

ACT

Official magazine of the crane, lifting and transport industry

A KHL Group Publication

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Debbie Dickinson

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industrial cranes**

**Telescopic crawler
market expands**

Stars, stripes and a spire

Oh say can you see!

Official domestic
magazine of the
SC&RA





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From one leader to another

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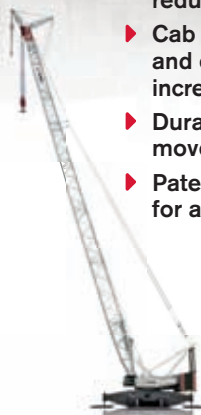
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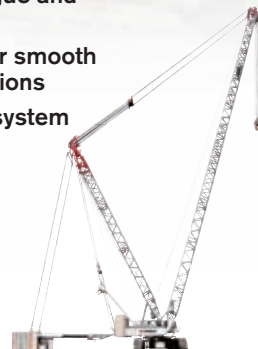
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Inspiring spire

For several weeks in early May all eyes were on New York City as the spire for the new Freedom Tower was hauled into the city and then hoisted, section by section, to the top of the building. The final pinnacle of the spire was rigged with an American flag billowing in the wind as it was raised to the top of the building. And then came the adventure of installing the spire sections, which was a true rigging phenomenon. I was able to talk to Jimmy Lomma and Tony Fastuca about this amazing project that was quite the sentimental journey for New Yorkers and Americans alike as they recalled the tragedy of the attacks of 9/11 and celebrated the topping out of the new tower and the sentiments it represents. See the Site Report Rigging on page 42.

Continuing our patriotic theme in the July issue, don't miss the Site Report Lifting that details how a small Jekko crane made a big impact on the upgrading of Liberty Island and the Statue of Liberty pedestal. The island has been shut down for about nine months for repairs due to damage from Hurricane Sandy and will reopen, fittingly, on July 4th.

Last month at the Crane Rental Association of Canada Annual Conference Bill Cox gave a presentation about Tadano Mantis telescopic crawler cranes. He said someone he knew recently described these machines as the "Swiss Army knife of cranes" due to their versatility on the jobsite. Lindsey Anderson takes a look at the market for telecrawlers in our Product Focus: Telescopic Crawlers starting on page 31.

Dynamite comes in small packages. I've always liked this adage and it fits well with the small but mighty industrial cranes/mini cranes that are getting a lot of use in a variety of markets these days. Our Product Focus: Industrial Cranes on page 34 discusses the factors that are driving demand for these little lifters and reviews the varying options in this crane class.

Crane operator certification, OSHA and related issues thereof are sizzling hot topics this summer. In our Q&A on page 23, Terry White talks to CIC's Debbie Dickinson about these challenges. And then Buckner Companies' Chip Pocock gives an in-the-trenches perspective in our Guest Comment on page 15.

Also in this issue, Tim Hillegonds discusses the implications of the new Hours of Service rules, and Hal Lundgren presents an interesting look at the economic picture in the Eastern United States.

As always, don't be shy. Let us know what's going on with your company, your cranes and your people. And finally, we wish our readers a wonderful Fourth of July.

D. ANN SLAYTON SHIFFLER

Editor

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Crane portfolio



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ACTtransport50

IC50 TopLift

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ON THE COVER



Two Favco M760 tower cranes place the final spire atop One World Trade Center in New York City. See our Site Report Rigging on page 42.

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■ Entrec Corporation, a provider of heavy lift and heavy haul services, has acquired Alberta, Canada-based GT's Crane and Transportation Services, Inc. The deal will include the acquisition of all of GT's operating subsidiaries. GT's has 180 employees and operates a fleet of 45 cranes, including all terrain, rough terrain and picker trucks, valued at approximately \$37 million. The purchase price will involve Entrec issuing 9,054,336 of its common shares and paying \$37,223,380 in cash. The company will also issue an unsecured promissory note of \$7,293,770 bearing interest at an annual rate of 7.25 percent and due July 2, 2016.

■ A Terex Demag AC 700 all terrain crane sold at a Ritchie Bros auction in Spain for \$3,320,500. The two-day unreserved public auction was held on June 6-7 in Moncofa and Ocaña. The successful bidder came from the province of Alava in northern Spain. In addition to the AC 700, more than 3,100 heavy equipment items, including 30 all terrains were sold. More than 1,690 people from 76 countries registered to bid at the auction.

Buckner orders two Liebherr LR 11000 crawlers

Buckner Companies is expanding its heavy lift crawler crane division in a big way. The company has purchased two Liebherr LR 11000 crawlers, the newest crawler in Liebherr's 1,000-ton-plus range.

Shown for the first time at Bauma 2013, the crane was designed to provide a small footprint for work in constricted areas such as refineries and power plants, as well as keeping component weights and dimensions small enough to allow for easy and rapid transport, according to Doug Williams, president of the Graham, N.C.-based company.

"When shown at Bauma, the assembly crew proclaimed the LR 11000 went together as easily as a 600-ton class machine, despite its massive basic capacity rating of 1,102 tons," Williams said. "In addition to impressive lifting capacities, the LR 11000 comes with a wide array of boom configurations including the new PowerBoom, or P-boom

as it is known. The P-boom allows for a drastic increase in lifting capacity up to 1,432 tons, nearly matching that of the LR 11350."

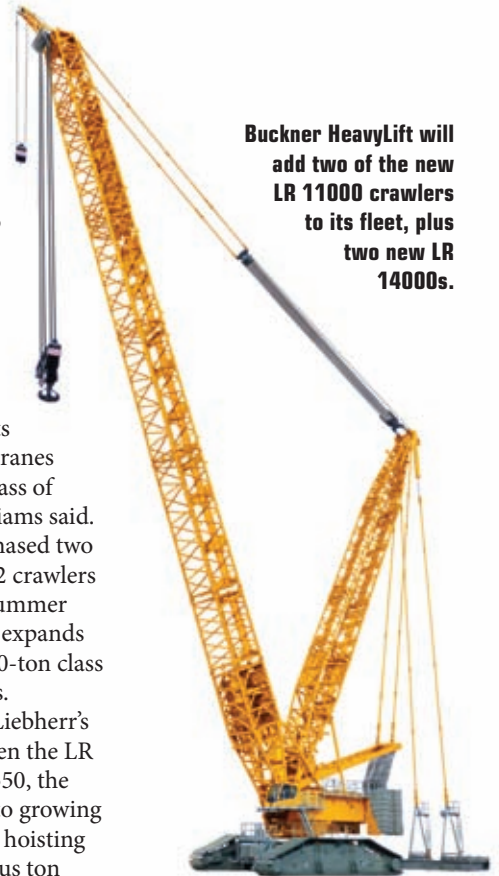
When combined with a derrick and tray or wagon, the LR 11000/P1300 puts Buckner HeavyLift Cranes in an entirely new class of lifting capacity, Williams said.

Buckner also purchased two additional LR 1600/2 crawlers for delivery in late summer 2013. This purchase expands Buckner's fleet of 600-ton class machines to 11 units.

Designed to fit in Liebherr's crawler range between the LR 1750 and the LR 11350, the LR 11000 responds to growing market demands for hoisting work in the 1,000-plus ton segment, such as handling offshore wind turbines, power plants, refineries, energy applications and foundation structures at ports.

The LR 11000 was engineered with several boom

Buckner HeavyLift will add two of the new LR 11000 crawlers to its fleet, plus two new LR 14000s.



versions to cover a range of applications. The crane features several innovations taken from other Liebherr models, another plus for Buckner Companies, which owns the largest fleet of Liebherr crawler cranes in the Americas. The design of the P-boom was taken from the 3,000 metric ton capacity LR 13000 crane. The new crane also includes parts from the luffing jib for the PowerBoom, which means that the main boom sections can be used to ensure a strong luffing jib.

Several design elements from the 1,350 metric ton LR 11350 crawler crane were incorporated into the LR 11000, including the fact that the radius of the derrick ballast is infinitely adjustable and can be extended to larger radii with fixed lattice guide. ■

Bigge installs power plant components

Components for a power plant in Front Royal, VA have been installed by Bigge Crane & Rigging Co.

For the project, Bigge, working with Warren County Energy Partners, used two 580-ton strand jacks from an elevated girder system, to hoist the pieces into place. The jacks were propelled by an electric trolley.

The biggest piece to be lifted was a 544-ton Mitsubishi steam generator. The units, including parts of the steam turbine, were moved using 185 feet of girder runway, which was set 60 feet above the ground.





TNT invited a number of customers to check out its new Safe Climb Ladder system and provide feedback on the unit.

TNT debuts crane Safe Climb Ladder

TNT Crane and Rigging Inc. has designed a new Safe Climb Ladder that aims to provide a safer, more balanced and comfortable way for operators to access the cab and deck of cranes.

“Unfortunately, transitioning into the operators cab is difficult and dangerous with current ladder

configurations,” said Randy Dobbs, executive vice president of TNT. “The operator is susceptible to falls while opening the door or entering the cab. His full weight is borne on one of the hand holds at a time when he is generally off balance transitioning into the operators cab or leaning

against the door to open it. It is very easy to slip while opening the cab door and fall backwards.”

TNT started by researching current crane ladder systems, which Dobbs said are normally vertical and either built into the side of the crane or are small aluminum ladders that hinge.

“We initially were road-blocked by all the different configurations and sizes,” he said. “Mike [Appling, chief executive officer of TNT] and I met with Bobby Frederick, a scaffold manufacturer, and began to pull together various pieces to start to implement a design.”

TNT eventually came up with a portable staircase that includes handrails and attaches to the mobile crane by means of a mounting system. The mounting system allows the staircase to be moved to various positions along the deck to provide access to other areas on the crane.

“We designed an attachment bar that is simple, but we believe, completely unique,” Dobbs said. “The handrail allows the operator or rigger to have at least one hand hold at all times and, for the most part, maintain three points of contact. We placed casters



An up-close look at TNT's new Safe Climb Ladder system.

on the staircase and attached them to the bottom. This allows for movement as the elevation of the crane may change while outriggers are raised/lowered and during normal movement of the crane when swinging with counterweights or loads.”

TNT's goal is to install the system on all of its equipment and then market the product to crane manufacturers.

“Our goal is to create a safer environment for everyone in our industry,” Dobbs said. ■

CRAC members meet in Toronto

More than 250 members of the Crane Rental Association of Canada got together May 29-June 1 for the group's annual conference at the Ritz Carlton in downtown Toronto.



CRANE RENTAL
ASSOCIATION OF CANADA
ASSOCIATION CANADIENNE DES
LOCATEURS DE GRUES

Business sessions included an address by Lisa Raitt, minister of Labour for the Canada Federal Labour Ministry; an economic forecast by Manitowoc Cranes' president Eric Etchart; an introduction to the Canadian Hoisting & Rigging Safety Council by Fraser Cocks; a presentation about WrightPlan software by Michael Cox; a review of crane block concepts by Brett Woodland; and an overview of the attributes of Tadano Mantis telecrawlers by Bill Cox.

New officers and board members were also elected at the meeting. President is Corey Mitchell of Myshak Crane & Rigging; vice president is Jean-Louis Lapointe of Guay Inc. and secretary-treasurer is Ron Osterman of Sterling Crane. Board members are Sheena Baker of Canadian Crane Rentals; Valerie Brennan of Amherst Crane Rentals, Pierre Desgagnes of Tessier Limited; Ted Redmond of Northern Crane Services; Larry MacDonald of A.W. Leil Cranes & Equipment; Frank McLachlan of LSI Robway Load Systems; Drew Paton of Equipment Sales & Service; Tim Sitter of Mammoet Canada Eastern; and Alan Swagerman of Entrec Corp.

■ ALL Erection & Crane Rental has purchased 30 new Manitowoc and Grove cranes to add to its national fleet spread across 34 branches. Michael L. Liptak, president of ALL, said crane use is at the highest level he's seen in years, which prompted the purchasing decision. The 30-crane deal includes 10 Manitowoc 2250 crawler cranes with five luffing jibs, 10 Grove RT650E rough-terrain cranes and 10 Grove RT540E rough-terrain cranes. The majority of the new units will be sent to the company's headquarters in Cleveland.

HIGHLIGHT

Manitowoc files ITC complaint against Sany

On June 12, Manitowoc Cranes filed a complaint with the U.S. International Trade Commission (ITC) requesting a Section 337 investigation into cranes produced by

Sany Heavy Industry and its subsidiary Sany America.

