products are increasingly called for. For example, i-Kontrol from Ikusi is a transmitter that can be adapted to the emergence of new functions. "As new hardware and software electronics are developed, and incorporating greater features than those supported by the current console in the TM70 series," says the spokesman.



Magnetek's Impulse G+ and VG+ Series 3 adjustable frequency crane controls have been rerated to an increased ambient temperature



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CUSTOM TALBERTS

USA-based Talbert Manufacturing exhibited two fine-tuned custom trailer models at the 2011 Mid-America Trucking Show in Kentucky.

The Talbert 55 US ton (50 tonne) RA Beam Deck Trailer, purchased by Bill Miller Equipment Sales Inc. of Eckhart, Maryland, has a non-ground bearing gooseneck with a 114 inch (2.9 m), compared to the standard 108 inch (2.7 m), swing clearance that allows the operator to achieve more weight on the steer axle; a 26 foot (8 m) beam deck that facilitates a lighter overall weight at a lower ground clearance; a four-axle, heavy-duty suspension offering 30,000 pound (13.6 tonne) capacity, compared to the standard 25,000 pounds (11.3 tonnes); and a powerful four-hydraulic cylinder design for greater lifting capacity than many competitive models with two cylinders, says the manufacturer. The model also delivers an advantage in load capacity over comparable models, adds Talbert, with



A 55 US ton capacity (50 tonne) RA beam deck trailer



A 35 US ton (32 tonne) HRG double drop

a rating of 110,000 pounds (50 tonnes) capacity in a 13 foot (4 m) load base.

Customised to haul agricultural machinery, the Talbert 35 US ton (32 tonne) HRG Double Drop Trailer is differentiated by its aluminium pull-out system, 2 feet (600 mm) on each side, which accommodates wider equipment pieces at lower heights. For additional flexibility, the unit has a hydraulic removable gooseneck with five ride heights, and an extra full-width deck on top of the gooseneck to haul excess dunnage, says the company.

Low axle from Nootboom



The latest Nootboom PX2 low-loader on 245 tyres has an extremely low axle assembly, according to the manufacturer.

The use of 245 tyres means the axle assembly is about 100 mm lower than on a low loader with 285 tyres. The excavator trough between the axle assemblies is also 100 mm lower and, consequently, the difference in height between the load floor and axle assembly is much reduced.

"This is an important advantage when carrying machinery such as combine harvesters and dumpers with the load protruding from the axle assembly," said a company spokesman.

The axle assembly height is 1,010 mm in drive position and the suspension offers a

vertical axle travel of 600 mm. The axle assembly can be raised by 460 mm or lowered by 140 mm. This means that the Nootboom PX2 is the lowest pendular type axle assembly on the market, says the manufacturer.

Due to the use of pendulum axles, load capacity is 12 tonnes per axle line at 80 km/h. The low-loader is available with two or three axle lines and comes in three standard widths: 2,540, 2,740 and 2,840 mm. It can be combined with various load floors and types of gooseneck. The 2-axle and 3-axle PX2 low-loader will still be available on 285 tyres with a load capacity of 14 tonnes per axle line at 80 km/h. ■

TRANS TURKEY

Hareket, based near Istanbul in Turkey, is one of the biggest heavy haulage companies in the country. Faymonville delivered 6 S-Module Split bogies with 4 axle lines each and accessories, to the company.

One of the first challenges using the new equipment consisted of a 1,500 km long transport through Turkmenistan. The load was a 570 tonne cylinder for a petrochemical plant. A team of technicians from Faymonville went to Turkmenistan for a couple of weeks to provide assistance during assembly of the 3-file modular combination.

The S-Module Split is a module that can be divided into two, with one half coupled on the side of a complete module. This offers a three-row loading platform with three axles. It enables the transportation of very heavy and compact loads without having to use load spreading structures, says the manufacturer. "A three-file combination can represent a particularly suitable solution for transportation of transformers," added a company spokesman.





SHTs head for Taiwan

Scheuerle has built and delivered two industrial transporters type (SHT) for Taiwanese ship builder, CSBC China Shipbuilding Corporation. Kaohsiung-based CSBC already has a number of these vehicles. China state-owned has two Taiwanese facilities.

Both Scheuerle SHTs are 18 m long, 7.5 m wide and 1.5 m high and are designed to move ship sections weighing up to 500 tonnes. The vehicles have 8-axle lines with two quadruple-tyred pendulum axles, meaning loads are transported on 64 wheels.

The hydrostatic drive guarantees jerk-free setting off and continuously variable acceleration, says the manufacturer. "The precise steering response of the pendulum axle technology allows millimetre-exact positioning of the ship sections," says a company spokesman.

In addition, the functional axle compensation automatically offers a uniform distribution of load on all wheels when travelling on uneven surfaces, says Scheuerle. The steering angle of $\pm 165^\circ$ and the selectable steering programmes, such as regular, transverse, diagonal and circle, provide the vehicles with excellent



manoeuvrability, adds the company. The 104 tonne vehicle is steered via a high-tech driver's cab equipped with monitors.

In a nighttime transport, the two SHTs were transferred from the Pfedelbach plant in Germany to the heavy-load port in Heilbronn. This was not, however, done with low bed trailers as is usually the case. The transporters were driven 30 km to their destination. After a 4.5 hour trip, they reached the heavy load quay at Heilbronn where they were lifted onto a pontoon designed to handle extremely heavy loads. They were shipped along the Neckar river, then along the Rhine and Schelde to Rotterdam. After being reloaded onto a seagoing vessel, the one-month voyage to Kaohsiung in Taiwan began in the North Sea and via the Suez Canal in Egypt. ■

POWER FROM CHINA



Over a period of two years AICL Projects delivered power plant equipment from ports in China to Argentina. To complete the delivery of a coal-fired power plant project in south Argentina, from 2009 to 2011, Asia Imperial Cargo Logistics (AICL) carried out the transport in 10 journeys from Shanghai, Tianjin, and Huangpu port in China, to Punta Quilla, Argentina, with total volume of 170,000 R/T (revenue/tonnes).

Efficient mobilisation and co-ordination of resources and equipment in Hong Kong, Shanghai, and Tianjin enabled AICL to accomplished all the inland loading of various core machinery and equipment from Xinhui and Huangpu (South China), Shanghai (Central China), and Xingang (North China), including supervision of all securing and fastening of the loads.

By early March 2011, AICL had delivered more than 40,000 R/T. The heaviest piece was 75 tonnes and 12 metres long. The remaining volume is scheduled to be complete by the end of the year.

TRAINS TO THE PHILIPPINES FROM JAPAN



Allfort Co., Inc in Japan delivered 10 powered railway train carriages from Kawasaki in Japan to Manila in the Philippines. Each shipment totalled 34 tonnes and 2,526 cubic metres for which Allfort arranged inland transportation to Kawasaki Port and chartered a suitable vessel.

Allfort arranged for lifting of the trains directly from rail onto special heavy haulage trailers for delivery alongside the vessel in Kawasaki, including supply of a special sized spreader for the lifting operations. Also the crane used for lifting the train units in Japan was provided and supervised by Allfort experts.



FOR SALE: CATCO All-Terrain Transportation Business

Crowley is seeking interested parties and offers for the purchase of its CATCO all-terrain transportation business, which has served Alaska's North Slope since 1975. CATCO's Rolligon vehicles, originally designed for desert operation, have unique, low-pressure air bag tires which allow the units to transport heavy loads over a wide range of sensitive terrain with minimal impact. In fact, CATCO is authorized by the State of Alaska to operate these vehicles on the tundra even during the summer months, when it is most fragile.

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Monsoon movements

Lift & Shift transferred refinery vessels from ship to barge during India's monsoon season – the first time such an operation in these conditions had been carried out. IC reports

Indian contractor Lift & Lift completed a transport first – a ship to barge transfer during the monsoon. Essar Projects was responsible for the shipment, which included two heavyweight vessels for the refinery at Vadinar. They were 69 m long by 10 m diameter and 84 m long by 7 m diameter. Weights were 650 and 500 tonnes, respectively.

Due to draft restrictions the ship was unable to berth at the Essar jetty in Vadinar (KPT) and, because it was the monsoon season, it was unsafe to deliver the equipment from an outer anchorage.

Lift & Shift, part of the Natvar Parikh Group of Companies, was asked to find a suitable way of offloading the equipment. Following extensive planning the company decided to transfer the vessels from the

Combi lift ship onto Lift & Shift's AF300 barge using self propelled modular transporters (SPMT). The 360 degree SPMT axles would have to perform their task in mid-stream with the ship anchored alongside the Vadinar Oil Terminal jetty.

Bearing in mind the fact that it was monsoon season, one of the main concerns was to carry out the transfer during the best possible sea conditions. This included wind direction and swell, among other environmental considerations.

Tidal challenge

The operation was overseen by experts from Lift & Shift who, due to tidal restrictions, decided to carry out the operation at night in mid-stream close to the Votl Oil terminal. The transfer from the submersible ship was carried out in two days in June and July 2010, and took 12 hours for each vessel. It involved precise ballasting of the barge.

The AF 300 barge was towed alongside the ship using two sea-going tugs and three assist tugs. The barge was aligned with the bow of the ship and its ramp was lowered onto the barge. The roll-off was carried out using 48 SPMT axles operated by remote

The stern of the semi-submersible ship

The refinery vessels aboard the semi-submersible ship





Tugs pull the barge to Essar's KPT jetty

The stern ramp is lowered onto the barge while the ballast pumps work to ensure that they remain level



control. Due to the length of the vessels, the axles were separated and operated with synchronised electronic controls.

The transfer from ship to barge required 20 special heavy-duty ballast pumps belonging to Lift & Shift, with a total capacity of 9,000 tonnes per hour. They

The SPMT axle lines roll one of the vessels onto the Lift & Shift barge

were placed on the bow and stern ends of the barge to match and adjust the list and trim as the equipment rolled onto the barge. It was vital to ensure the ramp remained straight to prevent damage to the ship, SPMTs and barge, and to ensure the safety of the crew and operators. Once on the barge, the equipment was lashed and transferred to Essar's KPT jetty, where it was rolled off and placed on stools.

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On the move

There are notes of caution over legislative and grid-related issues but wind energy is still providing huge opportunity for cranes. EUAN YOUNG reports

According to the World Wind Energy Association (WWEA) the market for new wind turbines increased by 38 Gigawatts (GW) of electricity generating capacity in 2010. With this increase, the global capacity reached almost 200 GW by the end of the year. With a total increase of 19 GW in the year 2010, China became the number one country in terms of total capacity, surpassing the USA.

