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SCERA



EDITOR'S COMMENT

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Volume 20
Number 11
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s this issue went to press NASA announced the success of its Skycrane used to land its Mars rover Curiosity on the red planet. An initial thought was that if a crane carrying delicate scientific research equipment can be made to work hundreds of millions of miles away on another planet then surely it would be easy enough to make them operate safely without incident here on earth.

NASA's Skycrane was a complicated and different solution to a problem – usually solved in outer space by encasing the rover in a big airbag and throwing it at the planet – but it worked. Okay, it cost billions of dollars to do it and there was nobody (as we know it) around to get hurt.

Translating this back to earth, it suggests that the answer to a safe lifting operation is to spend lots more money and to remove the human element, at least from the site where the lift takes place.

What does it mean in the real world? Use the best (and possibly most expensive) cranes stuffed with the most computing power you can find or afford, possibly operate them by remote control and, remove people from the lift zone wherever possible?

Along the lines of the auto pilot in an aircraft, how long it will be before a sufficient number of possible parameters and permutations will have been loaded by people into a computer, for it to be able to reliably calculate and "make decisions" for safe lifts. There were problems with early auto pilots where the computer refused to accept – because those parameters were outside what it had been programmed with – the inputs of a pilot that would otherwise have safely prevented a crash.

On the subject of the human element, while we may be the biggest liability in the area where the crane is operating, people are, of course, also the crucial element to any lift. Key to success is proper planning by people who know what they are doing. In the case of NASA's Mars rover, of course, there are countless people compared with the tiny number back home sorting out even a complex lift with cranes lifting thousands of tonnes. Take your time to try and make sure everything is done properly.

ALEX DAHM Editor

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Load Comparison — Manitowoc 16000 vs Manitowoc 16000 WA



The Manitowoc 16000 wind attachment increases lift capacity **49%**

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Iransport5

Austrian transport and lifting specialist Felbermayr at work moving a 6.5 m diameter 40 m long autoclave. See page 35 for the full story.

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NEWS

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SC&RA NEWS

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WORLD NEWS

HIGHLIGHTS

■ Norway's AF Group (AFG) will supply six wireline cranes to Statoil ASA in a contract worth more than NOK 60 million (US\$ 9.8 million). AFG will deliver the cranes to two platforms in the Statfjord oil field, based in the Norwegian North Sea. Two cranes will be delivered to the Statfjord C platform, while four will go to the Statfjord B platform.

US crane manufacturer Manitex International will post its ninth consecutive quarterly increase following the announcement of a consolidated order backlog of US\$ 149.6 million, as at 30 June 2012. The company has seen its backlog increase 78.7% since the start of the year, and grow 195% year on year.

German tower crane manufacturer Wolffkran has opened a branch office in Dubai to serve the UAE. Saudi Arabia, wider Middle East, India and Africa. The new premises offer training facilities for operators and engineers, technical support such as hook time analysis. and 24-hour customer service. Wolffkran established a presence in the Middle East in 2006 when it entered into a joint venture with local family owned business Kanoo Group.

Tokyo-based R&B Engineering, manufacturer of the Mighty Crane series of mini crawler cranes. has entered the US market with the appointment of Steven Spence as national sales agent. Spence will be responsible for growing distribution of the Mighty Crane product line throughout the USA, and for providing subsequent sales and product support. Trading under Kumu International Sales, Spence brings 39 years of experience in the light construction equipment industry to his new responsibilities.

ALE to build 5,000 tonne capacity AL.SK350

International heavy lift and transport company ALE will build the 5,000 tonne capacity (354,000 tonne-metre) AL.SK350 super heavy lifter.

The UK-based company said it will be the world's highest capacity land-based crane, claiming its load moment is 77% higher than its nearest rival. It will be built by adding structural sections to the existing 4,300 tonne (190,000 tonne-metre) AL.SK190. The main hoist is by strand jacks and it will also have a 2,000 tonne winch. Its main boom will be 141.2 metres and a fixed 120 m jib will be available.

"We are pleased to confirm that we are currently in the fabrication stages of building the AL.SK350. We are always striving to keep innovation at the forefront of what we do, and continually creating new concepts to push the boundaries in the heavy lift market. "Innovation is one of the company's core values, and we are pleased to see yet another concept from the drawing boards of our R&D facility, being built to offer solutions in the industry," said Ronald Hoefmans, ALE group technical director.

Starting in mid-2013 it will go to work on a longterm contract at the OSX Shipbuilding Unit, the largest shipyard in the Americas, in Açu, Brazil. It will install modules onto the hulls of FPSOs. OSX said it chose the AL.SK350 because it was the only crane capable of installing fully assembled modules from one location, without having to rotate the hull or relocate the crane.

Michael Birch, ALE regional director, said, "We are very pleased to be able to support OSX in their new shipyard facility. We understand that OSX undertook a detailed technical evaluation of lifting options, not only floating cranes but also heavy lift cranes from mainstream manufacturers and other heavy lift companies."

ALE has two of the smaller AL.SK190 models, launched in 2008, that have been working around the world. On the Thai growth project in Thailand the AL.SK190 completed all lifts in a third of the time required by any other crane, ALE said.

ALE will build the 5,000 tonne capacity (354,000 tonne-metre) AL.SK350 super heavy lifter

Potains on Mumbai mega structure

Arabian Construction Company and Simplex Infrastructures, as the contractors behind the development of India's first 'mega structure', brought in three Potain cranes to assist in construction of the 442 m tall World One Tower in Mumbai.

The MR 160 Cs are in the building's superstructure as internal climbing cranes. The luffing jib cranes are being used to lift 250,000 cubic metres of concrete, 35,000 tonnes of steel rebar and 40,000 square metres of glass that will make up the R 2,200 crore (US\$ 440 million) project. All three cranes are working at their maximum capacity of 10 tonnes.

Two of the MR 160 Cs were purchased for the project from



Infinity Solutions, the Potain dealer in Mumbai, while the third was shipped over from a previous job in Dubai.

World One Tower will be the tallest residential tower in the

HIGHLIGHT

Heavy equipment transport company Omega Morgan in the USA has acquired Washington State's Action Machinery Moving. The Portland-based transport company bought Action as part of wider plans to expand its reach through strategic acquisitions. "Action Machinery Moving had just the right people and equipment we need to take on more projects in northern Washington State and in British Columbia," said Omega Morgan's president and CEO John McCalla.

world, with 117 storeys, when it tops out in 2014. The mixeduse development will comprise 300 apartments, a clubhouse and spa, an office complex and sports centre.

Improvement continues at Terex Cranes

Net sales at Terex Cranes for the second quarter of 2012 increased 4.3% to US\$ 484.2 million compared with the second quarter of 2011. Taking into account the translation effect of currency exchange rates, that figure would be 12%.

Driving the growth was strong demand for rough terrain cranes and improving demand for all terrain cranes in North America, the Middle East and Latin America, as well as strength in

Australia, Terex said. Income was 9% (\$43.5 million) of net sales compared with a \$34.0 million loss (7.3%) in the same period a year earlier. On 1 July 2012 the Terex port equipment business owned before the

purchase of Demag and Gottwald was taken out of the Cranes segment and added to the Material Handling & Port Solutions (MHPS) segment. MHPS was the segment formed from the August 2011 acquisition of Demag Cranes AG, which included Gottwald port cranes. Excluding the port equipment business results, the operating margin for the Cranes segment would have been around 11% in the second quarter of 2012, Terex said.

"We are pleased with how the company performed this

LIEBHERR GROUP UP IN MOST DIVISIONS

The Liebherr Group increased its turnover in the 2011 business year by \in 747 million or 9.8 % to \in 8,334.0 million.

Turnover from mobile cranes (wheeled mobiles and large crawlers) was slightly below the previous year's figure. Following an upturn in 2010, turnover in 2011 was down by 4.0 %, or \in 73.2 million, to \in 1,738.6 million. Developments in the construction crane and mixing technology division (tower cranes) were positive. Following the severe drop in sales revenue during the worldwide financial and economic crisis, demand for construction cranes and mixing technology products is recovering, Liebherr said. Turnover in the construction cranes and mixing technology division was \in 577.2 million, an 11% (\in 57.5 million) increase. The maritime cranes division increased its turnover by 10.7% (\in 78.4 million) to \in 808.0 million.

By region, Liebherr's ten largest individual markets in 2011 were Germany, Russia, the USA, France, Australia, Brazil, Great Britain, China, the Netherlands and Austria. The company forecasts increases in all divisions for 2012 and anticipates an increase in total turnover of the order of 10 %.

past quarter. Our historical businesses continued to grow with improved price realisation and reduced expenses (both manufacturing and SG&A) due to actions taken in the prior year. Consequently, the overall operating margin increased significantly to 8.7%, and to 9.9%, excluding the Demag Cranes AG acquisition. Our Aerial Work Platforms (AWP) and Cranes segments had strong performances and are well positioned for continued improvement in the second half of the year," said Ron DeFeo, Terex chairman and CEO.



Unic Cranes Europe has delivered a bespoke fleet of mini spider cranes to the Ministry of Defence (MOD) in the UK for use by British armed forces. The 2.9 tonne capacity Unic URW-376 mini cranes have been adapted so they are suitable for working behind enemy lines in stealth mode, Unic said. For work in potentially hazardous lifting locations, the crane's audio features can be turned off and lights can be dimmed so the operation can be carried out without being detected. The traffic light safe load indicator lamps have also been replaced with a sturdier LED light strip.

period. Since profitability remained at the level of the first quarter, its improvement in Terminals and Load Handling is our priority," said Mikael Mäkinen, Cargotec president and CEO.

Chinese joint venture for Cargotec and CNHTC

Cargotec will set up a 50:50 joint venture with China National Heavy Duty Truck Group Co., Ltd (CNHTC), a Chinese manufacturer of heavy duty trucks and the parent company of Sinotruk.

The joint venture will sell and service the Cargotec range of Hiab cranes and hooklifts throughout China using CNHTC's dealer and service station network. There are also plans for the two companies to further develop CNHTC's existing truck crane range for the Chinese market.

Knuckle boom, port and offshore crane maker Cargotec said that by combining the two companies' technical knowledge, it expected the joint venture to become a significant player in the truck crane sector in the near future, particularly in China. It added that China was the largest truck crane market in the world, with estimated sales last year of 35,000 machines.

"This joint venture represents an important strategic step for Cargotec, demonstrating our commitment to growing our offering and presence in China. Cargotec's strong existing range of load handling equipment, combined with CNHTC's leading position in the Chinese heavy truck market, will secure a fast and cost-effective channel for placing Hiab equipment in the hands of customers all over China," said Mikael Mäkinen, Cargotec president and CEO.

Wei Zhihai, CNHTC vice president, said, "Cargotec's long experience of technical innovation makes it the perfect partner for the joint development of a new truck crane range tailored to the needs of Chinese customers. Together we expect to build world-class expertise with the purpose of securing a strong market position for truck cranes."