A Section 337 investigation pertains to intellectual property rights. The complaint alleges that Sany Heavy Industry Co., Ltd. Of China and Sany America, Inc., of Peachtree City, GA “unlawfully import into the U.S., sell for importation, and/or sell within the U.S. after importation certain crawler cranes and components thereof that infringe on one or more claims of U.S. Patents Nos. 7,546,928 (the ‘928 patent) and 7,967,158 (the ‘158 patent) and that were designed and manufactured using Manitowoc Cranes’ misappropriated trade secrets,” according to the ITC 337 Law Blog and the Association of Corporate Council Lexology website.

Essentially Manitowoc is accusing Sany of using its technologies and patents that



Manitowoc alleges that Sany infringed on patents associated with its Variable Positioning Counterweight system, which is used on the Model 31000 and is reportedly planned to be used on future models.

HIGHLIGHT

■ Seattle-based transport company Saltchuk Resources has acquired Alaskan trucking firm Carlile Transportation Systems. Carlile will remain a stand alone company headquartered in Anchorage. Carlile's 700 employees will join Saltchuk's national team of 5,500 persons. “As with all of the Saltchuk companies, we will reinvest in Carlile's assets, pursue growth opportunities and build on the very strong foundation the McDonald family has built for the future,” said Mark Tabbutt, chairman of Saltchuk. Carlile will join Saltchuk's TOTE logistics network in Alaska.

are trade secrets in the realm of crawler crane technology. The trade secrets at issue cover Manitowoc's variable position counterweight system used on the Manitowoc Model 31000, and which Manitowoc reportedly has plans to introduce on smaller crane models.

Specifically, the complaint refers to the Sany SCC8500 model and components as an infringing product. The use of these patents and trade secrets also refer to John Lanning, a former Manitowoc employee who now designs cranes for Sany. Manitowoc contends that Sany recruited Lanning with the purpose of learning Manitowoc's trade secrets and that he has illegally shared them with Sany.

Manitowoc requested that the ITC issue permanent exclusion and cease and desist orders on Sany and that the company be required to destroy all crawler cranes and related molds, tooling and other equipment that make use of Manitowoc Cranes'

misappropriated trade secrets. The complaint also requests that Sany release documents and items in its possession relating to the trade secrets, and related information.

Sany issued a statement saying: “Sany is proud of its industry-leading crane designs and the heavy equipment products and solutions we provide for our customers. The Sany SCC8500 crawler crane was developed from start to finish by Sany engineers, using our own ideas and our own technological innovations. We categorically reject the claims made by Manitowoc and stand fully behind our market-leading products. Sany will respond actively to this legal action through appropriate legal measures to protect our own intellectual property. We will continue to bring innovations to market, and offer choices for our customers in North America and around the world.”

Manitowoc did not choose to comment at this time. ■

Morrow debuts new Liebherr tower crane

Morrow Equipment is introducing the Liebherr 542 HC-L luffer to Canadian and U.S. markets.

The Liebherr 542 HC-L uses one and two-line operation powered with an efficient 160 kW variable frequency drive. In comparison with series predecessor, the 542 HC-L has 30 percent faster line speeds. It has a compact slewing platform for easy access to drive units and control/monitoring systems. It comes with load swing dampening, horizontal hook movement, latest control technology, energy-saving variable frequency drives, integrated wind load control as well as a fully updated PLC system for precision control of major crane functions.



New Tadano ATF 130G-5 for Capital City

Capital City Group, based in Columbus, OH, took delivery of a new Tadano ATF 130G-5 all-terrain crane in May. This is the second Tadano AT for the company, which has had a Tadano ATF 220G-5 in its fleet since May 2012.

Capital City said the new crane will be used in its taxi fleet and will be dispatched to do oil and gas work, bridge work, industrial applications and for setting and removing HVAC units on top of buildings. The company said it chose the new AT based on Tadano's service model, crane reliability and the safety features built into their cranes.

"Tadano incorporates designs and components to manufacture a crane

system that is preferred for its dependability, usability and ease of maintenance and repair," said Ron Dogotch, vice president/general manager, Tadano America. "When a customer does require service support, TAC has factory level support offices in Houston, TX, Greensboro, NC, and Edmonton, Alberta – providing direct to customer product support by phone and e-mail and on-site to minimize down time."

Tadano's field service staff works in key areas throughout North America enabling them to quickly drive or fly to crane locations when necessary, he said.

"Service and reliability is one



Capital City Group recently took delivery of a new Tadano ATF 130G-5.

of the main reasons we chose Tadano," said Brian Gibson, president of Capital City Group. "Being able to use our own technicians for repairs in downtime situations with the support of the manufacturer is critical for a taxi fleet owner."

The Tadano ATF 130G-5 has

a capacity of 160 tons and a 196.9 foot boom and 105-foot jib. The ATF 220G-5 has a capacity to lift 250 tons and has a 223.1-foot boom and a 122-foot jib. Both cranes come standard with the Tadano Lift Adjuster and the AML system. ■

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■ Delta Rigging & Tools has acquired Morgan City Rentals, a provider of offshore rental equipment and rigging supply in the Gulf of Mexico. Morgan City Rentals is headquartered in Morgan City, LA, with additional locations in Golden Meadow and Broussard, LA. The company provides offshore rental equipment and load testing to the offshore oil and gas industry. Delta Rigging & Tools operates in Broussard and Houma. Mitch Hausman, president and CEO of Delta Rigging & Tools, said, "One of our key strategic initiatives has been increasing our Louisiana rental and rigging business, and to go deeper into the offshore oil and gas drilling and production markets."

■ Bigge Crane and Rigging has purchased 58 Manitowoc and Grove cranes in the past 12 months. Bigge's marketing manager, Ryan Parker, said the company's Manitowoc and Grove fleet is expanding "exponentially" to meet market demands – especially for the booming oil and natural gas industries. The Bigge purchase order has included truck-mounted, rough- and all-terrain cranes, including: 36 Grove RT890Es, three Grove RT880Es, two Grove RT9150Es, one Grove RT9130E, eight Grove TMS9000Es, two Grove GMK6350s and six Manitowoc 11000-1s. Nineteen of the new units were purchased during Bauma 2013 held in April in Munich.

■ Miller Lifting Products has added Medcraft Sales of California and McCarren and Associates of Portland, OR to its sales force. Medcraft Sales will be responsible for the territory encompassing California, Arizona and Nevada. McCarren and Associates will be responsible for Alaska, Washington, Oregon and Idaho.

CATLA 2013 a major success

Around 180 industry professionals gathered June 4 at the second International Cranes and Transport Latin America (CATLA) conference in São Paulo, Brazil.

The event opened with keynote speaker Helen Joyce, Brazil bureau chief at *The Economist*. It is a two-speed economy in Brazil with investment down and inflation up, Joyce said. Also rising are wages in the country's strong job market, Joyce said, and that it has become more difficult to do

business in Brazil.

A major barrier to business, said speaker Joao Batista Dominici, Sindipesa executive vice president, is the road infrastructure, restrictions on bridge loading, and delays in getting permits.

Other speakers included David Rodrigues, commercial director at leading Brazilian crane rental and specialized transport company Makro. Also making presentations were Javier Martinez, ALE executive director; Joel Oliva, manager at



National Commission for the Certification of Crane Operators (NCCCO); Sarah Spivey, Modulift managing director; and Vincent Stenger, product safety manager, Terex and FEM member.

PDF copies of the presentations are available for download on the CATLA page of www.khl.com. ■

Sany introduces SRC885 RT

The 85-ton capacity Sany SRC885 rough-terrain crane fills a gap in the rough terrain crane market and meets the growing demand for higher

capacity cranes, according to Sany America.

The SRC885 provides reach of up to 209.7 feet through a five-section, full-power

boom. It can achieve the rated 85-ton lifting capacity at a 10-foot radius. The crane has an overall weight of 115,880 pounds.

The SRC885 has a Cummins engine, Braden winches and hoists, a Dana transmission and Parker hydraulics. The crane achieves maneuverability and a smooth ride through 4x4 hydraulic powered steering and earthmover-style tires. To provide stability in adverse ground conditions, the SRC885 rough-terrain crane features three-position outriggers that level the crane with up to 12.4 inches of ground penetration and maximum horizontal extension of 24 feet.

Other key specifications and dimensions include the main boom which telescopes from 38.7 to 147.6 feet, boom extension that ranges from 30.2 to 52.5 feet, and maximum hoist line pull of 20,559 pounds with 841 feet of ¾-inch diameter line. The SRC885 is 46 feet, 11 inches long, 11 feet wide and 12 feet, 6.5 inches tall and with a tail swing of 14 feet 11 inches. Total counterweight is 28,660 pounds. ■



Sany's latest rough terrain crane is the 85-ton capacity SRC885.

Crane Service gets new Terex AC 250-1 AT

Crane Service Inc., based in Albuquerque, NM, has taken delivery of a new 250 metric ton capacity class Terex AC 250-1 all terrain crane.

The AC 250-1 has an 80 meter pinned boom and is transportable within a 12-metric-ton axle load limit.

“We decided on this model based on our relationship with Terex and our positive experience of the AC 100/4L,” said Scott Wilson, president. “We were impressed by the main boom combinations and the 80 meter full power boom was a definite advantage. Not to mention the crane’s impressive lifting capacities across the board. The

counterweight configurations and options make it operationally and logistically very friendly, especially here in the United States.” ■

Crane set up on a parking garage

A-Quick Pick Crane and Rigging Service of Derby, CT recently set up their GMK 5275 on top of a parking garage for a roofing contractor at Yale New Haven hospital in Connecticut.

The job itself was routine; general materials were hoisted for re-roofing on the main hospital building. However the set-up of the crane was an engineering feat.

The only place the crane could be set up to reach the section of roof being worked on was from the top of a two-story, underground parking garage. Engineers had to design a way to support the deck so it wouldn’t collapse under the weight of the crane. Their solution was to use shoring under each outrigger. Thirty-two steel columns under each outrigger down two stories provided the support needed for the crane.



■ Sany America has expanded its Canadian crane dealer territory. BIK Hydraulics of Toronto, which became Sany’s first crane dealership in Canada in early 2012, will now cover the Canadian provinces of Manitoba, Saskatchewan and Alberta. Other areas in which BIK represents Sany include Ontario, as well as the Atlantic and Maritime provinces.

■ In the June 2013 issue of *American Cranes & Transport* the Tadano ATF 400G-6’s capacity was incorrect. The crane’s capacity is 450 tons.

■ The 2013 SC&RA Crane & Rigging Workshop will be held September 18-20 at the Hilton at Lake Buena Vista, Orlando, FL. For information about booths and registering to attend go to scranet.org.

HIGHLIGHTS

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Holding the bag

Chip Pock discusses the crane operator certification controversy.

A crane operator shows up looking for a job or is sent to you from a local union hall. Your company needs an operator for a large crane. The operator carries a valid operator certification card, he or she has a current DOT medical card, and a resume that boasts experience on several types of large cranes of similar type and capacity as the crane you need to be run.

Oh, and by the way, you paid roughly \$4.5 million for the crane.

The crane will be operated in a variety of locations, inside of refineries and chemical plants, setting wind turbines hundreds of feet in the air and erecting steel or precast concrete in downtown urban areas. The question is, do you hire this person and put him or her in the seat of that crane based solely on the fact that he or she has a valid operator certification?

Does certification equal qualification? Or, would you use some type of method to ensure the stated experience operating cranes of similar types and capacities was accurate? If for no other reason, than to provide peace of mind, I hope most would agree that the latter is our duty and obligation as employers.

This same question is faced by hundreds of crane owners across the U.S. every day, companies like ours, that have a large fleet of cranes. Apparently OSHA is not sure either. Despite not implementing a crane safety standard that was originally negotiated by industry experts (C-DAC) in 2004 until 2010, OSHA now seems willing to once again postpone a much needed and long overdue portion of Subpart CC, the Crane and Derrick Standard that governs safety for cranes used in the construction industry requiring crane operators to be certified.



BIO: Chip Pock is safety/risk manager of Buckner Companies, a NCCCO certified crane operator and practical examiner, and was a member of the OSHA Crane and Derrick Advisory Committee.

OSHA staffers quietly point the finger at the C-DAC panel but they seem to forget that 17 significant changes to the rule were made by OSHA between 2004 and August 2010 prior to the crane standard going into effect. Ten of those changes affected the crane operator certification portion of the standard. None of those changes corrected the two areas of the standard where the language, admittedly, leaves room for interpretation.