The latest figures show China added 7,800 Megawatts (MW) of generating capacity in the first six months of 2010, reaching total installations of almost

34 GW in that period. The USA, still number one in total capacity with 36 GW, saw a major decrease in new installations and added 'only' 1,200 MW in the first half of 2010, followed by India. The five major European markets showed similar growth: Germany added 660 MW, France and the UK 500 MW, Italy 450 MW and Spain 400 MW. The total capacity of all wind turbines installed worldwide reached 197 GW at the end of 2010, compared with 159 GW by the end of 2009.

"The wind industry around the world has become a major player on the energy markets. However, the slowdown in some countries is demonstrating that the success

SPECIAL SET UP

The Manitowoc Grove GTK1100 crane will work in wind speeds up to 33% greater than alternative mobile telescopic cranes, according to the latest research from Manitowoc Cranes. The research applies specifically to lifting operations when placing relatively lightweight components with large surface areas, such as wind turbine hub and blade combinations.

Gerhard Kaupert, director of technical projects at Manitowoc in EMEA, said contractor inquiries prompted Manitowoc's research on the GTK1100. "We learned from customer feedback that many companies installing wind turbines are unaware of wind-speed limits."

Typically, for most telescopic boom mobile cranes working with their boom significantly extended, the maximum wind speed is around 9 m/sec. Because of the GTK1100's design, its maximum wind speed in an equivalent configuration is 12 m/sec.

"The GTK1100 has a telescopic mast supported by four struts that can extend to either 76.5 m or 42.5 m. On top of this sits the crane's upper works - a telescopic boom with a maximum tip height of 138 m," Kaupert explains. "The design raises the carrier portion of the crane to a height of over 76 m and offers greater rigidity than traditional cranes."

For wind turbine erection, a reduced maximum wind speed is applied to take into account the sail area of a component. The sail area is the maximum surface area of the load that is exposed to wind. European Standard EN 13000 on mobile crane design expects that standard values of sail area will be 1.2 m² per tonne of the load based on a drag coefficient of 1.2 cw. So, for example, lifting 50 tonnes as indicated in the load chart corresponds to a permissible sail area of 60 m².

For heavier, denser loads, such as a wind turbine's machinery house, there are generally no issues. For example, an 85 tonne machinery house with a sail area of 50 m² in most cases can be lifted when wind speeds are at the maximum permissible level.

Manitowoc research shows that lifting the blade and hub combination for a 2.5 MW turbine (assuming a 52 tonne load with a 226 m² surface area and a drag coefficient of 1.6 cw), typically reduces the wind speed maximum to 6 m/sec for the average mobile telescopic crane working with approximately 110 m of boom. Using the Grove GTK1100, however, reduces the wind speed maximum down to only 8 m/sec, which gives it an advantage of 33%. Despite varying values among manufacturers, using the GTK1100 results in an advantage of approximately 33%.



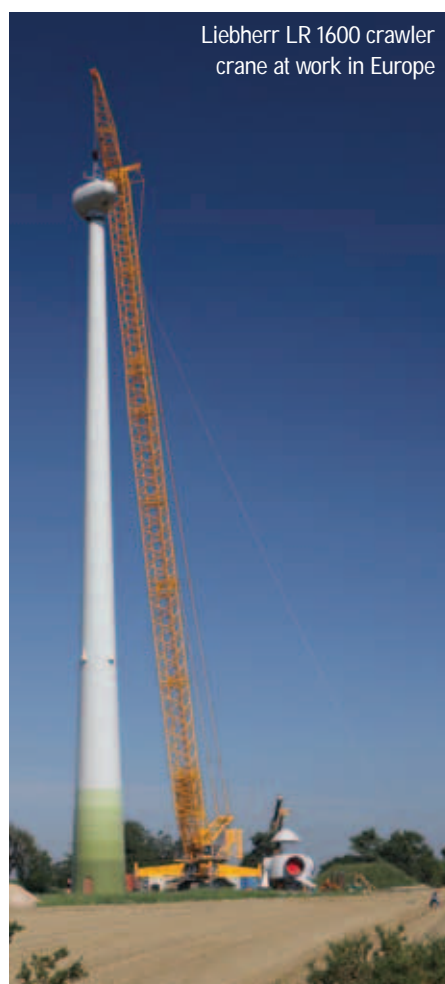
Mammoet lifts turbine blades in the Netherlands

of wind power is not yet guaranteed automatically. We urgently need further improvements in national legislation such as more comprehensive feed-in tariffs that also include access to the electricity grids and smooth building permission processes," said Stefan Gsänger, WWEA Secretary General.

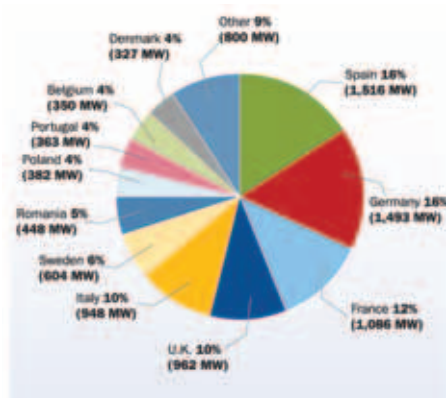
"Furthermore, in order to bypass financing problems in developing countries, new international policies such as a Global Feed-in Tariff programme should be adopted. We urge the governments to take such groundbreaking decisions during the UN Climate Conference in Cancún in December."

The European Wind Energy Association (EWEA) reflects the decrease in western markets in its figures for 2010. Some 9,295 MW of wind power capacity, valued at €12.7 billion (US\$18 billion) was installed in the EU during 2010, down 10 % compared to the previous year.

Wind power installations accounted for 16.8 % of new capacity installed in 2010, the first year since 2007 that wind power did not install more than any other generating technology. Despite the



Liebherr LR 1600 crawler crane at work in Europe



EU Member State market shares for new capacity installed during 2010. Total 9,295 MW

slowdown, it should be remembered that wind energy has been growing significantly over the last decade. A total of 84.278 GW is now installed in the European Union, an increase in installed cumulative capacity of 12.2%. Germany remains the EU country with the largest installed capacity, followed by Spain, Italy, France and the UK.

Emerging EU economies like Poland are receiving massive investment in energy supply, including wind. The country is in line for as much as € 55 billion (\$78 billion) investment in power projects with a combined capacity of 30,000 MW by 2025, according to specialist information provider PMR.

In terms of renewable energy, however, PMR said prospects for the growth of wind farms had deteriorated in Poland since the government's adoption of an amendment to its energy bill last year. The modification limited speculative reservation of connection capacities and introduced deposit payments for connection to the grid. Following this change in the law, energy companies Enea Operator

With 883 MW of new installed capacity, 2010 was a record-breaking year for offshore wind power. Annual offshore capacity has been gradually increasing since

and Energa Operator cancelled most applications in Poland for connecting new wind farms. This reflects WWEA concerns over national legislation.

Workload

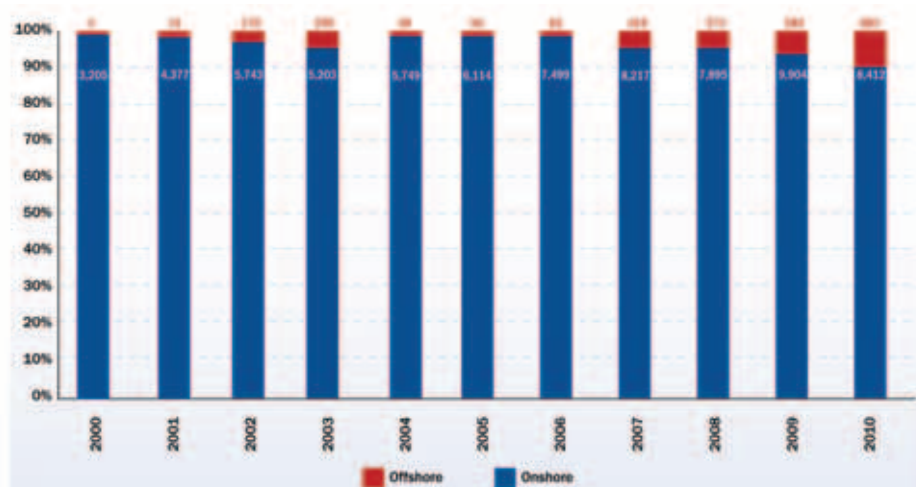
Cautions concerning legislation and other issues cannot hide the fact that wind energy is still providing significant work for cranes worldwide. Manitowoc, for example, is extending its Model 16000's wind turbine erecting capabilities with a new boom raising system. This is to allow the model to work with increasingly tall land-based wind turbines, in the 3MW range.

The wind attachment boom system for the 400 tonne capacity crawler crane is at the design stage and will complement the existing jib attachment introduced last year. It consists of an hydraulic cylinder attached to the underside of the boom towards the bottom end. The cylinder is extended to the ground to add additional boom support for construction and maintenance work on 100 metre tall wind turbine towers.

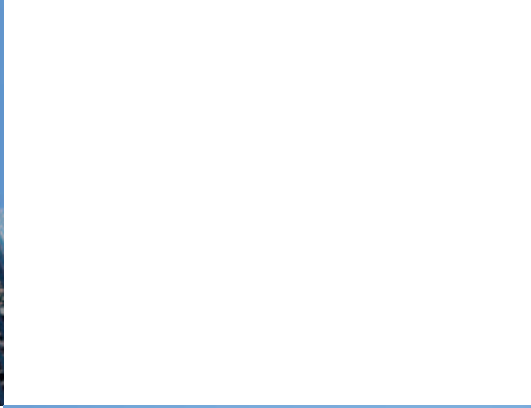
Using the system the maximum boom length for working with these towers is increased from 92 m to 107 m. The system is adaptable to all Model 16000s with a wind attachment. A launch date for the product is still to be set.

Early in 2011 Indian crane rental company Sanghvi Movers Ltd ordered eight new Terex CC 2400-1 crawler cranes for a future wind-energy project. The deal signed at the bC India exhibition follows orders last year for 22 crawler cranes. They will be employed in the construction of power stations, wind energy projects and refineries.