Cargotec said it plans to invest € 100 million (US\$ 125 million) in the joint venture over its life, with an initial equity investment of € 10 million (US\$ 12.5 million). ■ Sales at Cargotec were up 7% for the second quarter of 2012 compared with the same period in 2011. The Q2 2012 figure was € 850 million (US\$ 1 billion), up from € 795 million (\$950 million).

"The market situation is challenging due to global economic uncertainty, which is also reflected in a tight competitive situation. Nevertheless, Terminals [the port equipment segment] second quarter orders grew by 57% from the comparison

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Crane crucial to NASA Mars landing

On 6 August NASA deployed a rocket powered robot crane to lower its Mars rover, called Curiosity, to the surface of the red planet.

In a tough mission the 1 tonne planetary rover landed beside a Martian mountain to begin two years of scientific detective work. "The Curiosity landing is the hardest NASA mission ever attempted in the history of robotic planetary exploration," said John Grunsfeld, associate administrator for NASA's Science Mission Directorate, at NASA Headquarters in Washington, USA.

To land the car-sized rover, the air bag method used on previous Mars rovers was unsuitable. Mission engineers at NASA's Jet Propulsion Laboratory (JPL) in Pasadena, California, designed the "sky crane" method for the final several seconds of the flight. A backpack with retro-rockets controlling descent lowered the rover on three nylon cords just before touchdown.

During a critical period lasting only about seven minutes, the MSL spacecraft carrying Curiosity had to The first image taken by NASA's Curiosity rover on Mars. It was taken

through a fisheye type wide angle lens and shows the rover's shadow

decelerate from more than 13,000 mph (5,900 metres per second) to allow the rover to land on the surface at about 1.7 mph (0.75 metres per second).

The Mars Science Laboratory (MSL) mission is a precursor to a human mission to Mars. President Obama in the USA set a challenge to reach the red planet in the 2030s.



Impression of the car sized rover being lowered by "Skycrane" to the surface of Mars

XCMG lays foundation in Europe

On 6 July XCMG held a foundation laying ceremony in Krefeld, Germany, for the Chinese crane and construction equipment manufacturer's new European headquarters.

The 16,400 square metre site is the basis of an investment of more than € 36 million (US\$ 38 million). Starting in July 2013 XCMG Europe will be a platform and an incubation centre of top talent in hydraulic transmissions and complete machine technology, the company said.

Wang Min, XCMG president, said that the European strategy is of great significance in terms of the overall objectives and strategy of XCMG. Germany and Europe are home to abundant technological resources that represent the state-of-the-art R&D and manufacturing in the world, Wang Min continued.

Attendees at the ceremony included: Zhu Min, acting Mayor of Xuzhou, China; Gregor kathsteds, mayor of Krefeld; Garrelt Duin,

MULTIPLE UNIT ORDERS FOR MANITOWOC

All Erection & Crane Rental Corp. in the USA has purchased 17 new cranes from Manitowoc while Odebrecht in Brazil has ordered 13.

The new cranes for All will help meet increasing demand for energy sector and infrastructure work, the company said. Construction and engineering company Odebrecht signed the deal at the M&T Expo 2012 in Sao Paulo.

In the first of two orders, rental firm All bought nine units, including a Manitowoc 18000 crawler. The second order, in July, was for eight units, including one Grove GMK7550 all terrain and one Manitowoc 2250 crawler. The 17 units offer a range of capacities from 40 to 825 US tons (36 to 750 tonnes).

According to Michael Liptak, All Erection & Crane Rental president, the new units will be put to use on power plants, mills, road and bridge work, and commercial construction, as well as in developing sectors such as frack mining, wind farms, and solar energy.

Odebrecht's order included five Grove YardBoss YB4400 series industrial cranes, two RT890E and two RT540E rough terrain cranes, two Manitowoc 16000 and two 999 crawler cranes. Of the five YB4400s, four will go to Angola in Africa to join ongoing work at the Cambambe hydroelectric plant. The fifth YardBoss and the four rough terrains (two 90 tonners and two 40 tonners) will go to Venezuela to work on Odebrecht's Nigale Bridge project, which is expected to begin in late 2012. Also headed to Venezuela are the four crawler cranes.

minister of economy, trade and handicrafts in Nordrhein-Westfalen; Wang Xiting, deputy consul-general of the Chinese Consulate General in Frankfurt; Wang Min, president of XCMG, project members of XCMG Europe, and components suppliers.

The history of the Main Engine Company of XCMG starts in 1943 while XCMG as it is today was established in 1989. In the ensuing 23 years XCMG has been China's largest manufacturer of construction equipment. XCMG revenue in 2011 was RMB 87 billion (\$ 14 billion).

TNT buys Turner

In the USA TNT Crane & Rigging, Inc., has purchased the crane operations of Turner Bros. in Texas. TNT has acquired the stock of all of Turner Bros and the trucking and pipe service businesses have been transferred to the former Turner owners via a spin out. Turner owns 60 cranes and has branches in Houston, Longview, Beaumont, Abilene and Corpus Christi. The terms of the transaction were not disclosed.

"The acquisition of Turner shows our commitment to be a leader in the industry," said Michael Appling, TNT president and CEO. "We welcome the Turner employees to the TNT family," he said.

With the acquisition, TNT's largest yet, the company will have more than 230 cranes serving the Gulf Coast region from 11 branches in Texas, Louisiana and Oklahoma. David Cowley, who was executive vice president of Turner Bros., will become executive vice president of TNT and a member of the executive management team.

WORLD NEWS



Luffer puts Terex in extra-large class

The new CTL 650 F45 is Terex Cranes' new generation entry into the extra-large capacity class of luffing jib tower cranes. It completes the company's portfolio of 14 CTL series luffing models.

Capacity is 45 tonnes, maximum jib length is 65 metres and it has the latest EVO 15 operator cab. Applications include urban construction, power plants and heavy lifting

TWO NEW LOADERS FROM PALFINGER

Austrian crane manufacturer Palfinger has launched two knuckle boom loader cranes, the PK 10002 SH and the PK 12502 SH. Both have Palfinger's Power Link Plus and, with five hydraulic extensions, the hydraulic outreach is 14.1 metres. The PK 10002 SH is rated at 9.4 tonnes and the PK 12502 SH lifts 11.4 tonnes. Also fitted is Palfinger's Soft Stop function, an electronic limit position damper, which helps operators avoid jerky movements and collisions from swinging loads. projects worldwide.

"The new CTL 650 F45 marks the first in a series of new crane models that Terex Cranes is planning to launch this year. As part of our ongoing new product development programme, all the models integrate feedback from our customers and focus on innovative solutions designed to serve safety, increase performance, ease of operation and cost-efficiency," said Martina Moritsch, Terex Cranes global tower crane operations general manager.

Its was built to address the demand for much larger, higher capacity luffing jib tower cranes.

Standard safety features include jib walkways and handrails. Hoisting and luffing winch drums are linked to their own separate emergency braking system, which stops operation rapidly but gradually enough to avoid blocking, Terex said.

To reduce transportation costs a folding platform and folding A-frame can be carried in one piece on a standard truck. Lubrication of the slewing ring is automatic to reduce time spent on maintenance.

The letter "F" in the product name was chosen as a tribute to Ferruccio Moritsch, tower crane industry pioneer, who died in July 2011. "Ferruccio Moritsch was a highly respected figure in our company and the industry as a whole. The launch of the new Terex CTL 650 F is our way of paying tribute to his innovative spirit and ground breaking product developments," said Steve Filipov, Terex president for developing markets and strategic accounts.

The new crane will be produced at the Terex facility in Fontanafredda, Italy.

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China worries

uly was the second month in a row that shares in the crane sector fell while the broader stock market indicators rose. In contrast to June, when it was Chinese manufacturers that pulled the sector down, last month saw broad losses across the lifting equipment sector.

Between weeks 26 and 30, *IC*'s Share Index lost 9.66% of its value. Although the Nikkei was down some 4.09% over the same period, those four weeks also saw the FTSE and Dow put on 1.52%. In the latter case, this took the Dow above the 13,000-point barrier for the first time since May.

Losses for the crane sector were linked to concerns about key construction markets around the world, which started to appear again as second quarter results began to be published. Although it does not make cranes, as the largest construction equipment manufacturer in the world, Caterpillar tends to act as a bellwether for the industry, and it was this result announcement in late July that saw share prices swing lower.

It reported that construction equipment sales in China were still falling and also highlighted a slowdown in Latin America and the recession in the Euro Zone as areas of concern.

Another factor in China was the postponement of a US\$2 billion share offer on the Hong Kong stock exchange by Sany due to weak market conditions and what was reported in some media as poor demand for the company's shares. Sany had previously warned about falling demand for construction equipment – particularly excavators – in the Chinese market.

As well as hitting China's domestic manufacturers, this renewed concern over the state of the market was reflected in Japanese share prices. Hitachi and Kobe Steel (Kobelco) are both serious players in the Chinese excavator market, and they saw their share prices fall – as did Tadano – along with the Chinese.

The only companies to escape were Terex and Manitowoc. In Terex's case, up-beat second quarter results, with strong revenue growth and a return to profit helped drive the share price up.

Outlook

Although the markets are down on China at the moment, the tide will eventually turn. The central bank has already lowered interest rates twice in recent months in a sign that it is turning away from austerity and policies focused on controlling inflation, back to investment and growth.

If they don't happen sooner, significant investment announcements are likely to come in November when Xi Jinping is expected to be named as Hu Jintao's successor as president of China. Concerns about the Chinese construction sector pushed crane manufacturers' share prices down in July, against the otherwise rising tide on the world's stock markets. CHRIS SLEIGHT reports

AUGUST IC SHARE INDEX

STOCK	CURRENCY	PRICE AT START	PRICE AT END	CHANGE	% CHANGE	PRICE 12 MTHS AGO	12 MTH % CHANGE
IC Share Index*	69.56	62.84	-6.72	-9.66	88.90	-29.31	
Legacy IC Share Index**		253.21	237.64	-15.58	-6.15	342.39	-30.59
Dow Jones Industrial Aver	rage	12880	13076	195.57	1.52	12302.55	6.28
FTSE 100		5571	5656	84.63	1.52	5848.39	-3.29
Nikkei 225		9003	8635	-368.04	-4.09	9901.35	-12.79
Hitachi Construction Mach	ninery YEN	1462	1402	-60	-4.10	1745	-19.66
Konecranes	€	20.93	20.59	-0.34	-1.62	22.13	-6.96
Kobe Steel	YEN	97	73	-24	-24.74	170	-57.06
Liugong	CNY	12.31	11.36	-0.95	-7.72	20.23	-43.85
Manitowoc	US\$	11.70	12.08	0.38	3.25	14.49	-16.63
Palfinger	€	17.66	16.06	-1.60	-9.03	25.03	-35.82
Sany Heavy Industry	CNY	13.86	11.97	-1.89	-13.64	17.22	-30.49
Tadano	YEN	582	549	-33	-5.67	471	16.56
Terex	US\$	17.83	19.15	1.32	7.40	22.34	-14.28
XCMG	CNY	14.30	12.54	-1.76	-12.31	22.79	-44.98
Yongmao Holding	SGD	0.10	0.10	0.00	0.00	0.13	-17.60
Zoomlion	CNY	10.18	9.59	-0.59	-5.80	11.49	-16.54

*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	6.35512	6.38069	0.0256	0.40	6.44331	-0.97	
€	0.6408	0.6257	-0.0152	-2.37	0.6113	2.35	
Yen	79.53	78.18	-1.35	-1.70	77.85	0.42	
UK£	0.7943	0.8119	0.0176	2.22	0.6922	17.29	

Period: Week 26 - 30

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Faktor 5 can be used on self propelled (PST) or truck-pulled trailers but it will mostly be used with Goldhofer truck-pulled THP units, rather than PSTs. said Stefan Fuchs

The full length of the high girder bridge raised

to its maximum height shown as Stefan Fuchs,

Goldhofer CEO, demonstrates its dimensions

by driving a Goldhofer aeroplane transporter

under it

Bridge factor

Goldhofer launched its range-topping Faktor 5 high girder bridge during a customer event at its Memmingen, Germany, factory on 20 July. EUAN YOUDALE was there

he Faktor 5 high girder bridge from Goldhofer is so called because it can handle loads weighing five times its own deadweight of 100 tonnes. That 500 tonnes capacity can be increased to 650 tonnes.