The two issues

The two issues are simply whether or not operator certification is equal to qualification. Or, is an employer's only obligation to certify its crane operators as required by the standard? I will paraphrase here a much used analogy comparing a teen driver who has a valid state issued driver's license but who has only driven a small vehicle with an automatic transmission. Suddenly that young driver is thrust into a situation where he or she needs to or desires to drive something much larger or more complex, such as a vehicle with a clutch and manual transmission. As a parent, do you say, "Is my child qualified and able to drive this larger or more complex vehicle" solely because he or she has a license? Or, do I say no, because the child is not qualified.

The second debated issue is language in the crane standard as written that requires operators to be tested by both type and capacity. There is no doubt that the CDAC industry members that originally promulgated Subpart CC understood two things. First, that if operator certification became law, multiple new certification bodies would emerge. Competition is good and this has proven to be the case, and new entities have emerged with different thoughts on methods of certification.

But the one thing that the CDAC committee members understood was that a certification requirement becoming law would drive is good effective training. Certification would then simply be a means to ensure the training was effective through independent testing of both written and practical skills exams. I believe most, if not all of the CDAC committee

members understood that simple but broad practical testing was effective from both a testing and cost standpoint.

The testing methods used by NCCCO have a proven track record. Testing of crane operators using the same methods employed by NCCCO proved to dramatically reduce accidents according to studies done in Ontario, Canada and the state of California. In my opinion, and countless others, practical testing by boom length or capacity has no proven benefit or track record and will cost employers millions of dollars over current methods in assembly/disassembly and freight cost of a much larger variety of cranes.

Unfortunately, because of these issues and despite broad industry opposition, the effective date for implementation of Operator Certification may be rolled back once again by OSHA until November of 2017. No matter which side of this issue you're on, no one wins absent an operator certification law.

The U.S. crane industry is less safe and left 'holding the bag' wondering what will become of the nearly 100,000 certified crane operators already accredited by the largest and most respected crane operator certification body, NCCCO, and to crane operator certification as a whole. ■

“ In my opinion, and countless others, practical testing by boom length or capacity has no proven benefit or track record and will cost employers millions of dollars over current methods in assembly/disassembly and freight cost of a much larger variety of cranes. ”



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Stock markets retained their record highs as the summer progressed but the heavy equipment industry left the party early. **Chris Sleight** reports.

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

Equipment sector subdued

The Dow remained at historic highs above 15,000 points for most of June and on into July. Although there were a few wobbles as ACT went to press, there was no sign of the sort of significant fall that might be expected as a result of profit taking.

While the Dow has led the way – it is up almost 30 percent from its position a year ago – other American market indicators have not been far behind. Both the NASDAQ and S&P 500 have seen gains of the order of 25 percent over the last year.

The NASDAQ has been particularly impressive over the longer term. It is now some 160 percent higher than its low point during the depths of the crisis in early 2009. In comparison, the Dow is up about 125 percent and the S&P 500 is up by a similar margin.

Although the ACT HEI's long-term recovery has been even more impressive – by early June it was some 240 percent higher than its 2009 low – its recent performance has been disappointing.

There have been some gains over the last 12 months, but the index for heavy equipment manufacturers' shares has missed out on a lot of the growth enjoyed by the major benchmark indicators like the Dow, S&P 500 and NASDAQ. While these are up 25 to 30 percent compared to a year ago, the ACT HEI's gain is only about 10 percent and the last three months have been particularly disappointing.

Different drivers

But this is not to say that the companies which make up the ACT HEI are underperforming or failing in any way, more that there are different factors at play. The

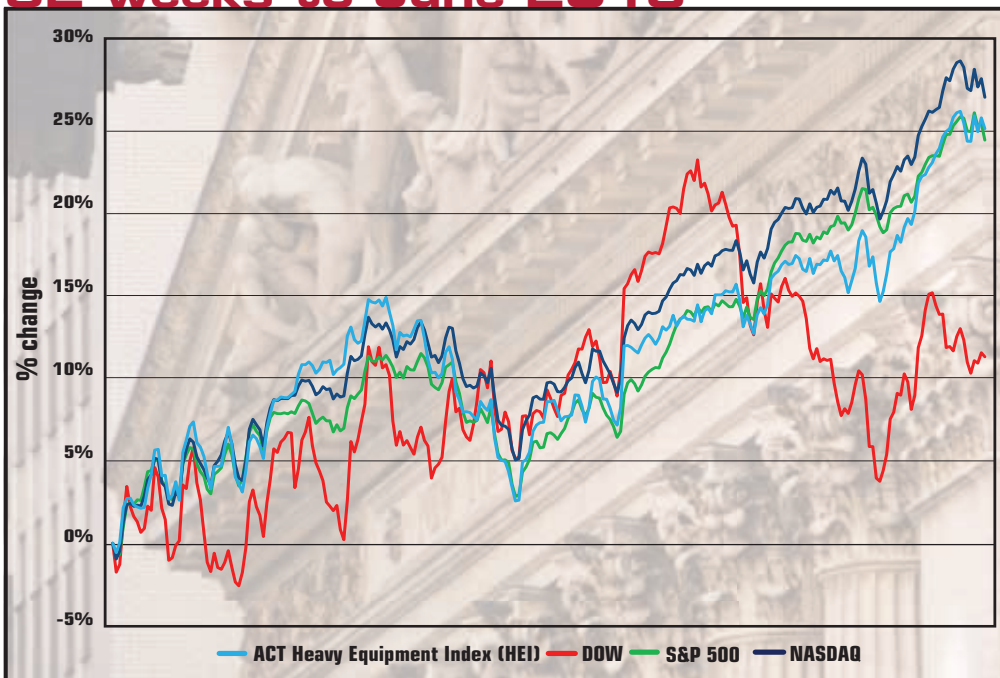
key reason that the Dow *et al* have prospered is the lack of other suitable safe haven investments.

Interest rates and bond yields are low, gold is falling and so it is only really blue-chip stocks that offer investors a return at reasonably low risk.

So in fact it could be argued that the ACT HEI reflects a more realistic picture of the domestic and global economy. Yes, there is growth out there and the dark days of the recession and potential collapse of the Euro-zone are behind us, but neither the American or key developing world economies are about to shift up into another gear of high growth, as was seen in 2003 to 2007.

The outlook is not bleak by any means, and it should continue to improve, but there is no sign of another boom on the horizon. ■

52 weeks to June 2013



AUTHOR:

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



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Daily, we make hundreds to thousands of decisions. One of the biggest of these determinants is whether the action we are choosing to do is worth the risk of doing it based on the potential reward. **Daniel Erwin** reports

There was a recent tragedy in the city of Houston that gained national attention. Four young firefighters lost their lives and many others were injured while battling a large hotel inferno in 95 degree temperatures and high winds. The news reports stated that a section of the burning hotel roof collapsed resulting in the fatalities. The word hero was instantly used in the media and by many to describe the acts of bravery of these men and women. Not only their lives were honored but also the concept of being willing to bravely rush in while everyone else is running away.

We work in an industry which employs a fairly high percentage of these like-minded individuals. In my current situation, I am surrounded by fellow

THE AUTHOR



Daniel Erwin is director of safety for TNT Crane & Rigging in Houston.

Risk vs. reward

employees, including several in safety departments, which are active EMTs, volunteer firefighters, paramedics and other first responders. The day after this tragedy, I was looking out at a large group of co-workers preparing for a safety meeting. As I stood there, I listened to the several conversations of those who had similar experiences in their first responder duties. My thoughts went to a risk management concept I had not thought of in a while; Risk vs. Reward.

Making choices

Each day we make hundreds to thousands of decisions based on varying factors. One of the biggest of these determinants is whether the action we are choosing to do is worth the risk of doing it based on the potential reward. Examples of these thought processes are virtually endless.

We choose to drive each day to work knowing driving in itself is a high risk activity because the reward of keeping a job and having an income is worth the risk. We choose to make use of wooden handrails on stairs, and although there is a risk of a splinter, the reward of not falling down the stairs is bigger.

The two-thought processes and subsequent choices can appear to be easy decisions we make without a second thought, but what about some not-so-easy options? Each day people by the millions choose to send text messages while driving although their risk of an injury or fatal accident is roughly four times higher.

Equipment operators each day take undo risk with capacities, speed and limitations resulting in a portion of the roughly five construction fatalities every day.

The question that came to my mind while attending the safety meeting was this: Are we as a company doing everything we can to make sure our employees know and understand our stance on their taking of risks while working? We need to ensure as company leaders that we are adequately communicating to our employees that no undo or excessive risk should be undertaken in the completion of their job.

While the idea sometimes heard of “anything it takes to get the job done,” can appropriately be applied to harder work, longer hours or extra planning, it should not ever be a part of the conversation when discussing taking unnecessary risks.

Thankfully, our industry has and is continuing to change in this area. A majority of our clients and/or customers do not expect

nor would they allow lifting and transportation specialists they hire to take these risks, thereby furthering our incentive to not do so. The job can take longer when a potential issue is seen, a bigger crane can be brought in when capacity is an issue, power lines can be turned off or a road trip can be delayed due to excessively bad road conditions.

Define hero

One important point I'd like to pass along is that in our industry, in contrast to the Houston firefighters, when unnecessary risks are taken and an incident does result, the news headlines do not refer to heroes who were willing to take high risks but instead use words such as “lack of training,” “irresponsible” or “careless” to describe a company or their operations.

If we do a brief risk vs. reward analysis before each project we undertake and react accordingly we will definitely be on the right path toward improved workplace safety. ■

“The question that came to my mind while attending the safety meeting was this: Are we as a company doing everything we can to make sure our employees know and understand our stance on their taking of risks while working?”



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OSHA urged to act swiftly on Crane Rule reopening

In the wake of the May announcement by the Occupational Safety and Health Administration (OSHA) to extend the compliance date for its crane operator certification requirements, the National Commission for the Certification of Crane Operators (NCCCO) has urged OSHA to pursue the necessary rulemaking without further delay.

OSHA announced May 22 that it was planning to postpone the effective date of its crane operator certification requirements by three years to November 10, 2017. The three-year window would



provide time, Jim Maddux, Director of the Directorate of Construction said, for OSHA “to re-examine the issue of certifying by capacity, and the proper way to ensure crane operators are qualified.”

Speaking at a meeting of the Advisory Committee on Construction Safety and Health (ACCSH) in Washington, DC, May 23, Maddux reported that OSHA had put a team in place that had been tasked with ensuring that “we have a good crane standard to ensure crane safety.”

While NCCCO “reluctantly” supported OSHA’s action, it urged the agency to act without further delay, said NCCCO Executive Director Graham Brent, in testimony before ACCSH.

“Although it is regrettable that it has taken OSHA so long to recognize that the industry has serious problems with the agency’s stance on issues such as certifying by capacity and the meaning of certification, it is a vindication of the efforts of concerned industry stakeholders over the past 18 months to raise awareness on these matters that OSHA has, finally, taken notice,” Brent said.

“CCO-certified operators can rest assured that their certifications are, and will remain, valid and fully recognized by state and federal government, and the industry at large.”

Graham Brent, Executive Director, NCCCO.

FAQs address OSHA’s rule reopening plans

To clarify the issues surrounding OSHA’s recent decision to reopen the crane rule, NCCCO has issued a “Top Ten” list of Frequently Asked Questions (FAQs) and answers.

“NCCCO is pleased to provide this guidance as a public service,” said NCCCO Executive Director Graham Brent. “Based on the questions we have received already, it’s clear there is substantial confusion as to why OSHA is extending the deadline, and to what purpose.”

Publication of the Top Ten list was an attempt to “calm fears, ease frustration and contribute to a better understanding of OSHA’s motives,” Brent said.

The Top Ten FAQs can be accessed at the OSHA Rule Reopening Resource Center on NCCCO’s website or downloaded by going to www.nccco.org/OSHARuleReopening.html.