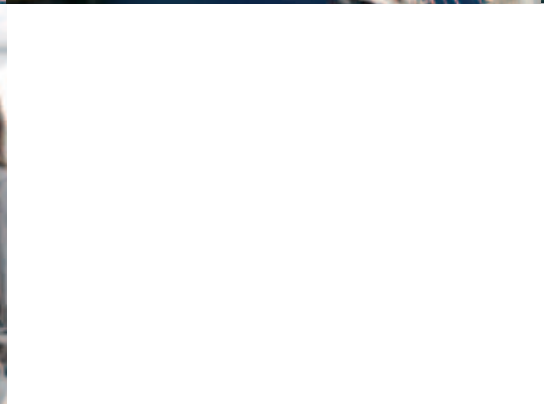
"The distribution of wind-generated energy on such a massive, long-term scale is a truly impressive, life-changing development that will have a strong effect on India's future economic growth," said Thomas Hartmann, Terex Cranes sales director at Zweibrücken, Germany.



Offshore's share of annual EU wind power market (MW)



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Suzlon Energy Australia supplied and installed 63 wind turbines in the fourth stage of the development of Hallett Wind Farm in Jamestown, South Australia. The Hallett 4 site is north of the original Hallett 1 wind farm that was commissioned in June 2008. It spreads more than 13 km over the Brown Hill ranges 220 km north of Adelaide. In June it is scheduled to begin generating power.

Suzlon used a 600 tonne capacity Terex Demag CC 2800 lattice boom crawler crane to construct the turbines.

To help ensure the safety of its riggers when working on assembly and disassembly of the crane, Suzlon had a Travelling Restraint Access Module (TRAM) fall restraint system installed along the crane's boom.

Andrew Rowe, rigging team leader at Suzlon Energy Australia, had been searching for a suitable height safety system for the lattice boom of the CC 2800 crawler crane. Rowe describes the issue he faced on the undulating terrain, "We cannot totally avoid working at height on this crane as it is impossible to assemble and rig the crane without accessing the boom. By the time we put the entire 102 m of the boom together, the hook end can be 40 m or 50 m above ground level hanging over the side of a hill."

Wind power specialist
Suzlon Energy Australia
pioneered the first
lattice boom application
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The first
Travelling
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Access Module
(TRAM) fall
restraint system
installed on a
lattice boom
crane



Safety by TRAM

TRAM in use



At first, all Rowe could find were cable-type fall arrest systems that required the operators to unhook and re-attach themselves onto each boom section as they moved along the boom. In addition, such fall arrest systems – as opposed to fall restraint – leave the operator dangling in the event of a fall. Rowe knew that rescuing an operator with a fall arrest system application is virtually impossible within a suitable time frame due to the undulating hilly environment of the wind farms where Suzlon operates.

When Rowe came across the TRAM system it had mostly been used on oil tankers. Australian crane owners, including leading rental company Boom Logistics, pioneered it on telescopic boom mobile cranes, sparking interest among crane owners worldwide. The system was yet to be adapted for use on a lattice crane.

It is produced by Standfast, a company that originated in Australia but relocated to Chicago, USA in 2010 as part of a global

expansion plan. Australian employees Martin Jones and Darren Goode stayed behind and set up in Australia as the Standfast manufacturing and sales licensee for Australia and the Pacific region.

Total restraint

TRAM is a movable total restraint system that prevents falls from height. It offers protection in two ways. It gives the rigger walking along the boom a movable handlebar for support. The bar is at waist level and slides along a rail at foot level on the crane boom. The handhold can pivot and turn to allow free movement and it folds away when not in use. Movement is controlled by a deadman brake.

In addition to active support, the handlebar provides passive support by offering a firm yet mobile anchor point for the rigger's safety harness. A lanyard or pair of lanyards attach to the bar and to the rigger's harness.

While many fall arrest systems can leave >

the user dangling in the air if they slip, the TRAM user has no distance to fall.

The product is proven and has won awards for its use on tanker vehicles. Pilot installations on telescopic boom cranes include Hanchard Crane Hire in Australia, Royal Saan of the Netherlands and Ainscough Crane Hire in the UK. Lattice boom cranes, however, are a different matter.

Rowe and Jones resolved to co-operate to make it work and put a working group together with the goal of adapting suitable mounting hardware and formulating an installation process for the application of TRAM onto Suzlon's Demag CC 2800.

Several obstacles had to be overcome at the development stage:

- System installation must not require any welding onto the crane structure
- The system had to be lightweight.
- It had to be made of stainless steel Grade SS316 or higher.
- Installation had to be completed alongside other maintenance and production work in the area.
- All site specific and legislative requirements had to be met, complying with Australian and international standards.
- Boom sections still had to be able to nest for transport. This meant that the rail had to be able to fold down to allow storage of smaller sections inside the larger ones.

Bolted in

The installation required the development of mounts that could be bolted to the boom sections without the need for welding. It also required the development of rail "jumper sections" that allowed the operator to join the rail while remaining tied onto the system. These jumper sections also had to double up as end stops for each boom section during assembly and disassembly of the crane's boom.

At the connection of each boom section, the rail is joined by hinged

Detail of a joint section of the TRAM rail showing how rail sections join and fold up to form a stop to allow for the lattice boom section to be assembled and dismantled



connection pieces. The rail is designed to compensate for the crane booms flexing under load: only one side of the join is welded in, allowing the other section to have limited movement.

Jones explains that the Suzlon installation runs for 90 m of the full 102 m length of the boom. At Suzlon's request, the rail was terminated at the butt section due to obstacles around the winch. TRAM Australia Pacific used sixteen 6 m lengths of 50 x 50 x 3 mm 316 stainless steel rail on the installation.

Jones says that it took the three-man team about 150 hours. "Being a world first, we took our time throughout the installation process. Firstly, we wanted to ensure our own safety. But also, we were continually looking at how to improve the design, how to streamline the installation process and improve the functionality of the system by means such as bending the rail, and also developing safe work procedures for the operators," Jones says.

"All in all, the whole job went very well. The result is that we have now developed a universal mounting system for the TRAM fall protection system that will allow easy application onto any lattice boom crane of any size or configuration," Jones continued.

The Suzlon installation was completed in the second half of 2010. "Having TRAM installed on our CC 2800 has really enhanced the safety of our workforce, which is something that we take very seriously," says Rowe. "We finally have a safe method of working. This will not only

keep our guys safe, but also help us prove to current and future clients that we put safety first."

With methodologies now in place for retrofitting to telescopic and lattice boom cranes, Standfast envisages widespread take-up of the system in the crane industry.

In addition to being suitable for retrofitting, the system is also now starting to be taken up by OEM crane manufacturers who are under pressure from customers to develop improved height safety measures that are both practical and affordable. Terex, for example, buys TRAM components from Standfast for its height safety solution, although it has also gone a long way to designing out the need for working at height on some of its newest models.

Cameron Baker, Standfast CEO, says, "The TRAM fall restraint system has attracted a lot of interest from crane owners and manufacturers. Safety authorities all over the world are really tightening up on working at height since falls are the biggest cause of industrial accidents and the crane industry is having to respond."

Whether Standfast continues to install TRAM units itself, or whether the retrofit market is taken over by the manufacturers or third party agents, Baker has no particular view.

Baker adds, "Producing a system that offers riggers safety while still giving them the freedom to do their work seems to have been quite a challenge for the crane industry. We are pretty confident that TRAM will soon come to be recognised as the solution of choice."



The Suzlon Energy Australia Hallett wind farm in South Australia

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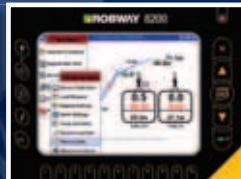
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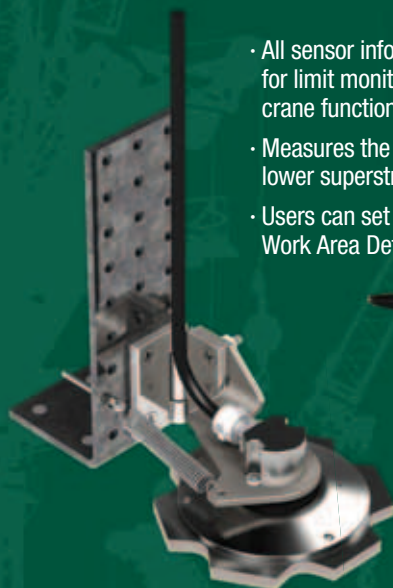
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Ritchie Bros. Auctioneers site in Ocana, Spain



It has been a busy time for Ritchie Bros. over the last For example, in Europe it sold 45 cranes from Spain in 2010, a figure only matched by the Netherlands and closely followed by Italy, with 41 sales, according to Guylain Turgeon, senior vice president, Ritchie Bros. Auctioneers in Europe. The figure for Spain, where the company officially opened its Ocana auction site last year, reflects the country's economic problems and the fact there are about twice as many cranes as required. "There is still a need for a realignment to make sure the prices can come up to a normal level," Turgeon explains.

Speaking about the general market, Turgeon adds, "I see in all the industries a couple of things that need to happen. There is a need for more confidence before activity starts again and more confidence from the banking industry to lend money to the construction industry, but I don't think we will have another dip."

The world market for second hand construction, transportation and agricultural equipment totals \$100 billion



The demand for quality used cranes is increasing, particularly from emerging markets which are targeting surplus machines in recession-hit countries.

EUAN YOUNG spoke to GUYLAIN TURGEON at Ritchie Bros. Auctioneers

a year. "Of all the segments we cover in the construction industry, the cranes have been the most stable in price," Turgeon adds, "I believe the lower end tonnage have come up quite a bit and the higher tonnage as come down, but not as drastically as some other industries."

While a downturn can result in more units being sold in auction as rental companies downsize their fleets, the inevitable upturn does not spell lower revenue for the likes of Ritchie Bros., says Turgeon.

"I think used crane auction requirements will continue to increase. In our business when times are not good you might sell more assets at lower prices and when times are good you sell maybe a bit less but at a higher price. You are always progressing in terms of turnover."

An interesting trend is a renewed demand for low capacity cranes in the 30 to 100 tonne capacity range, while the recent strong interest in higher capacity cranes, up to 400 tonnes, has diminished somewhat.

"There was much stronger demand for

higher tonnage cranes and we have been surprised in the last six months how much demand there has been, not even in the mid-range, but for smaller tonnage cranes – there is a tremendous amount of interest for these cranes."