About 250 transport company owners and chief executives from 34 countries were at the customer event to witness the first demonstration of the machine, which



accommodates load lengths between 11 and 17 metres. This is made possible through the modular girder system, with axle configurations from 2 x 12 to 2 x 20.

Speaking to IC, Stefan Fuchs, Goldhofer Aktiengesellschaft chief executive officer, said, "This bridge is made completely of high grade steel – no one has done this until now. It is very hard to weld as there is a lot of carbon in the steel. It's not easy to do but the result is great and, in former times, a bridge like this would be maybe 150 tonnes dead weight."

Handling and safe operation is based on Goldhofer's tried and tested system. The suspension stroke in the load bearing area is about 1.80 m. Load width is adjustable between 3 and 6.75 m. "Faktor 5 also offers easy mobilisation and economical shipping in containers, a key consideration for deployment in remote locations," added Fuchs.

Goldhofer's patented side stabilisation system, maximum 250 bar hydraulics

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and intelligent cross-bracing system combine to provide maximum transport safety and protection for valuable loads, added the company.

"The new high girder bridge really comes into its own wherever extremely heavy loads, transformers, generators, heavy industrial components and so on, need to be moved," explained Fuchs.

"It is the ideal solution for transport operations in difficult situations, for example, across bridges and other loadsensitive structures and surfaces, without any danger for man, machine or the load," added Fuchs.

Diagram showing configurations of the Goldhofer Faktor 5 from 350 to 650 tonnes capacity

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PRODUCT NEWS

"If you do not have a product like this and you cannot reduce the payload, maybe you won't be able to go over a bridge, so you might have to travel 800 km around it. Perhaps this would not be possible or you have to build a by-pass."

With delays in delivery costing the customer anywhere in the region of US\$1 million a day, it is also vital that the high girder bridge system is easy to use, reducing the risks for the operator. Fuchs said this simplicity is built into the





Stefan Fuchs, left, Goldhofer CEO, and Jean-Philippe Martin, right, Goldhofer area sales manager, hand over the first Faktor 5 to the Chompoo family from the Silamas company in Thailand

design, "We have to make it easy to handle, because we want to make a high-end product like this very simple for the truck drivers."

The first Faktor 5 unit has already been sold to Silamas Transport, based in Thailand, which will immediately use it to transport turbines and generators for Siemens and Nippon power plants. Fuchs added that there were many serious negotiations underway with other potential customers around the world.

The Faktor 5 attached to a Goldhofer PST



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Holding steady

The overall message from the 2012 Transport 50 listing of the world's biggest transport owning companies is one of steady progress. *IC* reports

S ince last year's listing, the global economy has continued its march into uncertain territory, with Greece and Spain displaying worrying signs in Europe and the once booming China now suffering a significant slowdown.

With a couple of notable exceptions, the 2012 Transport 50 reflects this mood with transport companies seemingly holding out on investment for a more stable market. Mammoet comfortably holds its lead at the top of the table with an Index figure only marginally up on 2011. The

same is true through much of the Top 20, particularly among the North American companies, many of which have seen little or no change in their figures. While the USA is one of the few countries seeing a turnaround in its economy, the increased confidence has not yet converted to major investment.

An exception is Sarens, which has slipped down a place in the table to seventh despite a healthy investment in modular trailers, bringing its Index to 63,770 from 46,303 last year. The reason >





for its move is a new entry in the name of Challenger Motor Freight, based in the USA, which takes the fifth spot above ATS Specialized.

Apart from this new arrival, however, the top 10 looks very similar to 2011, as does the top 20, although a number of

A transformer is loaded onto a railmounted trailer

Rank 2012	Rank 2011	Company	Transport 50 Index 2012	Total capacity Modular trailers and dollies	in tonnes Specialized trailers	Tractor units	Country of HQ
1	1	Mammoet	149,208	134,208	15,000	420	Netherlands
2	2	Landstar Transportation Logistics	103,720	0	103,720	8,231	USA
3	3	ALE	99,212	94,562	4,650	54	United Kingdom
4	4	Fagioli	84,018	72,918	11,100	112	Italy
5	N/A	Challenger Motor Freight	79,785	0	79,785	1,500	USA
6	5	ATS Specialized	64,500	0	64,500	947	USA
7	6	Sarens	63,770	58,070	5,700	164	Belgium
8	7	Lone Star Transportation	46,300	0	46,300	800	USA
9	9	Barnhart	40,761	18,369	22,392	202	USA
10	8	Bigge Crane and Rigging	38,580	25,390	13,190	58	USA
11	10	Al Jaber Heavy Lift & Transport	34,476	34,476	0	0	Abu Dhabi, UAE
12	11	Emmert International	25,575	17,085	8,490	78	USA
13	12	Keen Transport	19,325	200	19,125	410	USA
14	27	Bellemare Group	18,900	5,700	13,200	145	Canada
15	13	Tutt Bryant Group	16,848	7,490	9,358	37	Australia
16	14	Irga Lupercio Torres	15,138	8,464	6,674	146	Brazil
17	22	Nippon Express	14,781	12,824	1,957	22	Japan
18	15	Miller Transfer & Rigging	14,637	0	14,637	146	USA
19	17	Big Move	14,266	3,324	10,942	235	Europe
20	18	Havator	14,056	8,726	5,330	87	Finland
21	16	Hodges Trucking	14,000	0	14,000	165	USA
22	20	Globe Eco Logistics	13,328	1.288	12,040	35	India
23	47	Sankyu	13,036	12,166	870	136	Japan
24	23	Locar Guindastes e Transportes Intermodais	12,689	8,640	4,049	48	Brazil
25	60	Transportes Montejo	12,421	8,860	3,561	98	Columbia
26	21	Edwards Moving & Rigging	12,298	8,440	3,858	15	USA
27	29	Lift and Shift India	11,234	10,704	530	36	India
28	N/A	Vietranstimex	11,168	9,368	1,800	58	Vietnam
29	25	Sammons Trucking	10,794	0	10,794	350	USA
30	32	J Supor & Son Trucking & Rigging	10,681	4,656	6,025	55	USA
31	26	Lampson International	10,598	8,806	1,792	60	USA
32	28	Wagenborg Nedlift	10,285	5,460	4,825	73	Netherlands
33	35	Deep South Crane & Rigging	10,073	7,052	3,021	55	USA
34	33	Tradelossa	9,799	5,885	3,914	104	Mexico
35	30	Superpesa Transporte Especiais e Intermodais	9,736	8,159	1,577	32	Brazil
36	38	Burkhalter Rigging	9,451	4,562	4,889	37	USA
37	34	Transportadora Cruz de Malta	9,355	3,572	5,783	128	Brazil
38	31	Entrec	9,225	5,200	4,025	32	Canada
39	36	J. F. Lomma	8,624	796	7,828	111	USA
40	N/A	NC Services Group	8,591	6,455	2,136	71	Canada
41	37	Southwest Industrial Rigging	8,332	1,180	7,152	79	USA
42	39	Mullen Transport	7,970	0	7,970	190	Canada
42	41	Megatranz Transports	7,920	7,920	0	26	Brazil
43	40	Allelys Heavy Haulage	7,885	3,870	4,015	35	United Kingdom
44	40	Stiglich Transportes	7,748	4,032	3,716	99	Peru
46	43	Heavy Transport Inc.	7,580	4,032	3,380	90	USA
40	42 53	Nabros Transport	7,520	4,200 5,000			India
47	53 19	Rotran Multi-Axle	6,895	5,000 6,895	2,520	20 51	
48			6,599		0		South Africa
50	48 44	Collett & Sons (Transport)		3,284	3,315	45	United Kingdom
50	44	Erickson's	6,520	3,000	3,520	36	USA

companies have swapped places since last year in the latter half. Canadabased Bellemare Group bucks this trend somewhat with a leap from 27th to 14th place thanks to a big investment in specialized trailers.

Arguably, it is the mid-table of the top 50 that throws up the most interesting mix of entries. Japan-based Sankyu has made its way up from 47th in 2011 to 23rd this year, certainly there is much infrastructure and residential construction following the devastating Töhoku earthquake in 2011. It has invested in modular units and introduced specialized trailers for the first time.

Transportes Montejo in Colombia comes in at 25th position from 60th last year following investment across the board. Further south, in Brazil, however, there is less enthusiasm, with little investment overall since last year. This reflects reports from the country that major projects are waiting to be sanctioned by the government, and no more investments can be made until this happens. Asian company Vietranstimex, in Vietnam, makes its first appearance in the table at 28th place.