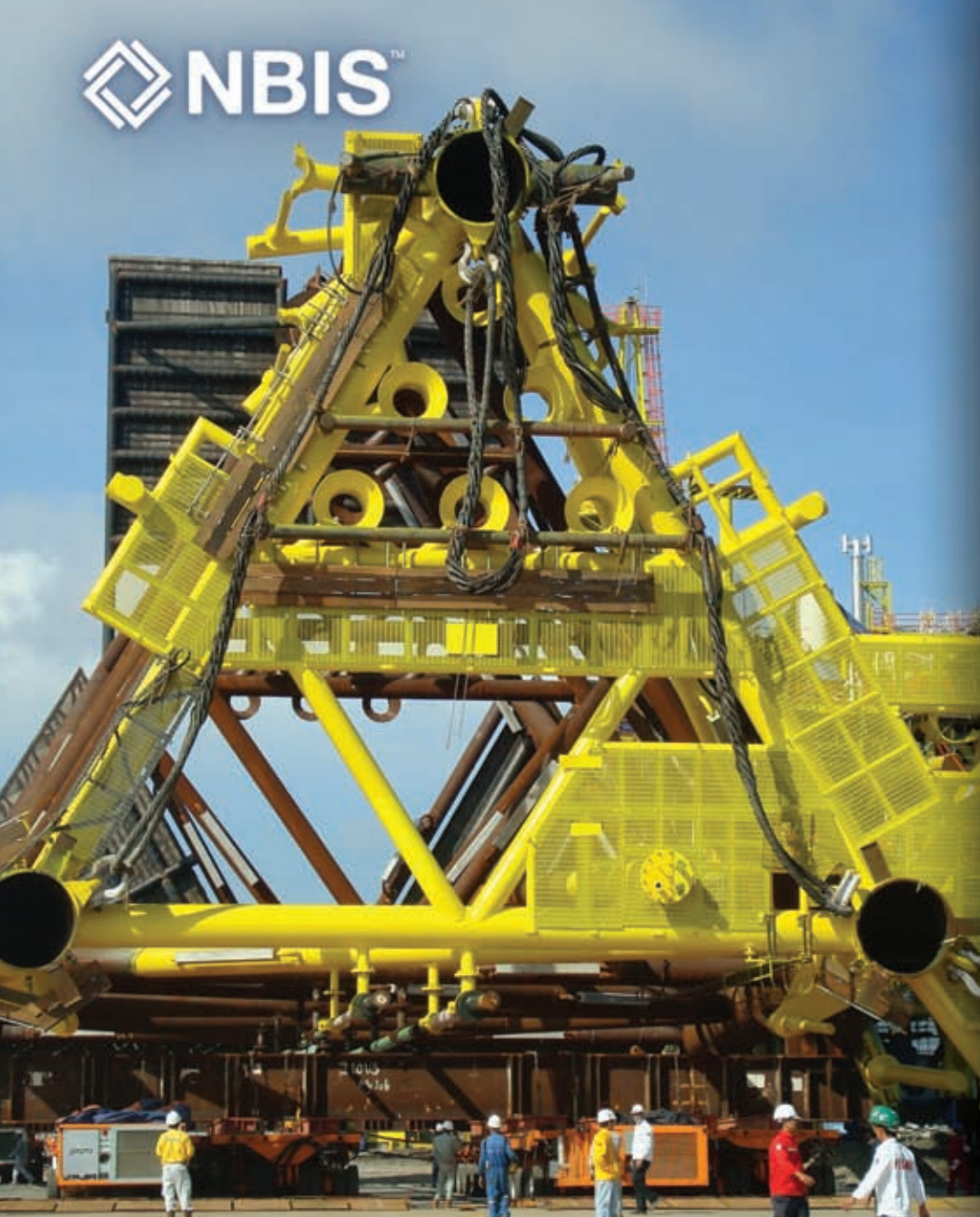
“The three-year window will give us time to re-examine the issue of certifying by capacity and the proper way to ensure crane operators are qualified.”

**James Maddux, Director,
OSHA Directorate of Construction.**

“We strongly urge OSHA to pursue the second phase of this initiative – the development of proposed rulemaking – with all haste,” he said. “An extension of the deadline, already unpopular with many sectors of industry – is worthless without immediate and substantive action to solicit industry comments that will result in a resolution accurately reflecting the intent of the industry group – C-DAC – that OSHA itself assembled to develop this rule.”

Members of the original committee established by OSHA – the Cranes and Derricks Advisory Committee or C-DAC committee – have repeatedly said it was not their intent to require operators to be certified by capacity in the way OSHA has since viewed it. Testimony from industry representatives at OSHA’s Stakeholder Meetings in April overwhelmingly confirmed the lack of support for OSHA’s position on this issue.

“NCCCO has stayed faithful to the wishes of industry and preserved its certification programs in the format that, over the last 17 years, has been proven to save lives and reduce accidents,” Brent said. He noted that CCO certification was “fully compliant” with the C-DAC committee’s intent to provide an effective means of ensuring crane operators are certified.



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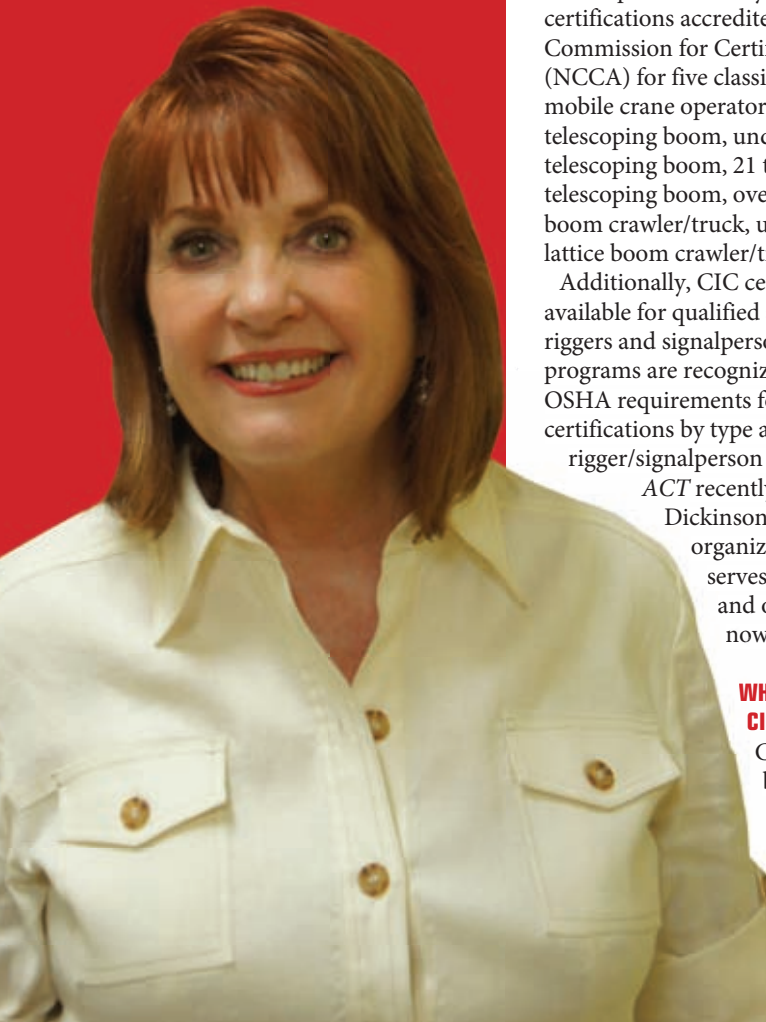


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Talking candidly

Terry White talks to Debbie Dickinson about the challenges and opportunities in the realm of crane operator certification.

Debbie Dickinson is executive director of Crane Institute Certification (CIC).



In 2007, Debbie Dickinson agreed to become the first executive director of Crane Institute of America Certification. She brought to that position the value and experience of a career focused on the certification and qualification of individuals from a variety of industries. Over the years, her responsibilities included leadership of a three-year initiative of assessments at Ford Motor Company; four years of benchmarking, best practices and other employee-related projects at Walt Disney World; and over 15 years of national-scale safety related work for the crane and rigging industry.

Immediately, she set to work on building the organization now known as Crane Institute Certification (CIC) as an entirely new, completely independent organization that would provide objective and impartial assessments of the knowledge, skills and abilities of crane operators, riggers, signalpersons and inspectors. Today, CIC offers certifications accredited by the National Commission for Certifying Agencies (NCCA) for five classifications of mobile crane operators including small telescoping boom, under 21 tons; medium telescoping boom, 21 to 75 tons; large telescoping boom, over 75 tons; lattice boom crawler/truck, up to 300 tons; and lattice boom crawler/truck, over 300 tons.

Additionally, CIC certifications are available for qualified and advanced riggers and signalpersons. Each of these programs are recognized by and meet OSHA requirements for crane operator certifications by type and capacity and rigger/signalperson qualifications.

ACT recently spoke with Dickinson about her organization, the industry it serves and the challenges and opportunities they now face together.

WHAT DISTINGUISHES CIC'S CERTIFICATIONS?

CIC was founded because the industry saw the need for more than one option for accreditation. Our hallmarks

are that we're newer, safer, more progressive and more affordable. With CIC, you can save time and money by completing one practical exam for up to five certifications, and take exams where the questions and tasks are most relevant to real-world work sites. Even though CIC doesn't accept donations and exists only on fees, it remains committed to offering nationally accredited certification written and practical exams at a lower cost with no hidden fees.

LATELY THERE HAS BEEN CONSIDERABLE DISCUSSION ABOUT THE VALUE OF CERTIFYING BY EQUIPMENT TYPE AND CAPACITY. WHAT IS CIC'S POSITION ON THIS ISSUE?

We're all for certifying crane operators that way. From the very beginning, CIC looked to establish accredited certification that would have clear meaning and value. We started with the question: what would a program like that look like? We found the answer in how industry looks at equipment, by type and capacity.

We structured our programs to focus on type of crane, capacity and boom lengths as a way to distinguish operators' skills. In a white paper, we pointed out that the key ability to control the load is not whether the crane is set up on crawlers or outriggers or has a telescoping boom or lattice boom. The difficulty lies in the pendulum action that occurs to the load as it is moved.

Lately, though, there have been questions about whether federal regulations should require operator testing by crane capacity. OSHA's draft crane regulation was published after the review period came and went without comments about this issue. Then a year goes by, and the issue surfaces from organizations that don't have type and capacity certification.

One of the things we observed was that the issue focused on the cost of certifying by type and capacity rather than on safety. I think that's sad. It's causing unnecessary confusion and costing employers a lot of money for no good reason. Certifications could expire before the regulation goes into effect. The costs, from CIC, including the cost of the crane, training and certification average \$1,500 for a five-year certification. The type and capacity cost issue should never have been a consideration for delay.

SO YOU'RE CONFIDENT CIC HAS TAKEN THE RIGHT COURSE?

Sure, I am. There's a reason that the International Union of Operating Engineers has a higher pay grade for long booms. The 100-foot mark is where you usually see the increase. The rates may vary by local, but a typical labor agreement offers 15 cents over scale for 100 to 150 foot booms, 30 cents over scale for 150 to 200 foot booms and 45 cents over scale for booms over 200 feet.

THAT BEING THE CASE, WHY ARE CIC'S FIVE CLASSIFICATIONS OF MOBILE CRANE OPERATORS SEGMENTED BY CAPACITY RATHER THAN BY BOOM LENGTH?

To comply with the OSHA crane rule while also creating a practical test that made sense for testing the skill level of the operator, CIC devised its categories after evaluating typical boom lengths found on cranes in the capacity classes. For example, cranes in CIC's under 21-ton class are typically industrial cranes, boom trucks, and some rough-terrain cranes with boom lengths ranging from 10 to 38 feet. CIC tests this class at a 36-foot boom length.

ON MAY 22, OSHA ANNOUNCED IT WILL PROPOSE TO EXTEND THE COMPLIANCE DATE FOR THE CRANE OPERATOR CERTIFICATION REQUIREMENT BY THREE YEARS TO NOVEMBER 10, 2017. WHAT IS YOUR RESPONSE TO THIS DEVELOPMENT?

The proposed extension is likely to pass and OSHA is expected to take the regulation back to negotiated rulemaking. During this time, OSHA will address questions that were raised regarding the idea that certification equals qualification and add more language on employer responsibilities. OSHA tells us that the public can expect separate rulemaking as a result.

The delay does not have any direct bearing on our mission of saving lives. The CIC method of certifying by different levels of type and capacity will continue

to give operators a meaningful credential and employers worthwhile information about an operator's knowledge, skills and abilities. As CIC keeps an eye on developments in Washington, we will continue to provide the industry with certifications that have merit and comply with regulations.

HOW DO YOU FEEL ABOUT THE DEBATE OVER QUALIFICATION AND CERTIFICATION?

The preamble to the crane rule does give a clear parameter for what certification is and a clear definition of what makes an operator qualified. If the terms had not been written and defended previously, this would have been a legitimate issue. We've taken a step backward to confusion.

You can determine whether a person is properly credentialed and qualified to be operating on a piece of equipment, but you can't legislate common sense and good business sense. All of the accredited certification organizations agree that certification is worthwhile but does not replace employer responsibility for determining the qualification of an operator for the job and equipment.