Further afield China has not shown a great deal of interest for western cranes, even in the used sector, says Turgeon. "Some of the largest crane manufacturers are based in China so there might be less appetite for the users to go abroad and buy cranes, although they do from time-to-time. What we have seen is buyers from India and South America participating in our auctions."

Ritchie Bros. has been working to establish itself in China for the last five years. "We have got to the point we are quite comfortable, but there are still a few things we need to cross. They have not got a taste for auctions yet in China but I think the Chinese are traders and it's in their industry and culture."

Internet base

An increasing proportion of auction bidders over the last 10 years have been buying online, says Turgeon, although the >



A 2007 Liebherr LTM 1250-6.1 all terrain crane sold for €1 million (US\$1.4 million) to a buyer from Chile at the June 2010 Ritchie Bros. auction in Ocana

numbers have reached a plateau in the last couple of years. About 25% of revenue is gained through online bidders.

"We are finding it to be a fantastic tool and sold almost US\$900 million of assets on internet last year. But it's very clear that customers have the need to feel, touch, smell the iron and often they will come a few days before the auction to inspect the asset they want to buy, and they will be bidding remotely from their office so they don't waste time."

"Online we are seeing more bidders from further afield as it becomes a smaller world and at every auction we are always surprised by the new bidders that we are getting and where they are coming from."



Cranes at the Ocana site

Ritchie Bros. continues to expand and, while there will be no new sites this year, the second phase of European expansion will be rolled out over the next five years. "We went through the first phase with France, Spain, Italy and Germany. Within

the next five years we will double the number of sites within those countries."

Future permanent Ritchie Bros. auction sites are also on the cards for Poland and Turkey, although the company is active there already.

Talking of the future, Turgeon speculates on what will happen when the world recovers from the economic crisis. "It will be very interesting to see if there will be an appetite for mass renewal of fleets around the world and what impact this will have on the demand for second hand equipment. The other thing is, will manufacturers be able to cope with that?"

Whatever happens, auction sites will benefit, adds Turgeon. "People don't put their machines in auction only because of financial difficulties; that is a thing of the past." Now, he says, there is a trend to move and resell assets at the best possible value on a worldwide basis.

There is just one note of caution. "If the manufacturers are unable to supply the goods it takes more time to renew the fleet, therefore, there are fewer used machines in the market. There may be a push up of prices in the market, then manufacturers catch up and there's a surplus of machines. So there's always a fear for that."

FIRST IRISH AUCTION SUCCESS

Wilsons Auctions held what it claimed as Ireland's first dedicated crane auction in January. It featured fifteen tower cranes erected in Dublin and Limerick. All were sold at the auction, held at Wilsons' Kingswood Cross auction site. Bids varied from €15,000 to €70,000 each for the cranes manufactured between 1989 and 2007.

More than 1,000 bidders from across Ireland, the UK and mainland Europe attended the auction onsite, plus more than 100 online bidders also registered for the sale, says Wilsons. The cranes were sold to buyers in Germany, Poland, the Netherlands, Switzerland, Dubai and Africa. One German company acquired four cranes.

"We had a 100% sale, which indicates a strong buyers' market, as well as the effectiveness of the auction format. While business liquidation and insolvency is a growth area for us in the current climate, Wilsons Auctions does have a good track record in maximising asset value on behalf of companies in difficulty," says Ricky Wilson, Wilsons Auctions head of Irish operations.

"Auctions are definitely growing in popularity. The number of sale items, as well as auction attendance, has risen sharply in the past two years. This is due to the effects of recession in some industry sectors, but it is also because of an increasing focus on value," adds Wilson.





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COMMENT

Joel M Dandrea

Power choice



The world watched in awe last month as a 9.0 magnitude earthquake, the largest ever recorded in Japan, generated a tsunami that washed away whole towns and left thousands dead. Perhaps even more remarkable was the way this terrible tragedy failed to sink the remarkable perseverance, stoicism and orderliness of the Japanese people.

We marvelled at footage of long lines of people calmly waiting in line for water, food and fuel – with nobody cutting in. There were no reported incidents of looting, riots or disturbances of any kind.

In such situations elsewhere, price-gauging opportunists often emerge to further heap misery upon victims. That did not happen in Japan. Instead, Japanese company Suntory announced that all its vending machines would be rigged to dispense beverages at no charge. Likewise, Japan's 7-11 and FamilyMart reached out to the communities they serve with free food and drink.

In Japanese, there's a word for this response: Gaman. It essentially refers to the display of calm forbearance and poise in the face of adverse circumstances beyond one's control. The Japanese have taught the whole world a valuable lesson in how to react and move forward in the face of unthinkable disaster.

Planning and preparedness can make a world of difference. The website, www.ready.gov, urges families to make a rendezvous plan, stockpile an emergency kit (an easily accessible backpack with canned food, bottled water, a flashlight, batteries, money, a solar charger for a mobile phone and copies of identification), and keep informed about official reports and recommendations in case of a disaster.

Undoubtedly, our industry stands to learn much from this disaster. I'm quite sure that many of our members watch footage such as that of a ferry boat lodged atop a building, and immediately begin thinking of ways to separate the two with cranes and transport the boat to safe harbour without causing further damage.

Other lessons will take longer to comprehend. As I write this, the crisis at the Fukushima Daiichi nuclear power plant continues to evolve. High levels of radiation have been found 18 miles from Japan's quake-damaged nuclear power plant, the country's science ministry said on Friday, 18 March. Exposure for just six hours would result in absorption of the maximum level considered safe for a year, Japanese broadcaster NHK reported. Nuclear experts around the world were racing against the clock to prevent a complete nuclear meltdown.

The crisis has revived debate about nuclear plants. On 14 March Switzerland announced it would freeze plans to replace its five nuclear reactors or build new plants. The next day, German Chancellor Angela Merkel announced that all seven of her nation's nuclear power plants built before 1980 would be shut down, at least temporarily, until safety checks could be completed. Experts in the USA called for new stress tests on plants across the nation.

April marks the 25th anniversary of the Chernobyl nuclear disaster. Russian officials say they see no alternative to the six new nuclear plants being built in the country.

Nuclear power is a source of carbon-free electricity, producing no greenhouse gases or air pollutants. Accordingly, nuclear power had begun to emerge as perhaps the world's most unlikely weapon against climate change, with the backing of even some green activists who once campaigned against it. Nuclear plants remain the lowest-cost producer of baseload electricity, even after factoring in the costs of operating and maintaining the plant, purchasing fuel and paying for the management of used fuel.

Deciding how best to accommodate the growing demand for electricity suddenly has become even more of a challenge. Regardless of the mix of power sources, SC&RA members everywhere will play a major role in safely transporting and erecting massive components necessary to produce this electricity.



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SC&RA vice president Doug Ball takes questions from the audience for a panel of engineers that includes (from left) Jeff Ingels, XL Specialized Trailers; Roland Fischer, Scheuerle Nicolas Kamag; Rainer Auerbacher, Goldhofer Aktiengesellschaft; and Robert Tilton, Trail King

Law abiding

Keeping abreast of changing rules and regulations in the industry is a vital task. TERRY WHITE reports from the SC&RA's Specialized Transportation Symposium

To compete internationally, trailer manufacturers must stay familiar with continually changing laws, regulations and common practices affecting specialized transportation in various nations and sometimes within jurisdictions inside the nations. This is according to a panel of engineers that addressed SC&RA's Specialized Transportation Symposium, 2-4 March in Indianapolis, Indiana, USA.

Panelists on the Trailer Technology Advancements and Innovations Panel included Rainer Auerbacher, Goldhofer Aktiengesellschaft, Memmingen, Germany; Roland Fischer, Scheuerle Nicolas Kamag, Pfedelbach, Germany; Jeff Ingels, XL Specialized Trailers, Manchester, Iowa, USA; and Robert

Tilton, Trail King Industries, Mitchell, South Dakota, USA.

Among the 325 participants at the Symposium were representatives from the United States, Canada, Germany, Italy and Mexico. Attendees included company owners and top executives, safety directors, state and federal transportation officials, sales representatives from companies offering products and services for the specialized transport market, and related trade associations.

Pending files

Opening speaker Anne Ferro, head of the Federal Motor Carrier Safety Administration (FMCSA), covered the direct and long-range impact of several significant pending rulings on the US trucking industry, including those concerning the sweeping Compliance, Safety, Accountability (CSA) initiative, hours-of-service, electronic on-board recorders, distracted driving, and pre-employment screening.

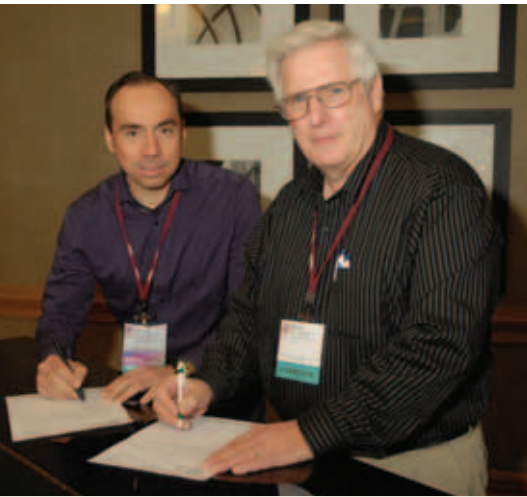
She also touched on the need for Congressional reauthorization of the Surface Transportation Funding Act, saying that it remains a top priority despite calls to generally curtail government investment. "This is not a partisan issue," she said. "In the past, discussions, debates have been very much bipartisan. We need this investment to keep the economy moving and to stay competitive internationally."

Questions posed by Symposium

>

Anne Ferro, head of the Federal Motor Carrier Safety Administration, meets the four people acknowledged in her opening remarks for attending every Symposium since the first one 24 years ago in Dallas. From left are Cheryl Ellenwood, COMDATA; Geoff Fisher, Trail King Industries; Ferro; Al Koenig, Midwest Specialized Transportation; and Herold Berthy, Jr., Interstate Flag Car Service





SC&RA's meetings have a good reputation for fostering international partnerships. At the Symposium, Alvaro Rodriguez, president of MPE, Nuevo Leon, Mexico signed an agreement with Bruce Forster, president of Lift Systems, Inc., East Moline, Illinois USA, to represent Lift Systems, Inc. and Riggers Manufacturing Company products in Mexico and Central America

participants pertained mostly to how the hours-of-service proposal interacts with the many constraints specialized carriers have to operate under when they move equipment state-to-state or jurisdiction-to-jurisdiction and the restrictions on that operating time. She encouraged SC&RA members to provide FMCSA with input about how those restrictions impact their operations while the agency was still in the rulemaking phase.