Further down the table but still in >

Depots	Area of operation	Employees	Senior contact	Web address
90	Worldwide	4,200	Jan Kleijn, CEO	www.mammoet.com
2	Worldwide	1,300	Jay Folladori, vice president heavy specialized	www.landstar.com
30	Worldwide	800	Roger Harries, CEO	www.ale-heavylift.com
8	Worldwide	650	Fabio Belli, CEO	www.fagioli.com
5	International	2,200	Hugh Gilmore, president	www.challenger.com
38	USA	1,005	Gary Stang, vice president	www.atsinc.com
101	Worldwide	3,200	Hendrik Sarens, director heavy lift	www.sarens.com
20	National	225	David Ferebee, vice president sales	www.lstinc.com
20	North America	900	Alan Barnhart, CEO	www.barnhartcrane.com
10	Worldwide	350	Joseph Nelms, vice president	www.bigge.com
8	Worldwide	1,050	George Koshy, corporate marketing	www.ajhl.com
3	Worldwide	125	Terry Emmert, president	www.emmertintl.com
12	North America	575	William Keen, president	www.keentransport.com
5	Worldwide	500	Jean-Luc Bellemere, president	www.transportbellemare.com
7	Australia	200	Robert West, general manager	www.tuttbryantcranehire.com.au
3	South America	450	Lupercio Torres Neto, president	www.irga.com.br
18	Worldwide	700	Masatoshi Nakano, executive officer	www.nipponexpress.com
18	International	80	James Unger, president	www.millertransfer.com
11	Europe	600	Horst Wallek, chairman	www.bigmove.net
34	Northern Europe, Baltic, Russia	115	Timo Riiho, managing director	www.havator.com
8	Regional	250	Justin Hodges	www.hodgestruckingcompany.com
48	India	250	n/a	www.globeecologistics.in
10	Asia, the Americas, Middle East	300	Masaharu Miyazono, general manager	www.sankyu.co.jp
11	Brazil	2,500	Julio Simoes, CEO	www.locar.com.br
9	The Americas	700	Fernando Montejo, general manager	www.transportesmontejo.com
3	National	60	Mark Edwards, president	www.edwardsmoving.com
3	India, Middle East, South East Asia	200	Sameer Parikh/Romil Parikh, directors	www.liftandshift.co.in
5		387		www.vietranstimex.com.vn
	Regional		Vinh Vu Quang, vice manager	
6	National	65	Tim Burke, president	www.sammonstrucking.com
1	USA	140	Joseph Supor, president	www.jsupor.com
10	Worldwide	300	William Lampson, president	www.lampsoncrane.com
12	Europe and Middel East	450	Ton Klijn, managing director	www.wagenborg.com
4	North & South America	400	Mitch Landry, president	www.deepsouthcrane.com
6	Mexico and Central America	195	Rafael de los Santos, international business manager	www.tradelossa.com
2	Brazil	500	Louis Veraart, superintendent	www.superpesa.com.br
4	Worldwide	110	Delynn Burkhalter, president and CEO	www.burkhalter.net
1	Brazil, Argentina, Chile, Uruguay	400	João Miguel Redondo, commercial manager	www.cruzdemalta.com.br
3	Canada	80	John Stevens, COO	www.entrectransport.com
4	National	240	James Lomma,	www.jflommainc.com
11	North America	360	Guillermo Arce, general manager	www.ncservicesgroupcom
4	USA	165	Harry Baker, president	www.swirusa.com
1	Worldwide	280	Wayne Sellers, vice president	www.mullentrucking.com
5	South America	87	Henrique Zuppardo, CEO	www.megatranz.com
2	Europe	120	David Allely, director	www.allelys.co.uk
2	Peru, Chile	200	Roberto Stiglich, president	www.stiglich.com.pe
3	National	200	Bob Weyers, general manager	www.braggcrane.com
7	National	250	Nilesh Patel, chairman	www.nabrostransport.com
1	Southern Africa	120	Dennis Child, general manager	www.rotran@co.za
2	Worldwide	100	David Collett, managing director	www.collett.co.uk
3	USA	65	Steve Erickson, president	www.ericksonsgr.com

OUTSIDE	THE TOP 50	
51	Perkins Specialized Transportation	6,490
52	McTyre Trucking	6,435
53	JH Parabia (Transport)	6,102
54	SW Trans	5,989
55	GCS Johnson	5,936
56	Contractors Cargo Co.	5,810
57	Berard Transportation	5,775
58	Crescent Syndicate	5,685
59	Anatolia Logistics	5,458
60	DST (Dawes Specialized Transport)	5,175
61	Precision Heavy Haul	5,154
62	Turner Brothers	5,100
63	White Brothers Trucking	4,620
64	Midwest Specialized Transportation	4,535
65	Friderici Special	4,494
66	Energy Transportation	4,395
67	Transportes Noroccidental	4,307
68	Prangl	3,996
69	Ainscough Crane Hire	3,830
70	P Adams	3,774
71	Trans-United	3,745
72	Superior Transportation	3,650
73	Freight Wings	2,913
74	Vic's Crane & Heavy Haul	2,852
75	Kübler Spedition	2,554
76	Jimmy T. Wood	2,436
77	TTS International	2,210
78	H Brown Cranes & Rigging	2,189

the top 50, is a new entry from NC Services Group in Canada, which sits at 40th position. Collett & Sons, based in the UK, sits comfortably in 49th place with respectable investment across the board.

Beyond the top 50, there is some shuffling of positions, but it largely remains consistent with last year's table, apart from three new entries from the USA.

ABOUT TRANSPORT 50

The Transport 50 index is calculated using the total carrying capacity of all specialized transport equipment in the company's fleet.

There is only space in the magazine to fully list the top 50 companies. Full information on all 87 companies, plus other tables and statistics related to the Transport 50, will be available at www.khl.com

We are always interested to hear from companies that have not yet entered the Transport 50. So, if your company is one of them, please let us know or look out for the 2013 Transport 50 entry forms on the KHL web site during the second quarter of that year.



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SITE REPORT



Space restrictions and a tight schedule were just two challenges for Sarens on a steel mill project in Germany. *IC* reports

Steel challenge

nternational heavy lifting and transport specialist Sarens Group was hired to lift a bridge at a Dillinger Hütte steel mill in Germany for Schäfer.

Belgium-based Sarens used a 600 tonne capacity Terex CC 2800-1 lattice boom crawler crane. It completed the lift for Schäfer, a local steel fabrication firm, under challenging space conditions and to a tight schedule.

Performing lifts at a steel mill carries unique challenges. Care had also to be taken in avoiding disruptions to the mill's everyday operation. When it came to lifting the new steel bridge, the Sarens team faced all of these challenges. The new bridge solves a longstanding traffic bottleneck at the facility caused by a single-lane, 45-year-old bridge.

Schäfer made the 43 metre span girder bridge with a width of 4.50 m. It weighed 130 tonnes and also had a sidewalk.

"Due to logistical reasons we delivered the bridge in four segments and assembled it on site," says Patrik Schäfer, owner and general manager.

Immediately after the bridge was completed, the CC 2800-1 came into the picture. "We chose this crane for the project at the mill because it met every single requirement, and it can move while under load, something that was completely unavoidable at the site because of the lack of space," explains Jelle Schepens, Sarens project manager.

The crane was already in the region so it was taken to site in 24 truck loads over two days where it was assembled by four Sarens employees. The CC 2800-1 was set up in superlift configuration with 60 m boom, 82 tonnes of superlift counterweight, 160 tonnes of ballast on the superstructure, and no central ballast.

Precision movement

Lifting the bridge required precise movement from crane operator Andreas Sewerin. It had to be manoeuvred past a lamp post just a few centimetres away from it and it had to be lifted over some railway tracks and made to clear electricity wires at the premises.

The lift team also had to plan for rail traffic to be interrupted as little as possible so that the neighbouring automotive manufacturing plant would not be cut off from its own deliveries. Success hinged on extreme precision and speed.

The bridge offered its own set of challenges as the load was not symmetrically distributed. Hydraulic cylinders at all four attachment points



In addition to the 130 tonne steel bridge the load included another 4.8 tonnes for the hook and 2.8 tonnes for rigging

on the bridge were used to stabilise the lift. "This allowed us to position the load exactly how we wanted to while making sure that it wouldn't swing around dangerously," says Burghard Hass, Schäfer project manager. After balancing the load, the crane lifted the bridge to a height of 15 m at a working radius of 35 m. Then Sewerin turned the crane approximately 180 degrees clockwise and crawled with the load for eleven metres. At the calculated final position, he lowered the bridge at an increased working radius of 38 m and placed it, with the help of a Schäfer signalman, on elastomer bearings.

The lift was completed on time in less than two hours.

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An operator gets to grips with the controls during an ITI training session

State of the art

Training techniques in the USA are internationally recognised, with crane operators around the world seeking to certify themselves to US standards. EUAN YOUDALE spoke to Mike Parnell at Industrial Training International, Inc. (ITI) and LD Stutes at North American Crane Bureau (NACB), both based in the USA, about the training industry there and its future

IC: How has technology changed the way that training is carried out?

Parnell: New crane types and electronic devices have provided a number of aids to the operator not available 10 to 15 years ago. Computerised displays in the crane cab can help create limited lifting zones for restricted work sites, outrigger loading information, dual hook loads, etc. New spreader bar designs, custom lifting devices and associated hardware have helped reduce headroom and minimised some of the free rigging approach – this effort has reduced some of the risk associated with load loss.

New light weight synthetic slings have reduced gross load weight and permitted easier handling and storage of rigging. Dynamometers and load cells are being used in more standard operations than ever before and these devices provide a constant alert to the lead riggers and operators as to weights and rigging tensions. Remote control systems have helped the operators of self erecting tower cranes and articulating boom cranes get a better view of the operation due to proximity.

Stutes: As early pioneers in crane training simulators, the owners at NACB have been able to separate the organisation into one that utilises simulators to not only enhance training, but make training more effective. Operators coming through training having been exposed to simulation training consistently perform at a higher level than the equal who has not utilised a simulator in training. Due to recognised improvement in learned skills, we went on to develop the Personal Desktop Simulator that is now not only being used by NACB Mobile Trainers, but in many varied training scenarios due to its portability.

IC: How will technology change training in the future?

Parnell: Training companies will need to ensure that their trainers stay current with the technology. A case in point: ITI sent a trainer to the US distribution dealer for Spyder mini crawler cranes to receive 'factory equivalent' training, in preparation for a special programme requested by a client. At every turn, training companies will need to understand the benefits and limitations of the new types of equipment to guide client personnel through the decision making process of suitability for the tasks at hand.

Stutes: We're seeing the development of hand-sized apps and tablet apps that can and will be used in training. NACB is cutting through with these currently. I can see the potential of technology playing an even more critical role with these apps. As the cost of tablets reduces and training applications mature, I know that we'll utilise them in our training. Technology

Safe rigging of the load at ITI



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Endurance





One of NACB's mobile crane simulators

Conference can help impart vital information for the training industry, says NACB

and simulation training is in many fields now due its learning benefits. Not only have the skilled trades adopted simulation training, the medical field is also using it. Also, with technology, we're enticing the younger generation into the field; so technology will actually shape the future.

IC: How has legislation and standards shaped training over the last few years?

Parnell: In the last 10 years, nearly all Federal legislation and national standards have included a provision for employee training as pertains to the use, operation and inspection of the load handling equipment in regular use at their site. In some cases training has become mandatory, and some voluntary, based on the circumstances. In nearly every case after



OPERATOR TRAINING



an accident, the federal or state regulation officers are asking for the training records and content to evaluate the quality and depth of the information as provided (or not provided) for the subject employees.

Stutes: It is an organisation's leadership that shapes training. I think that in some cases legislation and standards have helped change the shape of what some training organisations are doing. New crane standards are bringing to the surface a much needed recognition of how important these stated skills are. It's easy for us to think that we don't want an inexperienced hospital surgeon working on us, but are we okay with an inexperienced crane operator who's lifting hundreds of thousands of pounds around us. Are we assured that it's properly secure and being moved by technical equipment that is sound and understood by the operator? This occurs every day, all day.

IC: Which types of cranes are seeing the greatest level of training advancement?