Think about a nurse who recently graduated with straight A's from a top school. The nurse obviously has the right credentials to be hired and has every chance of becoming a valued member of a hospital's staff. Do you take that nurse in the first hour on the job to work through 12 hours of delicate brain surgery on a newborn? If the nurse has a specialty degree such as neonatology, you match the person to the right job. Beyond that, the hospital has to consider her experience, scheduling, supervision and other important factors when determining the nurse's responsibilities. It works the same way for the crane and rigging industry.

ARE THERE ANY MILESTONES THAT HELP DISTINGUISH CIC?

CIC was the industry's first certifying body to allow calculators during testing. There was a huge debate about that from day one. Our position was that a calculator

CIC staff stand outside the new Atlanta-based Customer Service and Operational Center in January. From left to right are Tima Fuller, assistant to executive director; Angela Strange, editor and accreditation services; Alex Farmer, customer service; Debbie Dickinson, executive director; Candice Eldredge, customer service lead; and Amanda Branton, operations lead.



is just a tool and no more objectionable than using a pencil and paper to make calculations. We benchmarked other countries and saw they had no problems with the use of calculators. In fact, Canada requires the operators to be able to use calculators correctly.

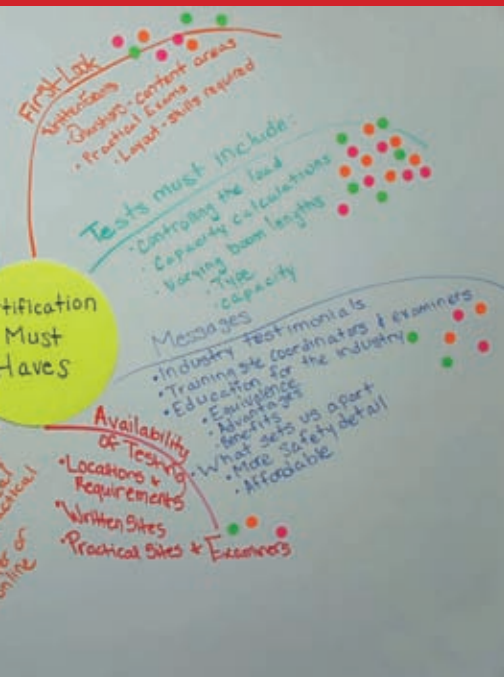
We knew we needed to supply the calculators ourselves to ensure they met certain requirements. For example, they had to be secure to prevent cheating and they had to be silent to avoid disturbing others taking the tests. Operators use calculators on the job, so they need to be available during testing to make a realistic evaluation of personnel's skill level. Basically, that issue was put to rest after OSHA included it in current regulations.

We also were the leader in terms of computer-based testing. Such tests cost less and give immediate pass or fail results, at no extra charge. CIC currently offers written tests in more than 250 active test locations. Paper load charts and hand held calculators are available by request at the electronic exam site.

We offered the first in the industry NCCA-accredited, OSHA recognized certification for riggers and signalpersons. And our MCM-CIC Crane Operator Rodeo provides operators in North America an opportunity to showcase their skills, while introducing young people to crane operation as a profession, and educating local governments and businesses about the role training, experience, and certification plays in safe crane operation.

Our biggest milestone, in terms of industry value is one practical exam for





At the first meeting of the CIC Governing Board in Fall 2007, board members voted on the ideas they felt were the highest priorities. Shown here is the board used during that brainstorming session.

serve on our Governing and Advisory Committees. I stand in awe of these guys for putting together an organization that serves the needs of the industry so well. That includes my husband, Cliff Dickinson, who has over 30 years of knowledge and experience in the crane and rigging industry.

From the beginning, they'd pay their way to come to meetings at 7 in the morning. And when I left at 11 at night, they'd

still be talking about cranes and safety. I'd be happy to compare the people in our organization and the structure they developed side by side with that of any others in this industry—or any industry for that matter.

WHAT IS YOUR FAVORITE MAXIM?

In college, I learned of a term that has stuck with me. It's "metanoia," a Greek word referring to knowledge that changes behavior. Learning about that was one of those "aha" moments for a fiery, opinionated, Irish American girl. It showed me there's a reason to admit that you have to do something different to make a difference. ■

up to five levels of certification for crane operators.

ARE THERE ANY PLANS FOR EXPANSION OR IMPROVEMENT AT CIC?

By August, CIC plans to submit applications to NCCA and ANSI for additional crane operator certifications: large lattice boom crawler/truck and telescoping boom over 300 tons. CIC is now testing and putting the finishing elements for certification of operators of digger derricks, articulating booms and service/mechanic trucks. Other programs in development include Tower Crane and Lift Director.

In addition, CIC has been working with the British Columbia Association for Crane Safety to develop a reciprocal crane operator certification. Both our organizations certify crane operators by different levels of type and capacity. To meet British Columbia's requirements, crane operators will also have to set up the crane during the practical exam and meet advanced rigging requirements. The pilot launch for this program is scheduled for July 22-24 at the Industrial Training International facility in Woodland, Washington.

WHAT IS THE MOST REWARDING PART OF YOUR JOB?

I love what I do. The CIC mission is to save lives, and we take that to heart. To the best of our knowledge, the operators we've certified have not been involved in any major accidents.

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Hal Lundgren reports that things are picking up on the Eastern seaboard.

United Crane & Rigging operates two divisions, one in Washington D.C. and one in Baltimore. Even though the facilities are only 40 miles apart, the one in D.C. has more work than the one in Baltimore, although things are getting better.



Picking up

For United Crane and Rigging, the 40 miles between Washington, D.C. and Baltimore might as well be a million miles.

“We have two yards, one serving each of those areas,” says Jason Hawley, general manager of United Crane & Rigging. “Our yard in the D.C. area is experiencing more work, more growth, more money. We’ve been very busy with commercial construction, much of that in federal projects.”

Hawley wishes days were that busy at his company’s Baltimore yard.

“Some Baltimore-area plants have shut down,” he says. “The port is a little slower. There’s less manufacturing. Some auto work that used to be there is gone. There’s also a feeling the area is not as friendly with incentives as it needs to be. We expect things to get better in Baltimore, but it will take time.”

Hawley points out a startling difference in the city’s employment opportunities.

“It’s not hard to find good workers in Baltimore,” he says. “I have a stack of resumes from well-qualified people on my desk.”

It’s just the opposite 40 miles southwest in the D.C. area. Hawley sees a constant need for talented workers and equipment.

“We can’t hire a salesman in Baltimore to cover D.C.,” Hawley says. “With constant heavy congestion, the person would spend four or five hours a day in traffic.”

The Kobelco dealer for D.C., Maryland and some of Virginia, United Crane & Rigging stays well-stocked with Kobelco crawler cranes. It also relies on 12 tower cranes and 20 construction elevators. Mobile hydraulic cranes and rough-terrain cranes are also in the fleet. For the rest of 2013, Hawley anticipates no slowdown in the D.C. area as he hopes for acceleration in Baltimore.

Sparking profits

KMX International and Pioneer Heavy Haul have proved that both addition and subtraction can spark profit. They expect

Jim Vitez, owner of KMX International, says his company is providing the hauling services for a new steel mill going up in the Pittsburg area. The project requires as many as 15 truckload deliveries daily.

2013’s mid-year success to sustain itself into 2014.

From its Reading, PA headquarters, KMX stays busily engaged in specialized transportation, exporting, warehousing and related services. The company specializes in collecting, packaging and hauling global shipments to three Atlantic seaboard ports.

Owner Jim Vitez has extended his company by one giant step. KMX trucks provide the services for a steel mill erection in the Pittsburg area.



The Seaport District has given new impetus to Shaughnessy and Ahern’s project schedule. “It’s in an area of south Boston that has slowly emerged from neglect,” says Jack Shaughnessy, chairman of the company.



“Most steel mills are moving out of the U.S., but this will be a new one in our country,” Vitez says. “We’re working for five or six contractors. Before undertaking this project, we needed to reach an agreement with the contractors that we had to maintain service to our customer base.”

Vitez says the project requires as many as 15 truckload deliveries every day.

“Even with this extra work,” he says, “we’ve been able to maintain our just-in-time deliveries.”

As KMX expanded to meet the new project’s demands, Mel Jones improved his company, Pioneer Heavy Haul, by shrinking it. It’s down by about two-thirds from its former size.

“I’ve been in this business 40 years and always made money,” Jones says. “Until a few years ago.”

Headquartered in Canada, Pioneer hauls throughout upstate New York from its Buffalo office.

“Until a few years ago, we had 150 pieces of equipment and 55 people,” Jones reports. “We were accepting business that didn’t pay because we thought we had to do that. Like they say, we did work just to keep the big wheel turning. We finally decided the only thing we could do was realign. As much as we didn’t want to do it, we had no choice. We couldn’t have kept going the way we were going and expect to survive. We also developed a new strategy. We would no longer take on a project unless it was profitable.”

Jones observes that upstate New York has not had a major economic uptick.

“The oil business is doing well here, and also electric power,” he says. “That’s about it. Manufacturing is still down. A lot of what used to be manufactured is now imported.”



United Crane & Rigging's Kobelco crawler performs tilt wall work.

Operating in a lukewarm economy, Jones says his company’s economic situation has leaped forward in dramatic ways.

“We’re making money again,” he says. “And that’s great. We expect to stay profitable for some time.”

A fourth-generation company, Vergona Crane Services also deals with positive change. The Englewood, New Jersey company has kept busy with projects primarily in Manhattan and northern New Jersey. Now the business seems to be growing across from Manhattan into the Jersey City and Hoboken areas.

“Lots of high-rises are going up in and around those cities,” says Joe Vergona, who co-owns the company with his brother Ron.

The Vergona family served that area in the 1940s and 1950s, when chemical and manufacturing sites filled the landscape. Those plants are long gone. Now it’s trending toward business and residential erections.

“That’s good for us,” Joe Vergona says. “Our Manitowoc 222s, 888s and 999s have been very busy. We use them in what we call our tower configuration. There’s also more demand for our hydraulic cranes.”

“We’re happy to see all this development across from Manhattan’s skyline. As the building market picks up, so does our business.”

Boston’s ‘seaport’ growing

At Boston-based Shaughnessy and Ahern, Jack Shaughnessy, the 87-year-old chairman, sees continued prosperity for his city and his organization.

“High-tech companies, hospitals and universities have always provided lots of



Vergona has experienced a surge of new business in northern New Jersey, according to co-owners and brothers Ron and Joe Vergona.

work for our company,” says Shaughnessy. “They still do.”

His company’s hydraulic cranes lift up to 360 tons. Its low-bed trailers haul loads as heavy as 450 tons.

“Even though there are areas of Boston and Cambridge that are running out of space, there’s still lots of work for our company,” he adds.

The Seaport District has given new impetus to his company’s project schedule. It’s in an area of south Boston that has slowly emerged from neglect.

“Twenty years ago, it was a wasteland,” Shaughnessy recalls. “Lots of old buildings and railroad tracks. That’s all changed now. Office buildings are going up. High-rises, too. It seems as though more people don’t want to spend an hour commuting to Boston in the morning, then another hour driving home after work. So they decide to live in one of those new high-rises.”

Three of Shaughnessy’s four sons run his company’s day-to-day operations.

“I’m only here from 10 to 4:30,” the eldest Shaughnessy says. “I can’t work long days any more. We’re a busy company, so I still look forward to several more years of doing this.”

Liebherr kicked off the opening of its new Miami facility with a German-Latin American soiree that featured impressive demonstrations and revealed the company's commitment to growing its business in the Americas.

Miami

More than 300 customers and guests attended the grand opening celebration of Liebherr's Miami sales and service center on June 11. With a motto of "Meet Diversity and Innovation," the day-long celebration featured tours, seminars and performances that included traditional German and Latin music and dancing, a biergarten, plus engaging crane and reach stacker demonstrations.

The grand opening event was held at the new state-of-the-art facility located in Hialeah Gardens just off Okeechobee and the Florida Turnpike. The new facility will serve as a major hub for Liebherr's maritime cranes division and will further strengthen business relations to Central and South America and to the Caribbean region, the company said.

Latest technologies

Besides a variety of machines, including a crawler crane, a piling and drilling rig, reach stackers and mobile cranes, Liebherr presented its newest technologies. One of the highlights was a model of the company's new eco-friendly hybrid drive, Pactronic, for mobile harbor cranes. The



hybrid drive system achieves increased handling performance with reduced fuel consumption.

"Pactronic is based on an additional energy storage device (accumulator)," says Erhard Frainer, managing director sales construction machinery, Liebherr-Werk Nenzing. "It is charged by recuperation of reverse power while lowering the load. In addition, the surplus power of the primary energy source is also used for charging the accumulator. In terms of turnover capacity, that means a plus of 30 percent compared to a conventional machine with equal power rating of the primary energy source."