At a later session, FMCSA transportation specialist Bryan Price provided a thorough overview of CSA and explained how input from SC&RA and its members had a significant impact on efforts to refine the initiative, particularly in regard to how size and weight violations factor in to evaluations.

As always, the focus also was on state and local initiatives within the United States. The Mississippi Valley Conference of State Highway and Transportation Officials and the Western Association of State Highway and Transportation Officials met in pre-Symposium events and participated in Symposium educational sessions.

William Schaefer, director of vehicle programs for the Commercial Vehicle Safety Alliance, provided a perspective on enforcement issues, combining state, local and federal perspectives. Many of the issues he discussed were considered earlier in meetings of SC&RA's Truck Permit Policy Committee, Safety Education & Training Committee, and Pilot Car Task Force.



FMCSA transportation specialist Bryan Price explains ways that SC&RA input has helped shaped US regulations

New avenues

Enforcement issues also came into play in other sessions. Ron Kipp, Brent Moody and Robert Moore – executives from NBIS, SC&RA's exclusively endorsed property/casualty insurer – examined how the development of technology to record the inspection of carriers opens new avenues of review in the courts. In another session, attorney Robert Rothstein examined why renewed attention from drivers is necessary to avoid permitting issues that can become an easy trap for the unwary and inattentive. He also examined how attention to detail can help carriers avoid exposure to cargo claim liability.

In a popular technical session, Henry Brozyna, a trainer at Columbus McKinnon Corporation, Amherst, New York, thoroughly explained the importance of load securement to the safe transportation of cargo. Attendees were enlightened and entertained by recaps of the 2010 Hauling Jobs of the Year, presented by winners Terry Emmert, Emmert International, Clackamas, Oregon, USA, and Rodney

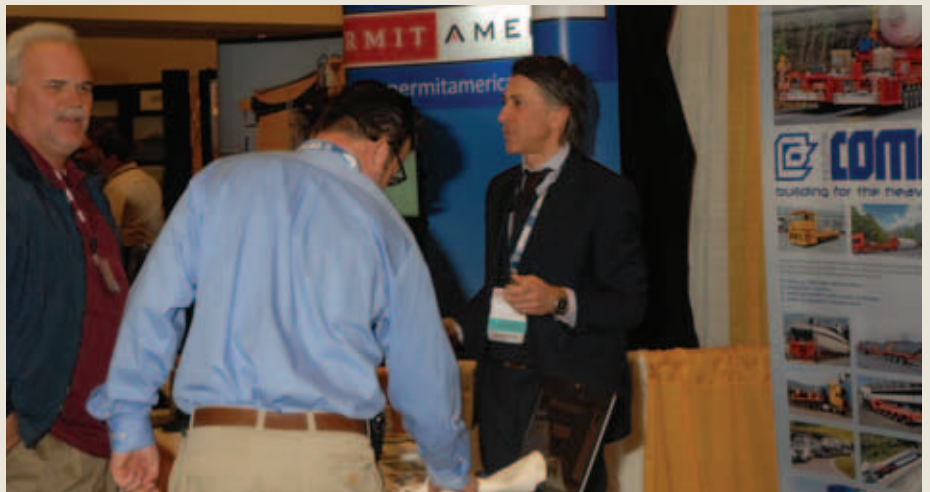
Henry Brozyna, Columbus McKinnon Corp., explains why load securement is such an essential element of safe cargo transport

Rather, Mammoet USA South, Rosharon, Texas, USA.

Providing a change of pace was Jones Loflin, who shared key insights on how to get more things done that are truly important. In his Juggling Elephant presentation, he used practical examples and unique humor to envision life and the workplace as a circus.

"We were encouraged by the level of international participation at the Symposium," said Doug Ball, SC&RA vice president. "Our members, whether they manufacture, sell or use specialized transport equipment, help keep international trade moving forward in a manner that is essential to a healthy global economy. The lively interaction and participation at the educational sessions and committee meetings; the sold-out Exhibit Center, and special receptions advance our shared commitment to the safe, efficient movement of oversize and overweight loads."

The 2012 Specialized Transportation Symposium will take place 7-9 March at The Westin Crown Center, Kansas City, Missouri, USA. Special events are being planned to help commemorate the 25th anniversary of the Symposiums. ■



Stefano Tondelli, discusses the line of trailers available from Industrie Cometto, Borga San Dalmazzo (CN), Italy, at his company's booth at the Exhibit Center. Earlier that day, Cometto sponsored a continental breakfast for all Symposium attendees

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The annual ESTA Awards dinner is a great place to meet peers, colleagues and competitors in the European crane and specialized transport sector.

Attendees can share the latest developments in the industry, enjoy a dinner and learn about the jobs jobs entered for the ESTA Awards competition



ESTA Users Night and Awards Dinner 2011



What you see at the Users Night event is the end result of a process that starts six months before hand. It starts with a kick-off meeting in mid October. In reviewing all the results of the entries from the previous year the juror committee decides if it is necessary to change or add categories, or readjust some rules and regulations. For 2011 it was decided to make some minor alterations to allow a clearer view of the projects.

Invitations are prepared and entry forms updated. In December 2010 the invitations were sent to all ESTA members. In the meantime, another committee has taken care of all the logistics around the dinner itself. It is a challenge to provide a good combination of a nice table in a beautiful setting, some popular entertainment and presentations.

New this year

Also for this year, the juror system has been changed to secure impartiality of the jurors. There are 13 independent jurors. They judge several categories in line with their expertise. In addition, there are two chairmen, one each crane and transport related, that supervise the juror group. There is one juror coordinator.

The juror co-ordinator receives all entries from the ESTA office manager. All entries are given a unique reference number, that has been screened by the juror co-ordinator and is always confirmed by e-mail with 1. Acceptance, 2. Refusal, or demand for more details.

All accepted entries are put on a specially designed secure website accessible to the jury members from the day the judging process starts. Most of the entries are large files, including many pictures. To make the process more effective all the entries are converted to a PDF format and published on

ESTA AWARDS 2011 SHORTLIST

The ESTA member companies shortlisted for the 2011 ESTA Awards of Excellence in all 10 categories.

■ Cranes, telescopic, lifting capacity ≤ 120 tonnes

M. Skak Jensen Specialtransport A/S [Denmark]

■ Cranes, telescopic, lifting capacity > 120 tonnes

Koninklijke Saan B.V. [Netherlands]

Mammoet [Netherlands]

Sarens BV [Netherlands]

Wagenborg Nedlift B.V. [Netherlands]

■ Cranes, lattice boom

ALE [United Kingdom]

Mammoet B.V. [Netherlands]

Mediacco Maxilift [France]

Sarens NV [Belgium]

Transport

■ A. Trailer and load under 120 tonnes GCW (gross weight)

August Alborn GmbH & Co. KG [Germany]

Heeren Transport B.V. [Netherlands]

Silvasti LTD. [Finland]

C. Zwagerman B.V. [Netherlands]

■ B. Trailer and load over 120 tonnes GCW (gross weight)

ALE [United Kingdom]

Fagioli SPA [Italy]

GCS JOHNSON LIMITED [United Kingdom]

Silvasti LTD. [Finland]

■ Combined techniques

NV de Groote [Belgium]

Sarens BV [Nederland]

Sarens NV Belgium

Silvasti LTD. [Finland]

■ Safety

Fagioli SPA [Italy]

Mammoet B.V. [Netherlands]

Wagenborg Nedlift B.V. [Netherlands]

RUD Ketten Rieger & Dietz GmbH u. Co. KG [Germany]

■ Innovation, end user

Fagioli SPA [Italy]

Mammoet B.V. [Netherlands]

Sarens NV [Belgium]

■ Innovation, manufacturer

Broshuis B.V. [Netherlands]

Liebherr-Werk-Ehingen GmbH [Germany]

Nooteboom Trailers B.V. [Netherlands]

WorldPower Erkin Ltd.Co. [Turkey]

■ Self propelled modular transporter (SPMT)

ALE [United Kingdom]

Fagioli SPA [Italy]

Mammoet B.V. [Netherlands]

Sarens NV [Belgium]



the website. The juror members are spread over Europe and e-mail in boxes are easily overwhelmed by the amount of data.

The jury members receive an electronic form in Microsoft Excel format to put on their scores for and comments on the four criteria mentioned in the rules & regulations: a. Quality

of the entry (assessment from 1 to 10); b. Complexity of the preparation (assessment from 1 to 10); c. Solution to the problem (assessment from 1 to 10); and d. Execution of the operation (assessment from 1 to 10).

The quality of the entry tops this list because it is the most important. The description of the job and process is vital to get a picture of the claimed extraordinary aspects of the entry.

Winning score

As indicated in the rules and regulations the jury committee, consisting of the two chairmen and the juror co-ordinator, determines, on the basis of the

scores four nominees in each (sub)category, one of which will be the winner. In case two or more entries finish equal, the jury committee decides on the ranking. The jury committee bases itself for this purpose on the reports of the jury.

After that a shortlist is published on the ESTA web site on the *International Cranes and Specialized Transport* website and in the magazine. Nominees are informed of their nomination. Awards are made, certificates printed, presentations written and the footage combined. Finally, all the preparatory work comes together at the ESTA Users Night and Award Dinner, this year on 7 June at the



Okura Hotel Amsterdam, the Netherlands. For more information and to book your tickets see: www.khl.com/events/esta2011/

Number of entries shows strong interest

Following a slow start, a late rush of entries for the 2011 ESTA Awards took the total to 54 by the March deadline

Entries were received across all ten categories but the category Cranes less than 120 tonnes capacity was under represented. ESTA encourages all eligible companies to submit entries. Winners are not just the larger companies but they submit the majority of entries. Smaller companies with lower capacity machines are particularly encouraged. The purpose of the Awards is to show the industry that all jobs, big or small make a contribution. Reinforcing this was the winner of the ESTA Safety award 2010, Gunderlund A/S, a small company in Denmark, which had a simple but effective safety solution. In addition, the ESTA Crane job of the year under 120 tonnes was won by JJ Kraner, also a Danish company, for

a job where an old power plant engine was dismantled and removed and a new one installed.

Popularity

An emerging trend is revealed in the growing popularity of the Combined Techniques category. Today's world demands a more versatile way of working where different techniques have to be combined to complete projects. It requires more expertise, innovative job planning and better teamwork from drawing board to job site.