Parnell: We are seeing an equal amount of mobile and overhead crane training requests. Very little for tower cranes since they are especially construction related in most cases and that end of the economy is still lagging. A particular upturn in self erecting tower cranes and articulating boom cranes for small project work and material delivery is gaining momentum.

Stutes: There is such a large amount of mobile crane usage that exists out there, that NACB naturally see its greatest benefit from advancing our training in this area. The overhead cranes are an enduring part of NACB-IES business as well. America was built on manufacturing and our manufacturing continues. It's nice to see energised interest in the overhead bridge crane currently. The tower cranes are soft here in the US. We have placed more tower crane simulators across the globe than here in the US. Hopefully that will change soon.

IC: How do you see the industry changing over the next few years?

Parnell: We will see more training needs in the upper end of the business; lift planning and lift director type work. Advanced and master rigger is also on the increase. Most training is, of course, for those between the labourer pool and the engineer and, in many cases, for folks who have received little to no formal training for load handling; whether for vertical

lifting or horizontal machinery moving (maintenance employees).

Stutes: People will either be forward thinking and increase their awareness and training now to meet the new standards, and make their employees safer, or they will wait until the last minute to do it. At that time, as has happened in certain states in the US, there will be a crunch and the demand will be a real burden on organisation like NACB to keep up with the training demands. Change is a hard word for a lot of people to understand. If they truly stepped back to see this change, and the real long-term benefits, the change would be embraced; embraced by everyone except certain attorneys.

IC: How has the economy affected the development of training?

Parnell: The best training companies are staying aggressive in finding better ways to deliver technical skills training at a lower cost to the employer. That can be through e-learning, accelerated intermediate programmes or hands-on programmes with effective field training; all in an effort to minimise the employee's time away from the job.

Stutes: When income slows, organisations necessarily trim expenses. Training is a natural area where managers feel they can trim to survive, and the reality of it is that they probably can, in the short term. The organisations that deal with NACB typically are forward thinking organisations that understand that even though you might temporarily reduce spending to fuel production and growth, you need to invest in ensuring that people are properly trained. Effective training not only keeps employees more productive, but helps avoid the potential death-nell of a catastrophe. In the end, the economy will never destroy the DNA of training, for it is the blood that keeps industry alive. Without training, we would truly perish.



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Overhead cables were among the many obstructions for the 6.5 m diameter and 40 m long autoclave transport

load being distributed over 20 axles (two sets of six on the trailer and four each on the tractors) some bridges were too weak so steel flyovers were employed

Despite the 140 tonne

Hot trip

On a project to transport a 140 tonne hot air oven for the aviation industry, Austrian contractor Felbermayr had to contend with adverse weather, numerous diversions and other challenges. *IC* reports

Rapid growth at the Upper Austrian aeronautical component manufacturer FACC has given rise to a large-scale investment programme, which includes the expansion of existing manufacturing capacity.

Part of that expansion was a new 140 tonne autoclave. Transport and lifting specialist Felbermayr was contracted to move the load from Aschach an der Donau around 100 km to the FACC plant.

The autoclave was manufactured in Coesfeld, Germany and transported by ship to Austria. Adverse weather meant that it was more than two weeks before the autoclave arrived in Aschach an der Donau. This also delayed the road transport by several days. "Due to the sinking of another ship, the Danube was impassable for our ship for several days", explained Günther Wimmer, project manager, who was responsible for the transport on the Felbermayr side.

Several other companies were involved in the transport for the purposes of traffic diversions and clearing the roads so a high level of communication skill was required. "We had to lift many cables and dismantle numerous traffic signs and traffic lights, all of which requires specialists who we had to co-ordinate all over again. "Transport approvals also had to be altered. "Everyone was very co-operative," Wimmer continues, pleased to report the successful co-operation between companies, authorities, and executives.

Obstacles to deployment

Even several days before the ship docked, the crane required for transferring the autoclave from the ship to the low loader trailer was a hot topic of conversation in the region. Due to the unloading height of around 30 metres, a 600 tonne capacity Liebherr LR 1600/2 lattice boom crawler crane standing 48 m-tall was positioned.

The project faced a further problem, however: "Gusts of wind nearly caused the whole lifting operation to fail," reports Wimmer. But, after about an hour, the weather settled and the 140 tonne autoclave was transferred from the ship to the low-loader. The four-day heavy transport by road could then finally begin.

Bridging with a flyover

Including the tractors and push trucks, the transport was almost 40 m long. The 6.5-metre diameter of the autoclave further heightened the challenge for Wimmer and the team. "We had to dismantle traffic lights, lift large numbers of cables, and take down signs. "But this still was not enough. The load capacity of some bridges was not sufficient for weight of the transport, despite its weight distribution over twenty





A pair of telescopic cranes was used to unload the autoclave at FACC

axles." These bridges were overcome using a flyover type temporary steel bridge constructed over the road bridge. It only places weight on the abutments, Wimmer explained. For unloading and the final positioning in the plant, two mobile cranes were used.

Following commissioning in July, the autoclave's main application will be to dry the power plant housings of Boeing and Airbus commercial aircraft.



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It is less than 24 hours before 250 potential customers descend on Goldhofer's headquarters in Memmingen, Germany to witness the unveiling of its Factor 5 high girder bridge. Amid the hive of activity CEO Stefan Fuchs takes time out to talk to *IC*'s EUAN YOUDALE

ith an international event just hours away, you would think there was little time to pause for breath, let alone undertake a major interview. For Goldhofer's energetic CEO Stefan Fuchs, however, juggling the needs of his employees, customers and an *IC* journalist is, it seems, all in a day's work.

The truly global segment of Goldhofer's trailer output is its heavyduty module range, in which the Factor 5 proudly sits, (see Product news, starting on page 15 for information about the Factor 5). Thanks to a payload range of 10 to 10,000 tonnes, pretty much all industries and their components can be covered by the manufacturer's THP and PST modular vehicles.

In that segment, the energy sector has been making many headlines in recent years with its increasingly heavy and varied components, whether they be power plant transformers or wind turbine blades, says Fuchs. "We had heavy duty modules in 70 countries last year in the energy industry. There are a lot of heavy offshore windmill projects coming up



Paving the way

but this area is difficult because of the grid. A lot of projects are on hold because they cannot transport the energy." Often, existing energy providers have a monopoly on the grid system and want to keep it that way. "[Renewable energy plants] are not allowed to use the grids, or the owners want too much money."

Customer needs

Every sector, country, specific location and individual customer has its own challenges, however, and all these have to be taken into consideration. "In the USA every state has a different law, for example," explains Fuchs, "So our job is to find the best solution for the situation, not only in infrastructure, but also law, regulation, permits, etc. We cannot just say, 'take this, it is our best trailer', because maybe for that country it would not work. We need to sell them a trailer for the next 10 years."

"So we have our own project department that knows all the laws and regulations, and considers the load, the streets, the inclination, the bridges."

The company also offers digital





solutions, like Easy Parts, for instantly locating components; Easy Track, for visualising a planned transport on screen; and Easy Load for planning the load. Fuchs sums up some of the benefits: "You can exactly simulate the truck and trailer. You can see how it is bending, you see all axle loads, the pressure and you get a green, orange or red light. For example, you know if only 80% of the trailer is being used, or you can see if it is overloaded. When everything is green, you can give a drawing to the truck driver showing how to load and one to the [government] permission department, and you can show it to the customer," Fuchs explains. "In Germany especially, and now in Europe, if you



overload the trailer, you may not have to pay a fine, but you have to reload, so you need a second pick-up trailer and a crane."

Another Goldhofer product range is the trailer segment, sales of which are concentrated in Germany and about 1,000 km around the headquarters. Semitrailers, is the other major segment, aimed particularly at Europe, with Germany being the biggest market.

Shifting sands

Then there is the aforementioned international heavy duty modular trailer. Its markets change continuously depending, mainly, on their economy, explains Fuchs. "Once that market is full, there is a boom somewhere else and, then the next country comes along. At the moment Germany is very good, the United States is picking up, South America is not bad, Eastern Europe is also picking up, but India is slowing down because the Rupee is weak."

Fuchs continues, "In China, we sold a lot of equipment five or ten years ago, then it slowed down because they started copying the products. But people learned that the copy is not as good as the original and now they have started buying Goldhofer again.

"Because the steel quality is not available or the educated welders for high grade steel are not there, the copy looks the same but inside it is completely different," Fuchs adds, "Our product is the result of 40 years of development and in those 40 years we have made mistakes and the mistakes you make become experience. But if you copy it, this knowledge will not be inside the trailer, nor will the knowledge around the product."

Wherever possible, Goldhofer does seek to protect its intellectual property but Fuchs looks upon the problem philosophically.





"Our view is that we will be copied, and if we are copied then we are on the right track, because only the best will be copied."

Another major issue facing manufacturers is import duties. Two notable examples are the USA and Brazil. The former is threatening to introduce a 25% import duty on self propelled modular transporters. "In the United States everyone is still fighting against this. The last word is not spoken, but it is a problem, created by countries to protect their own suppliers. [On the other hand], if there is not a supplier in that country then everyone is in the same situation," says Fuchs. "If you want to solve that problem you have to open a factory, but the numbers of units is often not high enough for this to make sense. You could invest for a one, two, three year period and then the country is covered and there is no demand."

Fuchs continues, "Brazil, for example, is going up and down. But regulations make finance very hard and difficult to get insurance for export. New factories are always under discussion but the risk is always very high and at the moment we have

no decisions to do that."

In recent weeks a new launch included a heavy-duty trailer with low deadweight, again highlighting the issue of payload. "In Europe we have many regulations, so we have to bring more payload on the street with the same axle loadings – we have to make the combinations lighter. We have also sold it to other countries outside Europe."

The THP/SL light and THP/ SL series has a new frame construction. Fuchs adds, "If you move on the street and deadweight is too high then you lose payload and, if you go against regulations, you get in trouble. This will increase more and more as states want to protect their infrastructure because they are suffering from a lack of money."

Products will increasingly be designed for regions of the world with the customer in mind, says Fuchs. In Russia, for example, particularly Siberia, there is a requirement for trailers to withstand freezing temperatures, able to work down to minus 40 degrees centigrade.

Component benefits

Then there is the question of tyres. "The tyre is the weakest part of the trailer but now we have a 245 tyre which is allowed to take 12 tonnes," Fuchs adds, "So we have two product lines merging; the step frame trailers now have pendular axles. This is a very interesting development. If we spoke 10 years ago about this we would say it is not possible."

Fuchs continues, "The other question is of infrastructure. With traditional trailers you have two lines, with a pendular you have four lines, so the load is spread more and it is better for the street. I think more countries are looking to Germany and middle Europe to see what they are doing to protect their infrastructure."

Ultimately it is a question of customer requirements. "We have to look at a good solution at a good price, because transporter companies are getting lower rates, especially with the pressure in the windmill business being very high," Fuchs adds. "We want to sell but we always want to make our customer smile, maybe three or four times."