He said that one in five Liebherr mobile harbor cranes are delivered with Pactronic and that the technology has spread to additional machines. The recently launched subsea crane RL-K 7500 makes use of Pactronic as does the new 330-ton capacity HS 8300 HD duty cycle crawler crane shown at Bauma in April.

Also of interest at the new facility was a new training tool, Liebherr's range of maritime crane simulators known as LiSiM. The range of simulated cranes includes ship to shore, rubber tire gantry, mobile harbor and offshore cranes. The



Executives cut the ribbon, signaling the official opening of Liebherr's Miami, FL facility, which will serve as a hub for the company's maritime cranes division. The company said the facility will further strengthen business relations in Central and South America and in the Caribbean region.

More than 300 people attended the grand opening event in Miami.



soiree



The warehouse was decorated to look like a fine dining room. A band played traditional Latin music while guests enjoyed several types of cuisines and desserts.

Among the impressive demonstrations at the Miami event was a Liebherr LR 1250 crawler lifting a excavator and corking a champagne bottle.

equipment for after sales service are also available for machines that come through the facility. Six service trucks that will serve the greater Miami/Fort Lauderdale area and surrounding ports will be located at the facility.

The new \$20 million sales and service center was completed 15 months after groundbreaking.

“The new facility perfectly meets the requirements to further improve our sales and service performance in both North and Latin America”, says Gernot Schranz, president of Liebherr Nenzing Crane Co.

In terms of logistics, the sales and service

center is ideally located, Schranz said. The port of Miami and Miami International Airport are in close proximity to the new site. This allows Liebherr to respond to customer enquiries within a short time and to accelerate the distribution of parts and services, he said.

Guests enjoyed the music and dancing of an Oom-pah band and a Latin band, a biergarten tent with authentic German cuisine, a Latin-style dinner, and then the last event of the evening was a grand finale performance that featured ribbon dancing and acrobatics by two dancers hanging from the booms of two Liebherr cranes. ■

company plans to expand the simulation training concept to other construction machinery in the future.

“A major benefit of simulator training is the ability to simulate harsh environmental conditions when required,” says Fraiser. “Our simulator-based training avoids costly downtime and reductions in productivity caused by on-crane training.”

Technologies demonstrated included such software solutions as the LiDAT data transmission and positioning system, PDE process data recording system, PDR process data report software and Crane-Planner software, a web-based tool for selecting the optimum crawler crane for the particular application.

The newly built complex is situated on a total property area covering about 431,000 square feet, with the three story building comprising some 41,000 square feet, 23,000-square-feet of office space and 18,000-square-feet of storage space. In 2013, about 52 staff members will be working in this new facility.

Full service

The sales and service center accommodates a fully furnished workshop with a 10-ton overhead crane, two 20-foot welding containers, one 20-foot wire rope reeling container and two fully equipped mobile harbor cranes commissioning containers. In addition, special tools and

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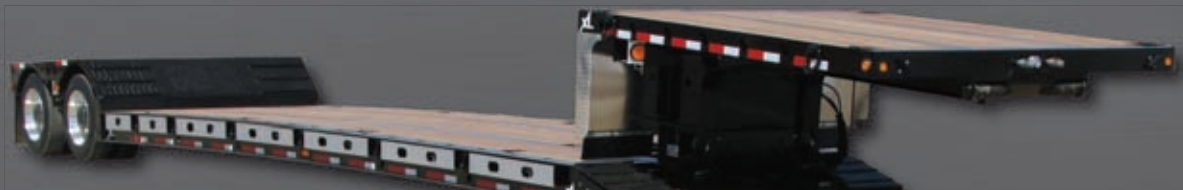
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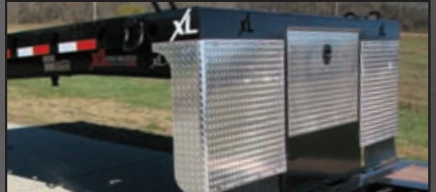
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A Link-Belt TCC-750 demonstrating its ease of operation in a tight space.

Telescopic crawler cranes are gaining traction in the North American market as rental companies pick up more units to meet contractor demand. **Lindsey Anderson** reports



Telescoping ahead

If it's any indication the telescopic crawler crane market is expanding into new territory, look to Mardian Equipment based out of Phoenix.

"We have been looking at the [telescopic crawler crane] market for several years and finally made the jump," says Uli Mack, general manager of Mardian Equipment. The company just purchased three Link-Belt TCC units – two TCC-750 cranes and one TCC-1100 – for its rental fleet and doesn't plan on stopping there.

"We have had our reservations about the TCC line but are looking forward to these three and hopefully more in the future," Mack says.

Paul Autry, Mardian Equipment's regional sales/marketing manager, says the company was interested in TCCs because of their ability to complete lifts in urban and all-terrain situations.

"With maximum payloads of up to 220 tons, the telescopic crawler crane is versatile and mobile," Autry says. "This offers a huge benefit when a project is centered within a lot of city construction. The telescopic crawler crane may be positioned in adjacent streets where the access is particularly limited or restrictive—it can then be telescoped over to complete the lift at the appointed area with minimum negative impact to traffic or surrounding businesses. It has an effective maximum radius and height reach, making it ideal for reaching over obstacles from nearby streets, to perform a lift."

Mardian's TCC units are all out on jobs

currently, Autry says. "As the economy slowly stabilizes we are seeing an increase in construction projects being resurrected that were put on indefinite hold a few years back. It's exciting to see some of these projects that will add so much value to our community back on the construction block. Hopefully that trend continues through 2013 straight into 2014."

Versatile units

The telescopic crawler crane is a feature and benefits-rich unit. With short set-up times, ease of maneuverability and hefty pick-and-carry capabilities, TCCs are quickly becoming known as a must-have piece of equipment for rental fleets.

"The market for telescopic crawler cranes is growing as the number of players in the market continues to grow and the range in capacity continues to widen," says Paul J. Lonergan, president of Empire Crane Company based in New York.

Empire Crane recently purchased two Tadano Mantis 15010 77-ton TCCs during Bauma in April. The company currently owns 14 telescopic crawlers and the Tadano Mantis units will join its fleet in late 2013.

The Tadano Mantis 15010 is made for pure lift applications as well as rugged duty-cycle work, the company says. The crane employs less counterweight than other varieties of cranes to avoid rearward stability problems on sloping ground. The crane's reduced counterweight, its 260

hp Cummins engine and high-pressure hydraulics allows the 15010 gradeability of up to 68 percent.

When asked what draws Empire Crane Company toward TCC units, Lonergan says it's the versatility of the cranes' attachments, from man baskets and augers to pole claws and hydraulic hammers. He also notes the units have been working on pipeline jobs, windmill sites, storage tank construction, slurry wall projects and more.

"Foundation contractors are seeing the versatility of the attachments," Lonergan says. "They can essentially have two units for the price of one; a lift crane in the morning and an auger unit in the afternoon."

Ed Hisrich, vice president/officer of sales and customer support for Tadano Mantis, agrees.

"Telescopic boom crawler cranes are versatile and efficient: short time from truck to work, no lattice boom to assemble, no outriggers to deploy and they (sometimes) have the capability to work with different track gauges, thus they can work in space-constrained worksites very efficiently," he says.

Hisrich also notes that since Tadano Mantis designs its cranes for the global marketplace, it has to insure compliance with multiple standards.

"Steps, ladders and handrails designed to meet global requirements for access are very important," he says. "While the trend of utilizing all-terrain crane



Empire Crane Company recently bought two new Tadano Mantis telescopic crawlers for wind farm work.

components to assemble a lifting crane style of telescopic crawler is appealing, it ignores the heavy-duty capabilities of the telescopic boom crawler crane. Thus, we design with the foundation industry as a key focus market.”

No playing ‘catch up’

Self-described new-kid-on-the-block, Link-Belt Construction Equipment Company manufactures three telescopic crawler cranes; the 45-ton TCC-450, 75-ton TCC-750 and 110-ton TCC-1100.

Pat Collins, senior product manager of Link-Belt’s lattice and telescopic crawler cranes, says, “As our telecrawlers are fairly new in design and widely accepted there is no ‘catch up’ for us to a trend or any other manufacturer. Our overall charter for design was driven by our customer input and we received that message loud and clear in that we follow function over fancy. Customers want a very dependable – work every day – telescopic crawler crane so that is what we delivered on.”

Link-Belt included full pick and carry ability in its 100-ton capacity TCC-1100 telescopic crawler. The crane comes with a 150-foot, five-section full power boom and is transportable in four loads.

The TCC-1100 is the company’s third TCC (telescopic crawler crane) model to be introduced to the series. For ease of transport the crane uses lightweight nylon head sheaves, which helps bring the overall machine weight down while also increasing its lifting capacity. A result of this design means that the main unit transports at less than 90,000 pounds.

Collins says TCCs also offer the ability to navigate uneven terrain, steep grades and softer ground conditions are at the top of the “features and benefits” list.

Other benefits reside in the “categories of speed and space,” he says. “Speed from the standpoint that when you compare a telecrawler to a rough terrain crane, all-terrain crane or truck crane, you do not have to deal with deploying outriggers, which is a time saver, as well as the need to put down cribbing other than for leveling, as required. Then there’s retracting the outriggers, picking up the dunnage and moving again versus the telecrawler just moving. You take all of that, and speed can be a very big advantage for the telecrawler.”

Collins says the next big benefit with telescopic crawler cranes is the units’ ability to operate in confined spaces. “A telecrawler can work in a very tight envelope with low overhead conditions,” he says. “Normally an outrigger machine is going to require full span or partially

span extended outrigger beam clearance and the telecrawler has the ability to work well inside those conditions; jobsite space is getting harder to come by, not easier. Compared to lattice crawlers, the telecrawler can retract its full boom in a minute and be on the move to another location; so generally speaking, it’s going to be faster – more nimble – than a lattice crawler.”

According to Autry with Mardian, one of the major focuses for telescopic crawler crane manufacturers moving forward will be improving the cranes’ ease to assemble and disassemble as well as mobilization.

“Link-Belt’s telescopic crawler cranes have this exactly in mind with their fold-up catwalks, hydraulic retractable side frames and easy hydraulic counter weight removal,” Autry says. “Crane manufacturers are also focusing on improving overall processes by designing their cranes on a modular basis, so that standard components can be used for a whole range of product. Not only does this help keep manufacturing costs down, it reassures buyers that proven technology is being used and replacement parts are likely to be more readily available when needed.”

Bigger units

Liebherr manufactures a number of telescopic crawler cranes, including the LTR 1060 with a maximum load capacity of 60 tons, the 100-tonner LTR 1100, the new LTR 1220 and the 1,200-ton LTR 11200 heavy lift crane with narrow crawler travel gear.

“The crawler travel gear provides excellent off-road capacity and superb maneuverability, as well as allowing the crane to travel under full load,” says Wolfgang Beringer, head of sales promotion, Liebherr-Werk Ehingen GmbH. “The advantages of a telescopic crane over a lattice boom crane are the short set-up times, easier transport and the variability of the boom system. The telescopic boom is extended or retracted fully automatically and rapidly to the desired length, allowing it, for example, to pass easily beneath obstacles.”

Liebherr’s LTR 1220 also provides the advantage that heavy loads can be telescoped with the boom, which in principle is not possible with lattice boom cranes. “And because a crawler crane, unlike a mobile crane, does not need to be supported, it can be rapidly set up on site and can go into action immediately,” Beringer says.

The advantages of a telescopic crane over a lattice boom crane are the short set-up times, easier transport and the variability of the boom system, according to Wolfgang Beringer, Liebherr-Werk Ehingen GmbH.





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D. Ann Shiffler reports that the small-but-stout industrial/mini-crane class is making its mark.

GALION BONANZA

An indicator of the strength of the rental market for cab-down cranes can be seen in the Aiken, S.C. facility of WHECO Corp. Since March 2013, WHECO has been restoring Galion cranes for a major U.S. crane rental company.

"We are performing a Service Life Extension Project (SLEP) to ten 150F Galions at a time," says Ron Williams, chairman of WHECO. "This customer selected WHECO to provide a remanufacturing form of SLEP. The reman program provides for 100 percent of the crane to be rebuilt to a like-new condition, with either new parts or parts remanufactured to a like-new condition."

The most popular Galion for restoration is the 150F, although WHECO has provided SLEP services for older model Galions. The big question is why did the owner decide to invest in restoring old units rather than buy new ones?