Geographically the association is extending its reach to welcome entries from Turkey. Recently there have been more UK entries and the Scandinavian countries are well represented. French and German companies are encouraged to enter. As a Netherlands-based association it is rewarding to see Dutch companies sending in their entries.

The judging process is now complete. Comments on the quality of entries mentioned the high quality of entries and the complexity of solutions. The jurors faced a real challenge deciding which jobs

deserved nomination. Judging ended on 6 April and the shortlist with nominations is to be published. It appears on the ESTA website: www.esta-

www.esta-eu.org, in the ESTA newsletter, in *International Cranes and Specialized Transport* magazine and on the www.khl.com web site.

THE 10 CATEGORIES

- Crane Job of the Year – telescopic cranes lifting capacity less than 120 tonnes
- Crane Job of the Year – telescopic cranes lifting capacity more than 120 tonnes
- Crane Job of the Year – lattice boom cranes
- Combined Techniques Job of the Year (jacking/skidding/strand jacks/trailers/cranes)
- Transport Job of the Year – less than 120 tonnes GTW/GCW
- Transport Job of the Year – more than 120 tonnes GTW/GCW
- Transport Job of the Year – using self propelled modular trailers (SPMT)
- Safety Award
- Innovation/Development Award – end users
- Innovation/Development Award – manufacturers
- Gino Koster Award.

The last category, the Gino Koster Award, was formerly the Personality of the Year Award. Anyone can nominate a industry-related significant outstanding and innovative person. In 2010 this award was posthumously given to Gino Koster, former ESTA general secretary. To preserve his memory and recognise his dedication to ESTA, the Personality of the Year Award was renamed the Gino Koster award.





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GREASE SYSTEMS



Groeneveld has completed the redesign of its heavy duty (HD) greasing system Twin 3, with the introduction of an in-cab display.

With the numeric display the system performance can be monitored and error messages can be analysed in a more professional way, said the company. The system can also be retrofitted in accordance with OEM specifications.

By installing Twin 3 from the beginning, the machine benefits from optimal grease delivery, ensuring pins and bushings remain in good condition and prolonging service life, said Groeneveld. This leads to lower repair and maintenance costs and a higher machine residual value, added the company.

■ For more information see www.groeneveld-groep.com

Confined sensing force

Contelec is launching a flat, heavy-duty non-contacting rotary sensor, particularly suitable for mobile applications. The Vert-X 90E has a height of 12 mm, ingress protection to class IP69K and high shock and vibration resistance, and it can be used in confined spaces.

"An important factor is that there is no direct mechanical linkage in the Vert-X 90E between the rotating axis and the actual measurement system," said a company spokesman.

On the non-contacting rotary sensor, the permanent

magnet is attached to the rotating object to ensure precise measurement. In addition, axially and radially acting forces cause no wear. "These features make the rotary sensor ideal for use in cases where

the rotating object is outside a certain tolerance range or when physical contact between the rotary sensor and object is not possible."

■ For more information see www.contelec.ch



Penny helping hands

Penny Hydraulics has won two awards for its Grid Lift, designed to handle heavy drain covers safely during cleaning and maintenance operations.

The company picked up the UK Highways Agency Health & Safety at Work Award and the Highway Operative & Site Safety Initiative Award in 2010. Drain covers can weigh tens of kilograms and were

previously lifted in and out of position by hand.

UK-based maintenance company Atkins is using the device in five contracts with local authorities. "We've reduced reportable accidents related to gully cleaning operations to zero where before they accounted for around one third of incidents across the contract," said Simon White, Atkins highways services contract director.

The Grid Lift is based on a standard Penny Hydraulics

Swing Lift 250 knuckle boom crane. An hydraulic cylinder with a special frame attachment is mounted vertically on the end of the crane. The frame can be positioned anywhere within an 835 mm radius of the mounting point. Once in position the frame is connected to the gully cover using twist-locking keys. The cover is then lifted and swung to one side to provide clear access to the gully or drain.

■ For more information see www.pennyhydraulics.com



HEAVYWEIGHT RUUKKI

Boom manufacturer and steel fabrication company Ruukki has a new €5 million paint shop and packaging-dispatch facility at its Jászberény factory in Hungary. The new paint shop is capable of processing massive items, said the company, which also produces heavy frames and special-steel-based components for the lifting, handling and transportation equipment industry.

"Coating capacity at Jászberény will double as a result of the investment. The new facility will also be able to process larger components, weighing up to 50 tonnes," said Erik Skogström, senior vice president operations. Solvent- and water-based coating systems can also be used in the new coating facility, added the company.

■ For more information see www.ruukki.com



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This is the second picture by Rogier Bos to appear in IC. Bos was employed by Wolffkran to take pictures at the Wilhelmshaven hard coal fired power plant, Germany, belonging to E.ON Kraftwerke GmbH.

EVENTS DIARY

CEMAT 2011
2 - 6 May 2011
Hannover, Germany
www.cemat.de

INTERNATIONAL TOWER CRANES 2011
12 May 2011
London, UK
www.khl.com/itc

CTT / CONEXPO RUSSIA
31 May - 4 June 2011
Moscow, Russia
www.conexpo-russia.com

ESTA AWARDS DINNER
7 June 2011
Amsterdam, the Netherlands
www.khl.com/events

INTERNATIONAL RENTAL EXHIBITION (IRE)
7 - 9 June 2011
Amsterdam, the Netherlands
www.IREshow.com

APEX 2011
14 - 16 September 2011
Maastricht, The Netherlands
www.apexshow.com

ICUEE
The International Construction & Utility Equipment Exposition
4 - 6 October 2011
Kentucky, USA
www.icuee.com

BICES 2011
18 - 21 October 2011
Beijing, China
www.e-bices.org/

WORLD CRANE AND TRANSPORT SUMMIT
10 - 11 November 2011
Amsterdam, the Netherlands
www.khl.com/wcts

INTERMAT 2012
16 - 21 April 2012
Paris, France
www.intermat.fr

Picture of the month

PEOPLE NEWS



ROBIN SCOTT has been appointed business development manager at lifting gear distributor Certex UK. Since the role started Scott has expanded business to a range of industry sectors, including manufacturing, steel, construction, offshore, oil, gas, port and shipping, said the company.



Winkle Industries Inc. has appointed **TIM VARGO** as its regional sales manager for Midwest USA, including Illinois, Indiana, Iowa, Wisconsin and Minnesota and part of Nebraska.

"Tim is a self-taught, hands-on kind of guy who brings 18 years of experience to his new position," said **MARK VOLANSKY**, sales director.

SCOTT KECKLER has become vice president

of Manitowoc Crane Care, Americas. Keckler will provide strategic planning, direction and management for all of the Americas Crane Care teams and will report to **BOB HUND**, executive vice president of Crane Care worldwide.

Modulift has appointed **CEA Projects Ltd (CEA)** as its distributor covering Thailand, Malaysia, Singapore,



Indonesia, Korea and Australia. **KEVIN FISHER** is CEA managing director. "The sheer volume of work necessitates a significant stock of Modulift products to be held locally," said **SARAH SPIVEY**, Modulift managing director.



SC&RA OBITUARIES

SC&RA founding member **RICHARD CALVIN HIGGINS**, an executive for 50 years in his family's USA-based heavy construction contracting business, Higgins Erectors and Haulers, died in December 2010. He was 89.

After serving in World War II as a lieutenant in the Army Signal Corps, he rejoined the family business, where he began working when he was 16. He was executive vice president of the company when it became a founding member of SC&RA in 1948. In addition to serving on SC&RA's board of directors, he was a past president of the Construction Industry Employees Association and a board member of the National Erectors Association.

At its peak, the company had offices in Buffalo, Niagara Falls, Rochester and Syracuse and provided services in hauling large and irregular industrial and construction items, primarily in the eastern US and Canada. Higgins retired in 1990, and the company closed in 2002.

ROBERT WILHELM, SR., chairman of the board of Wilhelm Trucking & Rigging Company, Portland, Oregon, USA, died in February.

The company was founded by his father, Rudie Wilhelm, Sr. in 1910, and Robert, Sr. joined the company full-time in 1937. He established a rigging operation to complement the company's heavy-haul projects. Under his leadership, the company won hauling SC&RA Jobs of the Year Awards in 1972 and 1985.

As an original member of SC&RA, he always held the association in the highest regard, according to his son Robert Wilhelm, Jr., the company's president. Wilhelm, Jr. reported that his father died after a short illness, in his home, with his family nearby. "He had been going to the office up until the week prior to his death," he said. "He loved trucks."

■ Send picture of the month entries and all other back page-related information to International Cranes and Specialized Transport, KHL Group, Southfields, Southview Road, Wadhurst, East Sussex TN5 6TP, UK or by e-mail to alex.dahm@khl.com. Picture caption entries should include: the month and year taken, the place, type of crane, owner and project, plus any other relevant information.