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IAA Commercial Vehicles is the world's leading exhibition for transportation and logistics. *IC* previews the show

he last time the IAA Commercial Vehicles show was held, in 2010, the target of 200,000 visitors was exceeded with the final tally reaching 241,500. "Against the backdrop of the last two years in economically difficult times, that is a very respectable result," says a company spokesman, "Beyond that the quality of the visitors to the IAA was very high: The proportion of trade visitors came to an average for all days of 84%, and three out of four trade visitors are decision-makers."

With 1,751 exhibitors from 42 countries, the IAA 2010 show was the second biggest in its history. Organisers will be hoping to repeat that success this year.

"The IAA Commercial Vehicles is special because practically all the suppliers are represented alongside the manufacturers. The IAA is therefore the world's only mobility fair which represents the entire commercial vehicle industry along the whole value-added chain, providing the best conditions for good business," adds the spokesman.

Among the exhibitors will be Allison, which is to unveil the new patented TC10 twin countershaft/torque converter, which, it says, provides uninterrupted power and tractive force. In addition, the H 3000, a newly advanced, parallel hybrid system for trucks will be introduced. Some 5,000 city buses equipped with the Allison H 40/50 EP hybrid systems are operating in over 230 cities worldwide, says the company.





It has been estimated that these vehicles saved about 100 million litres of diesel and prevented more than 259,000 tonnes of carbon dioxide being emitted. Eleven new Solaris hybrid buses with the Allison H 50 EP hybrid system were recently delivered to Hannover.

Atlas will show products from its .3 range of articulated loader cranes. The 332.3E has eight extensions and can lift 0.83 tonnes at 21 m, while the 126.3E has the same extension offering and can lift 0.59 tonnes at 14.4 m.

The 172.3E represents the new generation of cranes produced by Atlas, says the company. "Modern, effective innovations with a high value on performance, low weight, secure and spacesaving transport position, are features," comments a spokesman.

Doll Fahrzeugbau will present a highlight of its Panther trailer range. The 8-axle trailer has a payload of 95 tonnes. As a single extendable version the dolly has got an improved suspension stroke of 380 mm.

This makes driving over crests and through depressions much easier, says the company. In difficult situations, the neck can be raised and lowered manually to improve the clearance. The total stroke is 1,300 mm (+600 mm / -700 mm). To optimise turning radius and to minimise tyre wear and tear, the 6-axle rear chassis has got the world's first frictionsteered double wishbone axle, adds the manufacturer. The 2-axle dolly has got its own steering circuit, which forces the axles to steer in the opposite direction to the 6-axle rear chassis. Therefore, the dolly axles follow the track of the tractor unit.

Goldhofer will show its new STZ-P semitrailer concept, which it says is pushing the boundaries of payload traditionally reserved for heavy-duty modules in the

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THP series. The series, which can have up to 10 axles, moves payloads up to 140 tonnes.

Palfinger will be presenting its new brand livery. The Austrian manufacturer will drop all its sub-brand names with the exception of Epsilon, in the truckmounted timber and recycling crane segment. In future, truck-mounted cranes, container handling systems, transportable forklifts, access platforms and tail lifts will be marketed exclusively under the Palfinger label.

On show will be five new crane models from the High Performance range. These include three new SH truck-mounted cranes: the PK 10002 SH, the PK 12502 SH and the PK 110002 SH High Performance models. All the SH range can now be designed ex works as EN280 workman basket cranes.

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LUFFING TOWERS

Fluid movement

The new Wolff 166B is the latest hydraulic luffing jib tower crane in a growing trend for this type of construction crane. HEINZ KESSEL investigates the development of this crane type





Originally on the Favco STD series the jib was raised using hydraulic cylinders while a rope guided moving ballast system prevented the jib from lowering if hydraulic pressure was lost

he history of the hydraulic luffing jib tower crane manufactured as a universal series construction crane can be traced back into 1959 when Liebherr presented its first HB crane.

This type of climbing tower crane was very successful right up until the 1980s. Its main characteristics were: a short tail radius of 4.50 to 6.00 metres; a steep out of service position for the jib; and a fast derricking speed of 50 to 70 seconds, depending on the crane size; and a horizontal load path due to the hoist rope reeving between the A-frame and the boom foot.

Capacity was up to 8 tonnes and a boom length up to 42 m made the cranes suitable for the first European style high rise developments and, later, for cramped city redevelopment projects.

In Australia, 1962 saw Favco adapt the principle of hydraulic operated luffing. It developed bigger cranes with ropeguided moving counterweights and diesel hydraulic drive. Largest of this particular design was the STD750 with up to 48.3 m

LUFFING TOWERS

Jost JTL series cranes, below, are a common sight on inner city sites of the UK, especially in London. Sometimes the Jost upper works are installed by the customer on hybrid tower systems. In this example a Jaso tower system is used by Faclon Crane Hire. Franc Jost expects a market to develop outside Europe, for example, in Hong Kong and Brazil, for the redevelopment of inner city infill sites where buildings need to be replaced in small gaps between existing structures





The unique Japanese GTR-120 concept with a folding jib system for the out of service condition and two hydraulic cylinders for raising and lowering the jib in working condition. Unfortunately it was only realized as a scale model

jib and 24 tonnes capacity. Long jib versions, were being requested and Favco changed its complete line into standard rope operated luffing tower cranes at the end of the 1980s.

Other than for climbing units, hydraulic operation of tower cranes was generally abandoned in the construction industry.



One reason might be problems arising with the hydraulic systems and the specialist skilled service personnel needed for this breed of tower crane. At the beginning of the new century, hydraulic luffing systems again were discussed to optimise crane design, taking into account improvements made by the hydraulic component industry.

In 2004 Japan Sangyo-Leasing, in co-operation with the Shibaura Institute of Technology, presented the idea of a luffing jib climbing crane which used two hydraulic cylinders to move the jib foot. In cases of bad weather or restricted dismantling space, the jib foot of the GTR-120 could be lifted by these cylinders while the rest of the jib could be lowered using a rope-operated second A-frame. In

The patented Wolff concept of a luffing jib crane with hydraulic cylinder in the upper boom foot



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LUFFING TOWERS

the same year an hydraulically operated luffing jib crane was patented by IHI where the idea was to reduce the tail radius. Neither concept was ever realised.

As the application of luffing jib climbing cranes under cramped site conditions grows, the problem of steep, free out of service conditions of long rope-operated booms became evident. The number of accidents where over booming occurred led to discussion of whether a change in the design of luffers could help to reduce the hazard.

Wolffkran developed a patented hydraulic operated derricking mechanism, combined with a rope operated movable ballast system in 1999. For the first time the crane concept was fully missing an A-frame and the upper jib foot member is connected with the machinery deck by a hydraulic cylinder. With the cylinder retracted the jib will hold in its steepest position without needing any buffers like those used on rope operated versions. In extended operation mode the jib would be in a straight, lowest position.

To reduce the overturning moment a counterweight trolley travels up and down the inclined surface of the machinery deck in accordance with the movement of the jib. This traditional movable ballast system is expensive and hazardous to rig. Such problems were overcome in the Jost-designed JTL concept, first seen on the test ground in 2005. Since then the hydraulically operated Jost topless luffing jib cranes has become a success. More than

The hoisting winch of the Wolff 166B is on top of the jib foot and the ballast frame is pin-connected to the counter jib in a fixed position 120 units have been manufactured, most of them working in the UK, specifically in London on account of the overslewing restrictions of neighbouring properties surrounding inner city construction sites.

A range of sizes from 100 to 300 tonne-metres is available. This transportand rigging-friendly crane design is so successful in the UK that Jost upper cranes are even operated on hybrid tower systems in rental fleets dominated by other brands. Walking through London you will find the lightweight city luffers mounted on custom built adapter frames on Jaso, Peiner and Liebherr tower systems.

Into the arena

In April 2012 Wolffkran entered the fray with its new 166B. It replaced the conventional design 160B, also popular in the UK. At first glance the 166B looks very similar to the seven years older Jost JTL design. Jost and Wolff will share the same market in this class so it will be worth examining the differences between the two designs.

The load moment of the Wolff 166B means it can be best compared with the Jost JTL208.12. Both cranes are of topless luffing jib design. They have a ballasted counter jib installed inline with the boom, which moves to the tower when the jib is raised. Each offers 12 tonnes capacity and 55 m outreach. While the Wolff can lift 1.8 tonnes at its maximum radius the Jost still can handle 2.6 tonnes at the same radius. At a steep jib position and with a short jib the Wolff 166B generates a slightly higher load moment.

According to the component list, the 166B upper crane is significantly heavier than the equivalent Jost design. A higher weight for the whole structure usually also means that higher capacity wheeled mobile cranes are needed to assist in rigging.

The Wolff is offered on the well known 2 x 2 m wide UV20 and TV20 tower system. Jost offers two options as standard configuration; the TH15.3 and the TH 20.3



The concrete blocks are secured with special lugs and pins to avoid any dynamics during operation of the crane The Jost luffing jib design has the hoist winch in front of the turntable section where the driver can see it and a swinging ballast cage is under the end of the counter jib

tower system. The slim $1.53 \ge 1.53$ m square sized city tower is especially suitable for inner city sites to place the crane, for example, inside a lift shaft. Wolff, therefore, may also intend to develop an internal climbing compact tower system as an alternative. The 166B with 35 m jib can be rigged to a free standing height of 58.50 m on the 2 x 2 m wide tower. By combining it with the 2.90 x 2.90 m base tower sections, an impressive free standing height of 93.2 m can be achieved.

For both cranes the jib length can be changed in 5 m increments. The Wolff 166B can also have a 25 m short jib while the JTL208.12 has 30 m as its shortest standard jib length. The 8.50 m counter jib of the Wolff compares favourably with the 9.80 m of the Jost JTL208.12. In zero degree jib position the Wolff's 3 m minimum working radius compared with the 5 m of the JTL208.12 also means that the Wolffkran may fit better in very narrow construction sites.

In design

The main design difference between the two topless luffers is the location of the winch. For safety reasons and easy service access Jost prefers the drum to be located in the view of the driver, just in front of the turntable section. Wolff located the winch unit on top of the base boom section. It means that no ropes move under the jib on the Wolff. In addition, to reduce rigging time, the hoist rope can be reeved at ground level before the complete jib is lifted into place. The winch can also be easily changed while the crane is erected.

Jost opted for a ballast basket under the counter jib that moves when the boom is raised and lowered. Wolff preferred a

LUFFING TOWERS

ballast frame with fixed concrete blocks. To reduce transport dimensions an alternative ballast frame for steel counterweight is available for the 166B. The ballast is fixed into the frame and pin-connected to the counter jib so there is no free moving ballast. It means that shake will be reduced if the crane swings due to, for example, an earthquake.

A real advantage integral to the hydraulic luffing jib crane design should be the allowed out of service operation condition. Jost claims 11 to 13 m, depending on jib length, which can be further reduced by raising the jib into a pin-connected securing position at up to 85 degrees. Wolff states 15 m radius in standard conditions.

Comparing the speed of the old Liebherr HB with the new generation, the derricking speed is disappointing. The Jost needs two minutes for complete booming and the Wolff takes 90 seconds. There is correlation between the required energy and the speed. Jost uses an 18.5 kW drive for hoisting and Wolff chose a 22 kW unit. The Liebherr 90/180HB, with a luffing speed of 70 seconds, had a 37 kW drive.