"The Galion 150F has long been the down-cab standard crane in oil refineries," says Williams. "The decision to perform a SLEP to these crane is made based on two main reasons. Number one is market demand in that the rental customer will usually request the Galion 150F crane because of its simple, low-tech design, and operators are familiar with the Galion. Second, the Galion is a relatively low cost and simple crane, ILO of replacement with a new down cab crane of equal rating, so the ROI and relatively low cost of maintenance is very attractive to the crane owner."

Most of the cranes WHECO is restoring are about 15 years old. Galion units have >36



Most Galion units that come to WHECO's shop are no longer certifiable.

Making the

The market for compact cranes is growing again, finally. Industrial cranes, cab-down cranes and mini-cranes have seen a spike in demand over the last couple of years, according to the OEMs.

John Bair, industrial crane product specialist for Manitowoc Cranes, says the market has been strong in the second quarter of 2013, and the third quarter is looking stronger yet.

"Quote activity has been very positive as of late and we feel this recent activity will materialize into additional orders for this year and continue into 2014," he says. "We offer a comprehensive range of models from 8.5 tons to 25 tons that are designed to not only meet the needs of our domestic customers but also our customers around the world. Specifically, we offer CE certification for the European market."

Demand for Shuttlelift and Yard Boss units comes from the petroleum, wind and auto industries.

"Industrial cranes are commonly used in assisting larger cranes by moving product into staging areas," Bair says. "Demand has been very strong with rental companies all across North America. We've also seen an increase in business from dealers located in the southern states as of late."

Manitowoc's best-selling units are the 9-ton YB4409-2/Shuttlelift 3339, and the 15-ton YB5515-2/Shuttlelift 5515-2. The YB4409-2/Shuttlelift 3339 features a three-section, full power, 32-foot, 10-inch boom with a 14,000 pound maximum deck carrying capacity. The YB5515-2/Shuttlelift 5515-2 was recently redesigned to offer two full power boom options.

The latest model to be introduced to the Yardboss product line is the 20-ton capacity YB5520/Shuttlelift 5520. It features a 54.5-foot, four-section, full powered boom.

None of Manitowoc's industrial crane models are electric, although Bair says the company monitors demand for electric or hybrid versions.

"We have reviewed the viability of an electric powered industrial crane and at this time there hasn't been an

overwhelming demand due to the added cost involved with electric power," he says. "However, we will continue to monitor the market."

Product development spree

For more than 50 years, the Badger, Little Giant and CF Lifter line of products have made an impact on the industrial crane market. A few years ago, Manitex International purchased Badger Equipment, and this has been a good thing for the company and its products.

Manitex and Badger have been on a product development spree. Currently Manitex and Badger are dual-branding cab down and carry deck cranes as Manitex/Badger.

Badger's CD4415/Manitex M150 is just over 11 feet tall. It has a lifting capacity of 15 tons at a 10 foot working radius. The maximum boom length is 62.5 feet and the maximum tip height is 87.5 feet (when equipped with optional jib). It has a three-section hydraulic full power boom and a 7,500 pound maximum line pull.

"This machine targets the aging Galion 150A population," says Randy Robertson, director of sales and marketing. "It's designed mainly as a rental unit, and it features all the current technology and safety features you would want for these applications."

Cab-down Galion cranes have not been produced since about 2000. Robertson says the Badger CD4415/Manitex M150 is gaining market recognition. Many of the older Galion cranes are no longer certifiable and they present safety issues for



Valla's best-selling crane is its 2.5 ton capacity 25E.



Grove's newest carry deck crane is the 20-ton capacity YB5520/Shuttlelift 5520.

grade

high profile refineries and petrochemical facilities. It's only a matter of time before older machines are banned, he says.

"These older units don't have LMI systems or anti-two block systems you find on today's cranes," says Robertson. "Right now, the market is predominately controlled by the antiquated Galion machine. It will just take time for the owners to replace these older models with the newer machines that are safer, have all the modern features you would want, plus creature comforts like air-conditioners, nice seats and cabs.

The newest model in the Manitex/Badger small capacity crane line is the CD90i, which was designed to compete in the carry deck segment. The Manitex CD90i will go head to head against Broderson and Grove Yardboss and Shuttlelift carry decks, Robertson says.

The CD90i was designed to lift loads that can't easily be reached by a traditional crane or forklift. The 9-ton cab-down crane is easy to maneuver in cramped machine shops or shipyards and with its innovative outrigger system can be positioned close to the load.

Robertson says it's the only 9-ton crane on the market that allows for lifting a full load and moving it 360 degrees at five feet radius. The crane features a three-section, full power boom that extends 11.55 to 25.40 feet.

Hybrid market heats up

Jeff Bailey is president of Bailey Cranes, which specializes in manufacturing battery-powered and hybrid cranes; battery and hybrid conversions of new and used cranes; as well as custom crane engineering, structural design and analysis.

"The niche markets are keeping us busy



The 9-ton capacity Bailey Crane IC18 has a pick and carry capacity of 11,700 pounds and an 18,000-pound capacity on outriggers.

but we expect to expand and enjoy the resurgence of the general industrial crane market," says Bailey. "The niche markets that have the greatest need include nuclear, aerospace, food manufacturing – basically those that can't tolerate exhaust emissions, the carbon monoxide, the smell or the soot."

The 9-ton capacity Bailey IC18 is the company's latest model. This crane has a pick and carry capacity of 11,700 pounds and an 18,000-pound capacity on outriggers. It features four-wheel steering, a rated load indicator, regenerative braking and operates on 80-volt battery power.

For the short term, hybrid or electric power markets are small, but in the longer term, Bailey predicts larger sales and rental markets will switch to these products.

"The markets will switch primarily because we have removed the fear of being 'stranded' with a battery powered machine," he says. "But with the addition of our Hybrid Charging Engine, one push of a button and the machine will run continuous. When running in battery mode, our machines do not produce greenhouse gasses. We are environmentally friendly. We also are the only manufacturer to offer a (hybrid) engine that runs on Compressed Natural Gas (CNG). CNG is the cleanest fuel, cleaner than LP and is approximately 30 percent less expensive for the same energy unit."

Bailey Cranes also offers UL-EE compliance where the machine is approved for operation in Class I, Division 2 hazardous locations.

Thus far, Bailey says customers in California have expressed the most interest in electric powered cranes due to the stiff restrictions on emissions in that

The Manitex Badger M150 cab-down has a rated capacity of 15 tons and was designed for oil and gas and refinery applications.



state. Bailey Cranes has an agreement with Broderson for conversion to battery/hybrid operation of their industrial cranes. Additionally, Bailey does conversions for the high capacity Mobilifts and TwinLifts manufactured by Lift Systems.

"We see a huge demand for our product," he says. "Our plan is to capture 10 percent of the market within three years and 50 percent in five years."

Heavy duty lifters

Lift Systems offers industrial pick and carry machines that are compact but can still do heavy duty lifting. Ben Forster says the market for Mobilifts, Twinlifts and Riggers brand TriLifters are strong.

"Business is good and we have a steady backlog," he says. "We see the market as ever increasing."

Lift System's line of industrial pick and carry machines range from 7.5 ton capacity to 110-ton capacity.

"Our machines don't require outriggers like the carry deck cranes," he says. "Most of our models offer 90-degree steering."

The market for Lift Systems' line includes rigging companies and manufacturers that purchase an industrial hoist truck rather than an overhead crane.

"We've been selling more machines into permanent installations where the companies are using our types of machines in lieu of an overhead crane," he says. "They are buying our machines rather than investing in the infrastructure of the building. Our units are portable and if they change facilities they can take the



not been produced for several years, although Manitex/Badger is introducing the M150 as a Galion replacement. Williams estimates there are a few thousand Galions operating in the U.S.

"The Galion crane was last made by Komatsu-Dresser, and I believe production was discontinued about 12 years ago," says Williams. "The ACV market demand for the Galion 150F remains strong, and each year this crane, in a good operating condition, becomes harder to locate for sale," Williams says. "Any Galion that has recently completed the WHECO REMAN or WHECO SLEP program has a FMV value equal to or greater than the sum of the core value plus the cost of the particular SLEP, which is significantly less than replacement with a new crane."

The extent of repairs that WHECO is making to the Galion units is extensive.

"Typically, when WHECO receives a Galion down cab it is no longer a certifiable crane," he says. "It will require every part of it to be inspected and repaired at some level, either remanufactured or replaced with new."

This includes all new electrical and power transmission equipment, a new radiator, brakes, all new hydraulic hoses, new seats and repainting, after body damage repair and rust remediation.

"We also replace the tires, the decals, wire rope and add all new HVAC equipment," Williams says. "The engines and transmissions are rebuilt by the OEM of those components."



WHECO remanufactures like-new Galions for a crane rental company.

machine with them or sell it."

Forster says the Lift Systems 75-ton Mobilifts and 75-ton TriLifters are the most in demand machines.

The 75-ton Mobilift will lift 50 tons off of the hook block and 75 tons off of the picking eyes and will drive with a full load.

The mobile line from Lift Systems does not employ outriggers in its designs, reducing overall required footprint. Radio remote is also an option feature.

Recently the company received an order for the first 110-ton capacity TriLifter which will be used in a permanent nuclear application.

Expanding market

Rich Caudill, product manager for Jekko USA, agrees the market is expanding.

"Our biggest business comes from the curtain wall contractors that install the panels on high-rise buildings," says Caudill.

He says Jekko cranes are being purchased and rented by utility companies, power generation companies and even coal burning facilities. A growing market is the film industry, which uses Jekko cranes to build sets and assist with filming. There are Jekko cranes on the sets of several major adventure movies being shot at the present time, he says.

"Glazing companies love these cranes because they can pick up the panel, walk it to the side of the building and then hold it while workers install it," he says.

Jekko crawlers are designed with multiple outrigger configurations and they are operated with wireless remote control. All Jekko cranes come with full LMI systems.

Jekko's best-selling cranes are the MPK 20 and the SPD 360. The MPK 20 has a capacity of 4,400 pounds and it's a full pick and carry machine. The SPD 360 has a capacity of 3,968 pounds.

"All of our track cranes can be completely electric powered," says Caudill. "The SPD 360 up to the SPX 1040 can be diesel powered but have a dual power option. They are designed with a power



pack that you plug into a power source so that you can run them by the flip of a switch on electric power."

Growing recognition

Maeda USA's Tony Inman says Maeda cranes are getting more recognition.

"We definitely have traction in the market," he says.

Maeda hangs its hat on the safety features of its cranes.

"We strongly feel we go above and beyond when it comes to the features of the crane that lead to safety," he says. "In the design and features of these cranes, safety was an integral part. Especially since these cranes are often used by people who are not highly experienced crane people, although very experienced people are also running these cranes."

Moment limiter systems are standard on all units.

"We see more use in commercial construction and in the trades – steel, glass and glazing and curtain wall industry," he says. "Architects and engineers are using more glass and bigger glass and the curtain wall panels are larger. Our cranes are ideal for this work."

Beyond the commercial work, Inman says the cranes are in demand in all sectors of the energy industry.

As far as demand, the smallest crane in the Maeda line, the "true mini-crane," is the most popular, says Inman.

Maeda produces three models, the

Using a Maeda mini-crane, a window crew works independently of other trades on the building rather than wait on a tower crane to lift up materials.



Yarmoth Crane of St. Thomas, Ontario uses its 110-ton Lift Systems Mobilift to lift a 30-ton load at 18 feet off the front bumper.



battery power for a reason. With battery power, you don't get the operating time that you get with electricity. We go the route of the plug in so the user can use the crane all day."

Mighty mini

Valla cranes are all electric and range from 2.5 tons capacity up to 40 tons capacity, according to Elisa Muntoni of Valla North American Sales.

"They are all self-propelled and well-suited to work indoors," she says. "Also, compared to traditional industrial cranes, our cranes don't have outriggers, which makes them extremely compact and enables them to move and turn in tight spaces. Valla cranes are truly 'pick and carry.' The boom is fixed while the back of the crane rotates so that by turning the machine you can simulate the swinging movement of the boom."

Driving demand for Valla cranes is that they have zero emissions, she says.

"We manufacture explosion-proof electric cranes which are perfectly suitable for use in the petrochemical industry along the Gulf Coast," she says. "Generally, we receive requests from



Jekko crawlers are designed with multiple outrigger configurations, they are small so they can work in extremely tight spaces, and they are operated with wireless remote control.

throughout North America as potentially any plant can use Valla cranes for indoor maintenance of their facilities."