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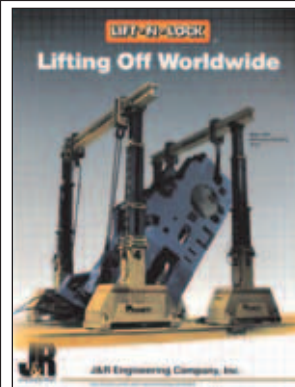


Sennebogen 640-R-HD,
1996, 31 Mtr Boom,
Line pull: 12 Tons,
Elevator Cabin



Liebherr HS 885 HD
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Line pull: 30 Tons (Both
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DEMAG AC100	ALLTERRAIN	100T	2005
GROVE GMK 5100	ALLTERRAIN	100T	2005
FAUN ATF60-3	ALLTERRAIN	60T	2007
SAMSUNG SC25H-2	TRUCKCRANE	25T	2000
KATO NK200HV	TRUCKCRANE	25T	1998
COLES RT 615	ROUGH TERRAIN	15T	1984
SENNEBOGEN 630HD	CRAWLER/TELESCOPIC	30T	2006

For further information on the above machines, contact: John McCulloch

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MOBILE: 0044 (0) 7785 291922 • E-mail: sales@hinemancranes.com

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E-Mail: celal.oezbek@stangl-ct.de

Phone: +49 4421 7780908

Mobile: +49 162 96968 45

Fax: +49 4421 7780911

Capacity / Type **y.o.m**

600t	Demag CC 2800-1	2009
500t	Demag CC 2500-1	2008
500t	Demag AC 500-1	1999
500t	Demag AC 500-1	2000
300t	Grove GMK 6300	2001
250t	Demag AC 250-1	2008
180t	Grove GMK 6180	1996
125t	Liebherr LTM 1125	1987
90t	Liebherr LTM 1090-3	2003
90t	Liebherr LTM 1090-2	1996
80t	Krupp KMK 4080	1993
70t	Krupp KMK 4070	1992
35t	Grove GMK 2035-E	2008



Grove GMK 6300



Liebherr LTM 1090-3



Liebherr LTM 1125

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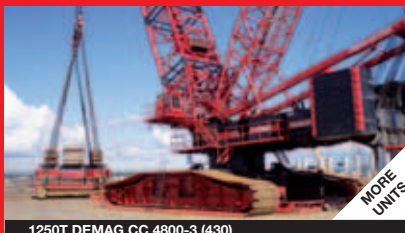
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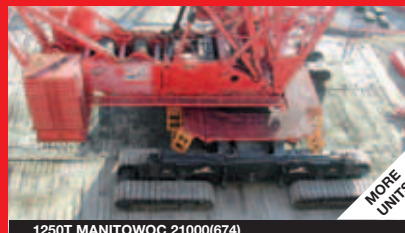
1.300 CRANES FROM 10t - 3.200t



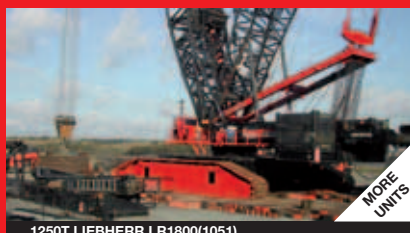
1250T DEMAG CC4800-2(435)

MORE
UNITS

1250T DEMAG CC 4800-3 (430)

MORE
UNITS

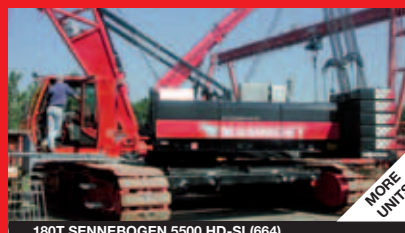
1250T MANITOWOC 21000(674)

MORE
UNITS

1250T LIEBHERR LR1800(1051)

MORE
UNITS

300T DEMAG CC 1800 (020509)

MORE
UNITS

180T SENNEBOGEN 5500 HD-SL(664)

MORE
UNITS

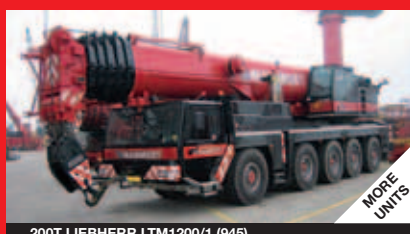
500T DEMAG AC-500-2 (1699)

MORE
UNITS

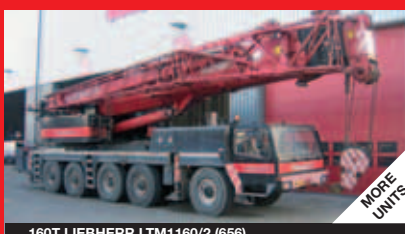
500T LIEBHERR LTM 1500 (943)

MORE
UNITS

350T DEMAG AC350(1720)

MORE
UNITS

200T LIEBHERR LTM1200/1 (945)

MORE
UNITS

160T LIEBHERR LTM1160/2 (656)

MORE
UNITS

100T GROVE GMK5100 (850)

MORE
UNITS

60T FAUN ATF-60-4 (882)

MORE
UNITS

55T LIEBHERR LTM1055/1 (737)

MORE
UNITS

50T DEMAG AC-50-1 (952)

MORE
UNITS

50T GROVE GMK3050(1395)

MORE
UNITS

40T PPM AAT400/3 (761)

MORE
UNITS

8T LIEBHERR MK80 (1640)

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Lifting capacity 55 to, 43 m boom, Swingaway jib 8,7 - 15 m hydraulic, Telematic, year 2004, 6x4x6, ca. 80.000 KM, ca. 6.400 working hours

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Liebherr LTC 1055
55 t YOM 2005



Demag AC 155
55 t YOM 1996



Demag AC 60 City
60 t YOM 2003



Faun ATF 70-4
70 t YOM 1997



Grove GMK 4080
80 t YOM 1996



Demag AC 80
80 t YOM 1999



Liebherr LTM 1090-2
90 t YOM 1999



Liebherr LTM 1090-4.1
90 t YOM 2006



Demag AC 120
120 t YOM 1999



Grove GMK 6180
180 t YOM 1996



Demag AC 665
250 t YOM 1996



Liebherr LTM 1300-1
300 t YOM 2000

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30T	LTM 1030-2	1997
30T	LTM 1030-2	1997
40T	LTM 1040	1991
60T	LTM 1060-2	2003
60T	LTM 1060-2	2000
90T	LTM 1090-2	2000
90T	LTM 1090-2	2000
90T	LTM 1090	1991
400T	LTM 1400	2004

Grove

50T	GMK 3050	1998
50T	GMK 3050	1999
55T	GMK 3055	2005

Faun

60T	ATF 60-4	1999
2 x	RTF 40-3	1995

Demag

35T	AC 35	2003
35T	AC 35	2002
80T	AC80	2007

PPM

35T	ATT400	1997
35T	ATT400	1999

ROUGH TERRAIN

Grove

35T	635C	1998
35T	635C	1998



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DEMAG	AC155	1993	50t
DEMAG	AC155	1993	50t
GROVE	GMK2035	1996	35t

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SUMITOMO	SC700-5	2002	70t
Liebherr	LR1300	2009 NEW	300t
SENNEBOGEN	5500SL	2007	180t
Hitachi	KH300-3	1993	80t
ZoomLion	QUY70	2009 NEW	70t
KOBELCO	7045	1992	55t

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PPM Terex	ATT 400	1998	35 t
Liebherr	LTM 1040	1991	40 t
Liebherr	LTM 1040-1	2000	40 t
Grove	GMK 3050	1999	50 t
Grove	GMK 3050-1	2006	50 t
Liebherr	LTM 1055/1	2002	55 t
Tadano Faun	ATF 65G-4	2008	65 t
Liebherr	LTM 1080-1	1999	80 t
Liebherr	LTM 1080-1	2000	80 t



Liebherr LTM 1030-2, 2001



Liebherr LTM 1040-1, 2000



Liebherr LTM 1080-1, 1999

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90 t	Grove RT890E	New !
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Goldhofer	18 ton ballast trailer 2-axle	1998
FRM-2A	18 ton ballast trailer 2-axle	2000

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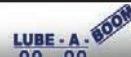
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STOCKLIST

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300 t	Liebherr	LTM 1300/1	2000	12 x 8 x 10	60 / 35	direct	
100 t	Liebherr	LTM 1100-4.1	2004	8 x 8 x 8	52 / 19	direct	
75 t	Grove	GMK 4075	2001	8 x 6 x 8	43,2 / 27	direct	
70 t	Liebherr	LTM 1070/1	1996	8 x 8 x 8	40 / 16	direct	
70 t	Liebherr	LTM 1070	1990	8 x 8 x 8	42 / 18	direct	
70 t	Krupp	KMK 4070	1990	8 x 6 x 8	38 / 16	April	
65 t	Grove	AT 865	1990	6 x 6 x 6	35 / 14,5	direct	
60 t	Faun	ATF 60-4 (2x)	1999	8 x 6 x 8	40,2 / 16	direct	
50 t	Liebherr	LTM 1050/1	1999	6 x 6 x 6	40 / 16	direct	
50 t	Liebherr	LTM 1050/1	1999	6 x 4 x 6	40 / 16	direct	
50 t	Liebherr	LTM 1050/1	1997	6 x 4 x 6	40 / 16	direct	
50 t	Liebherr	LTM 1050/1	1996	6 x 4 x 6	40 / 16	direct	
40 t	Demag	AC 40-1	2001	6 x 6 x 6	31,2 / 13 / 1,2	direct	
40 t	Liebherr	LTM 1040/1	1999	6 x 4 x 6	30 / 14,5	direct	
40 t	Liebherr	LTM 1040/1	1994	6 x 4 x 6	30 / 8	direct	
40 t	Liebherr	LTM 1040-3	1993	6 x 4 x 6	30 / 14,5	direct	
40 t	Liebherr	LTM 1040-3	1992	6 x 4 x 6	30 / 14,5	direct	
40 t	Faun	RTF 40-3	1993	6 x 6 x 6	30 / 14,5	direct	
35 t	PPM	ATT 400	1998	4 x 4 x 4	30,4 / 15	direct	
35 t	Luna	AT 35/30	1998	4 x 4 x 4	29,2 / 15	direct	
35 t	Grove	GMK 2035	1996	4 x 4 x 4	29 / 15	direct	
35 t	Liebherr	LTM 1035-2	1988	4 x 4 x 4	26 / 8	direct	
30 t	Liebherr	LTM 1030/1	1997	4 x 4 x 4	26 / 9	April	
30 t	PPM	ATT 335	1997	4 x 4 x 4	27,4 / 15	direct	
30 t	Luna	AT 30/27	1989	4 x 4 x 4	27 / 9	direct	
25 t	Demag	AC 25	2000	4 x 4 x 4	25 / 1,2	direct	
25 t	Liebherr	LTM 1025	1992	4 x 4 x 4	26 / 8,2	direct	
25 t	Krupp	KMK 2025	1992	4 x 4 x 4	23	direct	
20 t	Krupp	KMK 2020	1994	4 x 4 x 4	20,5 / 3,8	direct	

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130 t  Grove GMK 5130, 2006	100 t  Liebherr LTM 1100-5.1, 2005	100 t  2 x Demag AC 100, 2000 & 2005
90 t  Liebherr LTM 1090-2, 1999	70 t  Liebherr LTM 1070/1, 1995	60 t  Tadano Faun ATF 60-4, 1998
55 t  55 t Grove GMK 3055, 2004	40 t  2 x Demag AC 40, 2000 & 2003	35 t  Faun HK 35 L, 2001
30 t  Liebherr LTF 1030, 1993	Coming soon 30 t, Faun ATF 30, 1998 35 t, PPM Terex ATT 400, 1998 40 t, Liebherr LTM 1040-1, 1994 45 t, Tadano Faun ATF 45-3, 2004 50 t, Liebherr LTM 1050-1, 1995 70 t, Faun ATF 70, 1999 75 t, Grove GMK 4075, 2003 80 t, Demag AC 205, 1994 110 t, Tadano Faun ATF 110-G-5, 2007 300 t, Grove GMK 6300, 2005	