While the maximum hoisting speed of the Wolff is higher, Jost will catch up with an updated version. On the drawing board is the JTL268.12. It will have the two and four line reeving changed to two and one line, as already found on the Wolff. In addition, the JTL268.12 will have 55 or 75 kW hoisting drive and up to 780 m drum capacity.

Franc Jost points out that the face lift of the JTL series will incorporate all new hoisting winches with a reduction in the number of line falls needed across





At the prestigious Shard project in London a purpose-built flat top hydraulically operated luffing jib crane was used in the dismantling of the last climbing crane to lower parts of it to the ground earlier this year

the range. According to Gerd Tiedtke, Wolffkran product manager, an optional high capacity skyscraper hoisting winch is under development for the 166B. Even on the standard version the 500 m drum capacity and 6 tonne line pull of the 60 kW hoist is impressive.

Again looking at the tower top central section it is clear that the hydraulic system on the Wolff is integrated between the connection frameworks for the boom, while Jost prefers a side mounted location behind the cabin. In the new generation Wolff the electrical cabinet is behind the cabin platform, while Jost prefers the combined electrical cabinet and driver's cabin unit it calls Cacon. Electrical servicing can be done inside the unit regardless of the weather. Franc Jost says that the longer Cacon unit also means that the crane driver can be given first aid inside the cabin during a rescue operation.

Tiedtke at Wolff says a range update in the 100 to 120 tonne-metre capacity class might be a possibility but he thinks that the potential above the load moment of the 166B is small. It is due to the higher weight and larger jib dimension of the structure impacting on the design integrated benefits of a flat top luffer. Jost's flat top luffing jib model range extends to the JTL318.12 with 4.5 tonnes capacity at 55 m radius.

It is the author's opinion that demand for shorter erection times and worsening space restrictions on inner city sites will see a trend for flat top luffers in the small to medium capacity range becoming as popular in Europe as the flat top saddle jib design.

Wolff's new ergonomic cabin incorporates features for the driver that include tinted glass, new smaller joy sticks and a multifunctional touch panel PC





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PROFILE CLOSING DATE: October 2012 PUBLISH DATE: April 2013



From the publishers

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SAFE VIEW

Safety barrier

Will a remarkable crane safety device soon be free of US red tape? That is the hope of DR. HUGH PRATT, who serves on standards committees, including; IEC, ASME, ASTM, UL, BSI. Here he airs his opinion on a situation regarding load insulators to protect workers from power line contact

s soon as one US government employee's opinion changes over who can own the testing equipment used by a testing laboratory, crane companies will be able to buy, with certainty, a remarkable safety device, writes Hugh Pratt.

It has long been known that the main cause¹ of fatalities involving cranes, in the USA, is the crane or its load making electrical contact with overhead power distribution lines. See Diagram 1. These power lines, which are difficult to see, have killed or injured between 500¹ and 1,000 workers in the last 18 years.

I was provoked by a challenge – to design an insulating link – from the first editor of *International Cranes*, Tim Whiteman. I gently reminded him that this was an engineering conundrum – to be as strong as steel yet able to insulate like glass. In addition, existing designs of devices to isolate electricity were proved to be unreliable by crane experts. The insulating link hangs on the hook of a crane, stopping the electrical current flowing to ground and thus protecting the rigger. See Diagram 2.

The design of the Load Insulator was so advanced that 18 years later there is still no competition. At first the crane manufacturers were bemused at, and then startled by, its performance. Its adoption², however, at US\$ 210 per use, proved too



high a price for some to pay. The US Federal government³, realising that an engineering solution to a human frailty of eyesight was available, started⁴ rewriting the crane law, which incorporated a safe insulating link.

It was critical that the insulating link be reliable in the wet and dirty environments where construction cranes work. To guard against unreliable designs the law stipulated⁵ that a nationally recognised testing laboratory (NRTL) had to "Approve" any insulating link to a national standard.

Fortunately, from the 1980s, the crane industry had gathered a wealth of testing protocols, which were used as the first draft for a joint logo ISO/IEC Standard for Crane Insulators. This joint logo standard required the goodwill and effort from three committees, which saw little international advantage. This draft eventually became the new American



National Standard, ANSI UL 2737. Today, the crane industry's high voltage expert endorses this same standard – so we have now come full circle.

Three years ago Underwriters Laboratories, (UL), a nationally recognized testing laboratory, tested the new design to this same standard then listed⁶ and labelled the Load Insulator. The testing equipment for this standard is so extensive, specialized and expensive that third party testing was witnessed by UL.

A group of manufacturers of existing insulating links has attempted to block⁷ the ANSI standard, which their products would not meet. US workers would be deprived of safe insulating links to comply with the law and save lives. The group of manufacturers is attempting to introduce another standard⁸, which their products could meet. Their draft standard, just balloted, had no performance tests for fatigue, torque, bending, compression, impact, heat, cold, rain, dirt or sunshine. The result would be to exclude performance tests, which the crane industry already judged 20 years ago, as being required to determine reliability and fitness for purpose.

There has been little change to the new design in 18 years. The 500 men killed over this time could still be playing a useful part in society and taking care of their families.

I trust that the US Government will cut the red tape, which has delayed the use of a safe insulating link for the last 18 months, over the ownership of testing equipment used by a NRTL.



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COMPENSION Joel M Dandrea

The need to obtain sufficient insurance to cover the risk of accidents and disasters is a major concern in each of the 46 nations where SC&RA members conduct business. Without proper levels of property and casualty (P&C) insurance, any company that moves and lifts oversize or overweight items may be only an accident away from going out of business.

Property insurance protects companies from the loss of property or the loss of income related to that property. Casualty insurance mainly protects them against legal liability caused by injuries to other people or damage to someone else's property. Specialized carriers and rigging companies must take care to guard against gaps in either kind of coverage. That becomes an even more important priority in emerging markets with considerable economic and infrastructure growth.

Premiums for all types of insurance in Latin America grew by double digits in 2011, according to a special report in the May-June issue of *Latin Trade* magazine. Countries such as Brazil and Ecuador experienced premium expansion of more than 20% last year.

Although the strongest demand for coverage in Latin America is life insurance, P&C lines have strong growth potential throughout the continent, according to Rafael Casas, president of MAPFRE America, the region's largest supplier of P&C cover. "Currently, large companies are covered by P&C insurance more than small and mid-sized companies," he told *Latin Trade* magazine.

Obtaining viable P&C coverage at a reasonable price once was a major concern for SC&RA members in the United States – both large and small companies. In response, our Association developed an innovative insurance and risk management programme in 1996.

From the beginning, this programme, available exclusively to SC&RA members, featured a comprehensive loss control package that helped policyholders avoid injuries and property damage, aggressive claims investigation and a litigation control system.

Now in its 16th year, SC&RA's property and casualty insurance and risk management partnership with NBIS in Atlanta, Georgia, USA, continues to evolve to better serve members of all sizes. Under the guidance of SC&RA's Insurance Committee and Risk Management Task Force, this programme truly is designed by our members for our members.

Today, NBIS offers SC&RA members eight lines of coverage: general liability; truckers' liability; physical damage; custom cargo and transit; property and inland marine; contractors' auto; excess and umbrella; and workers' compensation. The programme is available to more than 1,000 SC&RA member companies in the United States. More than 450 members have one or more lines of coverage with NBIS.

Due to laws and regulations varying from nation to nation, SC&RA's programme does not extend beyond US borders. We believe, however, that it can serve as a great model for the rest of the Americas, as well as Europe, Asia, Africa and Australia.

P&C insurance is a fitting topic to be addressed by the World Crane & Transport Alliance, which SC&RA formed in 2009 to exchange ideas and industry practices with related associations worldwide. It is worth noting that the Alliance was formed in November 2009 at the first World Crane & Transport Summit in Amsterdam, the Netherlands, hosted by KHL Group, publisher of this magazine.

When the industry reconvened in Amsterdam last November for the second World Crane & Transport Summit, the World Crane & Transport Alliance welcomed its newest member – Brazil's Sindipesa. If Sindipesa and its members have questions about P&C coverage, SC&RA and its affinity partner, NBIS, are willing to provide answers.

For that matter, we are eager to educate companies everywhere about our insurance and risk management programme. To learn more, scroll down to the bottom of our website at www.scranet.org. There you will find a link to NBIS, as well as to our other partners – Association Benefit Resources, our endorsed health insurance provider, and our two official KHL publications, *International Cranes and Specialized Transport* and *American Cranes & Transport*.

Regardless of the viable plans they devise, we are confident that SC&RA and its members will be a major part of the solution.

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Kentucky programme



George Young Company's entry in the 2012 Jobs of the year competition



Atlas Industrial Contractors' entry in the 2012 Jobs of the year competition



Barnhart's entry in the 2012 Jobs of the year competition

As the association's most important event, the 2012 Crane & Rigging Workshop is expected to attract more than 400 attendees this September. TERRY WHITE previews what's in store

ore than 450 attendees from around the world are expected at the SC&RA Crane & Rigging Workshop, 19 to 21 September, at the Marriott Louisville Downtown in Louisville, Kentucky, USA. This year, SC&RA will commemorate the 35th anniversary of the workshops, the association's most important crane and rigging event.

Opening session speaker Jim Maddux, director of the U.S. Occupational Safety and Health Administration (OSHA) Directorate of Construction, will discuss his agency's Cranes and Derricks in Construction Standard, as well as numerous pending rulings and their direct, long-range impact on the crane and rigging industry.

As always, workshop sessions will feature some of the industry's top professionals, including, in order of appearance:

THE EVOLUTION OF SAFETY IN THE CRANE AND RIGGING INDUSTRY

■ *Daniel Erwin*, corporate safety director, Turner Bros. Crane & Rigging, will examine factors to consider in determining overall company safety, the role played by ever-changing government and industry regulations in the safe performance of jobs, and the necessity of specific qualifications and knowledge for today's safety professionals.

MAKE TRANSPORTATION YOUR BUSINESS

■ Janet Kavinoky, executive director, Transportation & Infrastructure, U.S. Chamber of Commerce and vice president, Americans for Transportation Mobility Coalition, will describe the changing political and federal budgetary environment and what it means for maintaining, modernising and expanding infrastructure. She will also address



current efforts to pass long-term surface transportation reauthorisation legislation.

ARE YOU READY FOR 11/10/14? WHAT SIMPLY READING OSHA'S PERSONNEL QUALIFICATION REQUIREMENTS MAY NOT TELL YOU

Graham Brent, executive director, National Commission for the Certification of Crane Operators, will cover federal requirements for the qualification of crane operators, signallers, and riggers in light of OSHA's recently published interpretations. Options for the qualification of other personnel, including inspectors and lift directors will also be reviewed.