Prices on request/ Subject to alteration and prior sale/ Colour variation possible

This is an extract of our current stocklist, you will find all cranes on our website
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30 t FAUN ATF 30-2L, year 2001 28,5 m + 8,0 m, 4x4, MB engine	100 t DEMAG AC 100, year 2007 50 m + 17 m, 10x6x8, 2 x MB engines
45 t LIEBHERR LTM 1045, year 1985 38 + 16 m, 6x6x6, 2 hoist, MB engine	160 t LIEBHERR LTM 1160-5.1, y.2006 62+19 m, 1 x hoist, 10x8x10, 46.5 t cw,
70 t KRUPP KMK 4070, year 1991 38+16 m, 8x6x8, 2 hoist, MB engine	600 t DEMAG CC 2800-1, y. 2006 96 SH+ 60 SW + 12 m LF, 240 t cw

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25 t Demag AC 25	2000	4x4x4	25,00m + 13,00m
30 t PPM ATT 335	1997	4x4x4	27,40m + 15,00m
30 t Faun ATF 30-2L	1998	4x4x4	28,50m + 12,20m
35 t PPM ATT 400	1998	4x4x4	30,40m + 15,00m
35 t Faun ATF 30-2L	2003	4x4x4	28,50m + 12,20m
40 t Faun ATF 40G-2	2008	4x4x4	35,20m + 9,00m
40 t Liebherr LTM 1040-1	1994	6x4x6	30,00m + 8,00m
45 t Faun ATF 45-3	2004	6x6x6	34,00m + 15,20m
50 t Marchetti MG 50.3	1992	6x6x6	32,00m + 16,00m
50 t Liebherr LTM 1050	1995	6x6x6	40,00m + 16,00m
50 t Faun ATF 50 G-3	2008	6x6x6	40,00m + 16,00m
55 t Grove GMK 3055	2005	6x6x6	43,00m + 15,00m
60 t Faun ATF 60-4	2002	8x6x8	40,00m + 16,00m
65 t Faun ATF 65G-4	2009	8x6x8	44,00m + 16,00m
70 t Liebherr LTM 1070/1	1995	8x8x8	40,00m + 15,80 m
75 t Grove GMK 4075	2001	8x6x8	43,20m + 27,00m
80 t Grove GMK 4080	1997	8x6x8	43,00m + 13,00m
80 t Demag AC 205	1994	8x6x8	50,00m
90 t Faun ATF 90G-4	2008	8x8x8	51,20m + 19,00m
100 t Demag AC 100	2000	10x8x8	50,20m + 17,00m
100 t Demag AC 100	2005	10x6x8	50,20m + 17,00m
100 t Grove GMK 5100	2005	10x8x10	51,00m
110 t Faun ATF 110G-5	2007	10x6x10	52,00m + 16,20m
120 t Terex-Demag AC 120-1	2008	10x8x8	60,00m + 33,00m
130 t Grove GMK 5130	2006	10x8x10	60,00m + 18,00m
160 t Faun ATF 160G-5	2010	10x8x8	68,00m + 37,20m
160 t Grove GMK 5160	1996	10x8x10	49,00m + 16,00m

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30 t Liebherr LTF 1030	1993	8x4x4	26,00m + 8,20m
35 t Tadano Faun HK 35L	2001	8x4x4	30,00m + 9,05m

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14 t Demag V73	1983	4x2x2	13,50 m + 5,50 m
14 t Demag V73	1992	4x2x2	13,50 m

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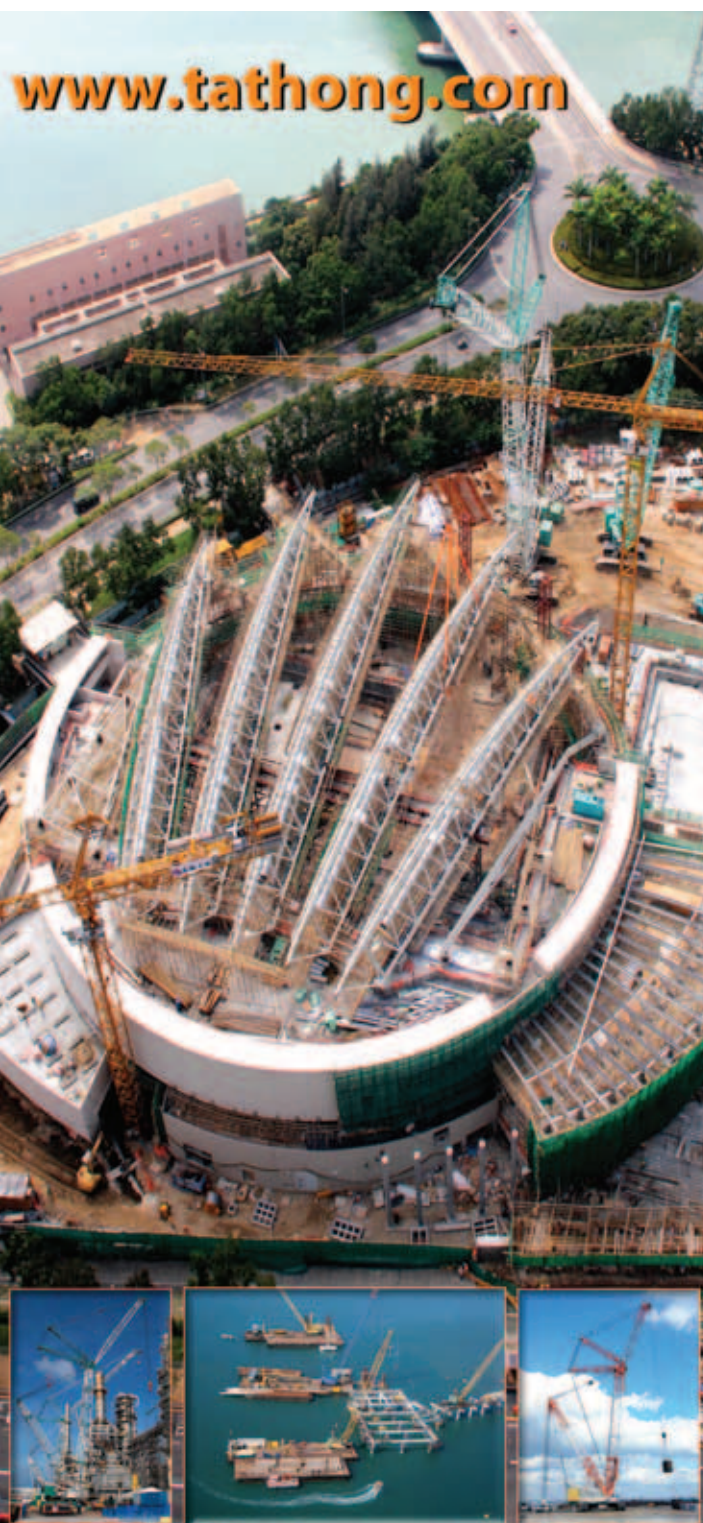
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GROVE AT 635E, 1998



LIEBHERR LTM 1070-4.1, 2008



GROVE GMK 4100L, 1998



**Liebherr LTM 1050, 1990
2 winches**

No picture available

**Krupp KMK 6200, 1994
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Liebherr LTM 1170, 1989



**Grove GMK 3050-1, 2007
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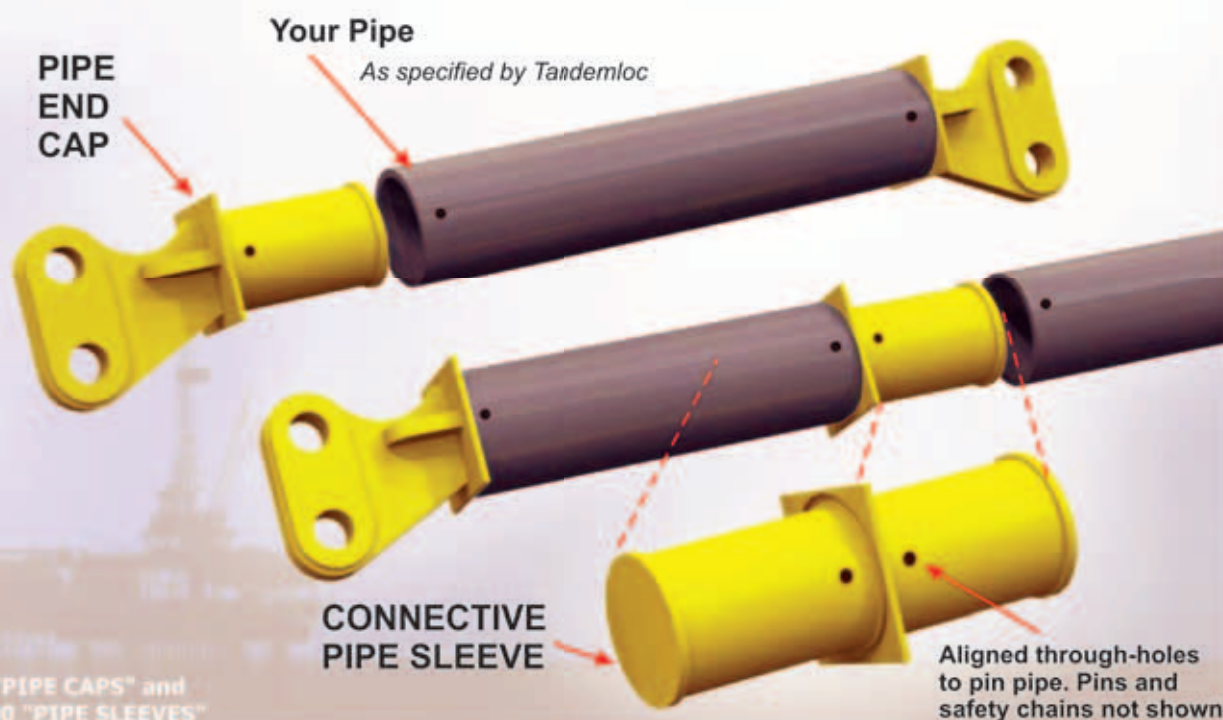
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Photo: SL6000 in Flushing, Netherlands



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