THE FOUR COMMITMENTS OF A WINNING TEAM

■ *Mark Eaton*, a former National Basketball Association All Star center for the Utah Jazz, will deliver a keynote address that demonstrates how safety in the workplace is a lot like playing basketball, with each player having a specific role that is critical to the success of the team. This session will show attendees how to turn their employees into winners by applying the concepts that create sports superstars in any business.

AIR CASTER TECHNOLOGY MAKES LOADS AS LIGHT AS AIR

■ *Terry Pitsch*, engineering manager, AeroGo, will explain how air caster

systems, which harness the power of compressed air, can be faster and easier than conventional methods when moving oversize, awkward, uneven or heavy loads up to 5,000 tonnes through tight spaces by eliminating the need to disassemble the load prior to movement.

SOCIAL MEDIA-IT'S CHANGING THE INDUSTRY

■ *Jacob Voncannon*, business development associate, WHECO Corporation, will demonstrate how a company in the crane or heavy haul industry can use social media to attract the right customers. In addition, he will explain the value of search engine optimisation (SEO) and show how SEO can help potential customers find any company more quickly.

UNDERSTANDING THE IMPORTANCE OF PROPER EQUIPMENT INSPECTIONS

■ *Jeffrey Hammons*, vice president, risk management, AmQuip Crane Rental, will discuss how the promulgation of the federal OSHA Cranes and Derricks Standard in 2010 has made it even more important to properly inspect and maintain equipment to comply with regulations and increase durability.

THE FUTURE OF ENERGY AND ITS EFFECTS ON CONSTRUCTION

■ *Steve Greene*, vice president, National Center for Construction Education and Research, will address energy factors and trends influencing the US economy and its impact on the construction industry, as well as tactics and strategies that companies can implement to combat economic hardships.

THE TOP 10 CRANE AND RIGGING LOSSES AND HOW TO AVOID THEM

A panel from NBIS that includes *Michelle Lorenz*, claims and litigation manager; *Clifton Shepherd*, senior claims manager; and *Bill Smith*, executive vice president, claims and risk management, will cover essential elements of a safety programme, the CSA crane load securement programme, assembly and disassembly of cranes, OSHA standards and inspections; and an update on B30 standards.

2012 RIGGING JOBS OF THE YEAR

Representatives from Barnhart, Atlas Industrial Contractors and George Young Company will present details of this year's winners, which include the replacement of large components at a Wisconsin nuclear plant, the rebuilding of a damaged 835-megawatt generator, and the relocation of a historic 103,000 pound (47 tonne) monument.

This year's Crane & Rigging Workshop concludes on Friday, 21 September, with a tour of the Link-Belt Cranes factory in Lexington, Kentucky, USA. Travel by chartered bus and a barbecue lunch will be provided.

In addition, Workshop registration will include meetings of the SC&RA Crane & Rigging Group's Safety Education & Training Committee, Labor Committee, and Governing Committee; an exhibit centre that features products and services from 77 companies, a hot buffet lunch and a grand prize draw; and receptions, continental breakfasts, and refreshment breaks.



Downtown Louisville, Kentucky



Barnhart replacing components at a nuclear plant in Wisconsin

Visit www.scranet.org/events and click on the "Crane & Rigging Workshop" link to review the programme, learn more about the hotel, access the link to make a room reservation, and register as an attendee or exhibitor. Or call SC&RA at +1 (703) 698-0291 for additional information.

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"[Our machines] are dimensionally small," said Janet McDowell, director of HMS Lift, Inc. "[Our] Brute Lift picks large capacities and custom



designs offer lots of versatility to do any heavy lifting job." McDowell added, "It only

PEDAL POWER

Sauer-Danfoss has introduced the Plus+1 Compliant KEP3 electronic foot pedal, a bi-directional, over-centre rocker pedal used to drive vehicles with hydrostatic transmissions or electronically controlled engines. Designed for superior performance, durability, functional safety and ease of control system integration, the KEP3 model expands the Sauer-Danfoss foot pedal product offering, joining the existing uni-directional KEP foot pedal. takes five minutes to swap attachments – boom, carriage, forks, prongs. Operators like this since it takes the grunt work out of switching attachments."

HMS is also offering its model BT40-48 with a 40,000 pound (18.1 tonne) capacity at a 48 inch (1.2 m) load centre as a compact pneumatic that can be used outside. McDowell expects 2013 to be better than 2012. "[We are] very optimistic that the upcoming year will be very good," McDowell continued.

■ For more information see www.hmslift.ca

I LIFT APP

Certex, a European supplier of steel wire rope and lifting equipment, has launched the Lifting KnowHow app designed to help enable customers to implement safer lifting.

The app is available for use on iPhones and iPads and includes a range of practical features, Certex said, including easy-to-use load tables for a range of items; a protractor for measuring lift angles; brief instructions for the safe use of shackles and round slings, and a built-in GPS to automatically locate the nearest Certex office anywhere in Europe.

In addition to the app, the Sling Calculator system devised by lifting gear manufacturer Crosby Europe, includes its latest sling tension calculator; centre of gravity calculator; and end weights, pallet, volume and weights calculators.

For more information see www.certex.co.uk



Spreading west

Italian crane equipment manufacturer Boscaro develops crane accessories customised for the North American market. The company's latest endeavour is the EZ spreader bar system that can be lengthened by adding and removing bars, which piece together with a double pin system. Maximum length is 34 feet (10.4 m) using five bars.

This makes the bars very easy to transport and store, said the company. "By purchasing a single 5 bar system crane companies can use one 8 foot (2.4 m) bar on five different cranes," said a

.

BOSCARO

company spokesman, "The next day they can simply join three of them together for another job requiring a longer bar."

Capacity is 35 tonnes at 8 feet (2.4 m) and 7 tonnes at 34 feet (10.4 m). There are two systems available: the 4 foot bar system and the 8 foot bar system.

For more information see: www.boscarousa.com

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This dockside crane at the abandoned Vergara's Pier in Vina del Mar, Chile, has been in place since 1900. It belonged to the sugar refinery of Vina del Mar before the company went bankrupt in the early 1980s, says reader Trevor Pease, who took the picture. The crane was used for decades to load and unload ships docked at the pier.

PEOPLE NEWS



Columbus McKinnon Corporation has appointment KURT WOZNIAK as vice president.

Wozniak, a member of the CMCO Executive Committee, has served the company as managing director of Latin America since July 2010 and was a significant contributor to both the strategic direction and operational results during that time, said a company spokesman.



OLIVER AUSTON.

managing director of Checkmate Lifting and Safety, has been chosen as the new chair of

the UK-based Lifting Equipment Engineers Association's (LEEA) examination and qualification committee. Reporting to the board of the LEEA, the committee is responsible for guiding the development of the association's training, examination and qualification provision. Palfinger has presented its dealer awards for 2012. The categories and winners are as follows:



Best product idea: JOHANN KOENIGSHOFER, Palfinger managing director EMEA, left, presents an award to MARK RIGBY at TH White Ltd, UK, in recognition of its stabiliser concept for Epsilon on road cranes



BAIKOV, left, at Palfinger Crane Russia receives his award from MICHAEL BERGER, Palfinger managing director North America for his solution-orientated product catalogue



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.

Lifetime achievement:

VINCENT, Palfinger France;

beginning of the 1970s

WOLFGANG PILZ, Palfinger CMO,

Palfinger sales partner since the

left, presents the award to ARMAND

EVENTS DIARY

CICA CONFERENCE 5 – 7 September 2012 Adelaide, Australia www.cica.com.au

SC&RA WORKSHOP

19 – 21 September 2012 Kentucky, USA www.scranet.org

INTERMAT MIDDLE EAST

8 – 10 October 2012 Abu Dhabi www.intermat-middleeast.com

INTERNATIONAL TOWER

CRANES CONFERENCE 11 October 2012 Berlin, Germany www.khl.com/events

SAIE 2012 18 - 21 October, 2012 Bologna, Italy www.saie.bolognafiere.it

CHINA INTERNATIONAL CRANE AND TRANSPORT SUMMIT 26 November 2012 Shanghai, China. www.khl.com/events/cics2012

BAUMA CHINA 2012

27 – 30 November 2012 Shanghai, China www.bauma-china.com

BC INDIA 2013

5 – 8 February 2013 Mumbai, India www.bcindia.com

SC&RA SPECIALIZED TRANSPORTATION

SYMPOSIUM 27 February – 1 March 2013 Florida, USA www.scranet.org

SC&RA ANNUAL CONFERENCE 2 - 6 April 2013

Arizona, USA www.scranet.org

BAUMA (MUNICH)

15 – 21 April 2013 Munich, Germany www.bauma.de

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300 t Grove GMK 6300L	2012 NEW!	600 t Terex-Demag CC 2800-1 2010
350 t Liebherr LTM 1350-6.1	2012 NEW!	600 t Terex-Demag CC2800-1 2012 NEW!
500 t Liebherr LTM 1500-8.1	2012 NEW!	Miscellaneous
		Goldhofer 18 ton ballast trailer 2-axle 1998
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Grove GMK 3055 Lifting capacity 55 t, 43 m boom, Counterweight 11,6 t, Hookblock 40 t (3-sheaves), Telma brake, Additional oilcooler, year 2004, 6x6x6, ca. 65.000 KM, ca. 6.400 working hours



Grove GMK 4100 L Lifting capacity 100 t, 60 m boom, Swingaway jib 10 - 17 m, Counterweight 26 t, Hookblock 40 t, very good condition, year 2007, 8x6x8, ca. 42.000 KM, ca. 4.100 working hours

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	Demag AC 40	2000	4x4x4 6x4x6	31,20m + 13,00m	
	Faun RTF 40-3	1997	6x6x6	30,00m + 15,45m	
	Marchetti MG 50.3	1992	6x6x6	32,00m + 16,00m	
	Grove GMK 3055	2005	6x6x6	43,00m + 15,00m	
	Demag AC 55 City	2005	6x6x6	40,00m + 14,00m	
	Liebherr LTM 1060/2	2000	8x6x8	42.00m + 17.00m	L C
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	Liebherr LTM 1150/1	2004	10x8x10	56,00m + 21,00m	
	Liebherr LTM 1160/2	1996	10x8x10	60,00m + 22,00m	
	Faun ATF 220G-5	2008	10x8x10	68,00m + 37,20m	
	Demag AC 1200 SL	1992	14x6x12	54,00m + 78,00m	
	O CRANE				
	Demag V73	1983	4x2x2	13,10 m + 5,50 m	
	Demag V73	1991	4x2x2	13,10 m	

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		1999	6 x 6 x 6	30 / 14,5	direct
	TM 1040/1	1999	6 x 4 x 6	30/14,5	direct
	AC 40-1 City	2000	6 x 4 x 6	31,2/13	direct
	RTF 40-3	1993	6 x 6 x 6	30/14,5	direct direct
					direct
		1991	4 x 4 x 4	21,4/7,6	direct
		year			deliver
X F	4 600 C	2000	crawler crane	32,4/10/1,65	direct
ES					
	vpe	vear	drive/steerina	boom/iib (m)	deliver
herr l	ŃK 80	2001	8 x 6 x 8	28 / 42	direct
		2001	0.0.00	20/42	uncot
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