Valla's best-selling crane is its 2.5-ton capacity 25E, which also is made in a lighter version, the 2.25-ton capacity 25EL. Features on both models include double speed motor and winch for faster up and down movements, a special hydraulic winch with 223-feet of usable wire with two speeds and full remote control operation.

smallest is a 3.1 ton machine, the MC285. All of Maeda's MC models offer the electric powered option.

"An option and a feature of every Maeda crane is an electric power system, although we do it a little differently," Inman says. "It is plug-in electric as opposed to battery power. We haven't done anything with

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This isn't your typical fitness boot camp. Attendees at A1A's three-day session are learning the ropes – of how to use lift planning software like pros. **Lindsey Anderson** reports.

Lift planning

software company A1A Software first introduced 3DLiftPlan.com, a lift planning and crane selection application, in 2008 and shortly after, inquiries rolled in.

"Once we launched 3DLiftPlan.com we started to field lots of phone calls on how to use it," Weiss says. "The more features we added, the more questions we got."

As a result, in 2009 the company decided to start offering weekly online webinars and continued the service for about a year. "We noticed that the users who attended these online webinars were doing better in most cases than those who didn't," Weiss says. "Though they still struggled with some of our advanced features, they were able to create great lift plans using the basic and intermediate features of 3DLiftPlan."

A year later, A1A decided to hold its first boot camp to take its users "to the next level of understanding," Weiss says. More than 40 people showed up at the first event, which shocked Weiss.

"I was completely stunned and taken back by the how many people were willing to give us three days of their time," Weiss says. "We learned so much from that first class and have continually improved our training with each class we do."

That following February of 2011, A1A had another boot camp class in Wisconsin where 44 people attended. From there, the company held camps in Houston, Fernandina Beach, FL and Los Angeles.

Last summer, the company started its certification classes.

"Many students from our boot camp started asking if we offered a certificate for attending," Weiss says. "We put together a series of exams that certify the level of knowledge of 3DLiftPlan."

Camp basics

Training is started by assigning attendees a lift plan and only letting them use a chart book, ruler and protractor to find the crane and create a lift plan. "This exercise helps us figure out what their basic understanding of finding a crane and creating a lift plan," Weiss says.

The three-day boot camp covers the following topics of 3DLiftPlan; on day one attendees will learn: Basic Lift Planning, Quick Lift Setup, Crane Search, Basic Jobsites, Basic Rigging, Custom 3D Objects, Dimensions and then the Level 1 Certification Exam. The following day consists of: Advanced Lift Setup, Custom Loads, Advanced Rigging, Jobsite Designer, Google Earth Import, CAD Image Import and the Level 2 Certification Exam. On the final day of the boot camp attendees will cover: Crane Mats, Ground Bearing Pressure, Multi-Crane Lifts, Lift Video and the Level 3 Certification Exam (take home).

"Our goal is to help all of our users maximize their abilities so they can deliver lift plans that help them land more business," Weiss says. "We want to help our customers create the best and most accurate lift plans. It is not possible to do this without having an extensive training program. We couldn't do this just over the phone, through e-mail, through manuals and videos or through online webinars. We have found that hands-on, face-to-face training is best."

Through the ranks

Recently, a boot camp was held at Link-Belt Construction Equipment in Lexington, KY, which partially sponsored the event. In total there were 46 participants, including attendees from Sims Crane & Equipment, Huddleston Crane Service, Rudd Equipment, ALL Erection & Crane Rental, Central Rent-a-Crane, Central Contractors, Jim Smith Contracting, Specialty Crane and Rigging, Solley Equipment, Magnum Crane, Landwehr Construction, United Crane

You won't find kettle balls or sprinting drills at Tawnia Weiss' boot camp. Instead, attendees at the A1A Software president's three-day course will learn how to create complicated tandem crane lifts, formulate critical lift plans and, eventually, make a video of the lifts they've engineered. "The boot camp teaches attendees how to utilize every feature of 3D Lift Plan," Weiss says. "Along with classroom exercises, boot camp participants then have to tackle three certification exams. Students who successfully pass all three exams become Certified Experts. Those who successfully complete the first two exams become Certified Professionals."

But A1A's boot camp didn't happen overnight; it was an organic development.

Boot camp beginnings

Florida-based web development and

ALL Erection & Crane Rental Corp. uses A1A's 3DLiftPlan software for planning complicated and challenging lifts.



boot camp

and Rigging, Dutcher-Phipps, S.I. Shaw, John M. Mullins Rigging & Hauling, ROC & Associates, J.F. White Contracting, Crane Rental and Rigging, Maxim Crane Works, Lamar Construction, Mohawk Northeast, MMG Kinsevere, Walsh Group, All-West Crane & Rigging, TIC, P.I.C. Crane Safety Services and Link-Belt Cranes.

"Some attendees of our boot camps have attended a couple times," Weiss says. "Adrian Lacey of Sims Crane attended last October and our last boot camp which was held March 26-28 at Link-Belt's training facility in Lexington, KY."

Last year, A1A hosted a "Lift Plan of the Year" contest on its website that required participants to utilize A1A's 3DLiftPlan software. Three winners were chosen from eight contestants who submitted lift plans. The contest was open to public voting through the website (2,000 votes came in).

Competitors were instructed to submit actual pictures of the lift, their lift plans and the story of the lift. Lacey, of Sims Crane and Equipment, won first place for

his project. Lacey has attended multiple A1A boot camps and has become a proficient user of the program. His project, Concert Setup, involved setting the stage at Raymond James Stadium in Tampa to kick off the Brothers of the Sun Tour with Kenny Chesney, Tim McGraw and Jake Owen. The lift consisted of more than 200 workers using a Tadano TT600XL and Tadano TT300XL for the two-day operation.

"We are so happy that Adrian won the award," says Weiss. "His dedication since October of last year to learn 3DLiftPlan is reminiscent of what we like to have happen after someone attends our boot camp training class."

For the 2013 "Lift Plan of the Year" contest, Weiss is planning on an even bigger turnout. "We'll definitely announce it a lot sooner this year, to give people enough time to put together all of the details. The turnout for 2012 from both users and voters was definitely exciting. If it's an indication of how this year's contest



Florida-based web development and software company A1A Software first introduced 3DLiftPlan.com, a lift planning and crane selection application, in 2008.

will unfold, then there's a lot to look forward to."

For more information on A1A, 3DLiftPlan or the contest, visit A1A's website. Upcoming classes will be held in Fernandina Beach, FL. ■

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Upgrades on the Statue of Liberty and on Liberty Island required a lifting solution that was small and strong.

Upgrading

In September of 2011, The National Park Service kicked off a \$20 million upgrade on the Statue of Liberty to allow for better safety and security, all while maintaining the historic look and finish of the monument.

For the most part, the upgrades were completed last fall, and then on October 29, 2012, Hurricane Sandy made landfall. The hurricane, which was estimated to have a width of about 820 miles, swept

through New York City and the eastern U.S., bringing high winds and storm surges.

The Statue of Liberty sits on Liberty Island, a 12-acre island located about mile south of lower Manhattan. Liberty Island was in the direct path of Hurricane Sandy and the massive storm surge was huge. In Battery Park, water rose 13.8 feet, and close to 75 percent of Liberty Island was under water.

Fortunately, the 126-year-old Statue of Liberty was not damaged, and much of the work spent on the upgrades held up. However, the Liberty Island's utilities, backup generator, and power systems were destroyed. The passenger and auxiliary docks were severely damaged and brick pathways were uprooted, according to the National Park Service website. Repairing the damage has been completed and Liberty Island and the statue will re-open to the public on July 4.

Prior to the hurricane, the project's stone subcontractor, Phillipsburg Marble, employed a Jekko mini-crane to do a significant part of the upgrade work on the pedestal of the statue. The project included removal and reinstallation of more than 450 granite pavers and stone wall panels.

Stone placement

By the time the project was complete, Phillipsburg Marble crews lifted and placed 4,200 square feet of stone, which equates to about 85 tons of stone. Each piece had to be mechanically stabilized and anchored on the top and bottom.

The weight of the stone pieces varied from 200 to 300 pounds to the heaviest piece which was about 1,200 pounds, according to Jeremy Kazimar, a representative of Area Rentals, based in Hillside, NJ.

"Phillipsburg Marble rented the Jekko



Phillipsburg Marble rented a Jekko SPD360 from Area Rentals in Hillside, NJ to perform the upgrade work on the pedestal of the statue. The project included removal and reinstallation of more than 450 granite pavers and stone wall panels.



Liberty

SPD360 Plus unit from us for the job," says Kazimar. "We have three Jekko mini-cranes in our fleet, two of the SPD360 units and the smaller SPD265."

Kazimar says that Jekkos have been strong rental machines.

"They are popular with the glazing industry for placing prefab curtain wall panels," he says.

At the Statue of Liberty the Jekko SPD360 was moved to several locations.

"It did work on a couple of levels and in different spots around the statue," he says. "It was moved with a large crane from the first to the second level."

The maximum lifting capacity for the Jekko SPD360 is 3,968 pounds.

"The crane will give you a 32-foot reach and with the jib will extend to 42 feet and a 1,300-pound capacity," says Rich Caudill of Jekko USA, based in Baltimore, MD. "The crane was on the job about six months, lifting and holding the marble pieces in place as the workers set them."

Phillipsburg Marble used the Jekko because it is compact, easily deployed and secured during work on unstable footing.



Other work completed by Phillipsburg Marble included the fabrication and installation of three new staircases to allow safe exit from the observation platforms above the fort level of the statue and below the base of the statue.

According to Bob Barron, owner of Phillipsburg Marble, the Jekko minicrane was chosen to do the lifting work because it is compact, easily deployed and secured

on unstable footing.

Hurricane Sandy roared through just after the job was complete, stranding the Jekko mini-crane on the island for several weeks until the docks could be repaired to remove it, Kazimar says.

"We were finally able to go pick it up," says Kazimar.

"It's always nice to be associated with a patriotic project like this," says Caudill. ■

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Crowning

While it looked seamless, the effort to lift and place the final spire atop the One World Trade Center building in New York City was an incredible feat of engineering and expertise.

The top section of the 408-foot spire brought the building to its final height of 1,776 feet, a symbolic elevation that memorializes the year in which the Declaration of Independence was signed.

of the spire sections were hauled into New York City in the wee hours of the morning. They had been barged from Canada and then trucked to the site. A 600-ton capacity Terex Demag AC500 owned by New York Crane lifted the sections off the transporters to a staging area.

As the final touches were put on the lift and erection plan, the tower cranes had to be re-rigged and prepared for their final job on the project. DCM Erectors prepared the lift plan for General Contractor Tishman Construction Corp.

“DCM had to purchase a new winch drum, which was made in Australia, from TES, the North American Favco dealer for the Favco M760 that would lift the final spire sections,” explains Lomma. “They had to have a winch that could handle 3,500 feet of cable. It had to go from single to two-part.”

Freestanding crane

New York Crane supplied the 14 tower sections and climbing frames to freestand the crane 180 feet, the height needed to erect the spire.

“This was a really tough job, if you can imagine freestanding a tower crane 180 feet on the top of a 1,600-foot high building,” says Lomma. “It was a very challenging project.”

Lomma says wind was an issue the entire time. Weather and rain caused a few delays.

The Favco M760 hoisted the spire foundation and sections to the top of building. Once the pieces were stored on top of the building, the second freestanding Favco M760 began tedious process of erecting the spire sections, Lomma says.

Many entities played a role in the spire erection, including ASC Industries/ Python America and its New York City distribution center The Bilco Group, which supplied the high performance wire rope used on the tower cranes. Slingmax designed the high performance Twin-Path slings used to lift the spire section, according to Tony Fastuca, vice president, Python America and High Performance Products.

“The combination of 3,600 feet of 42 mm Python Compac 35 RLL 2160 grade true non-rotating rope was required and specified for the Favco M760 to lift the spire,” Fastuca says. “The rigging dealt with the SlingMax Twin-path slings that are comprised of a blend of high performance fibers with Dyneema. These

It was a crowning moment on a beautiful morning in May when the final spire for One World Trade Center was set in place on top of the building known as Freedom Tower. With the spire in place, the building is now the tallest structure in the western hemisphere at 1,776 feet, according to the Port Authority of New York. The spire itself will serve as a broadcasting antenna.

Placing the spire and its pedestal required a huge effort that encompassed a cadre of designers, engineers, crane operators, riggers and workers, all of whom were said to be proud and honored to take part in this sentimental, yet monumental effort.

Two diesel-powered M760 Favco tower cranes, which have been on-site since the jobsite was a hole in the ground, played a huge role in the successful project, says James Lomma of J.F. Lomma Inc., and whose company owned the cranes.

From the time they were erected about seven years ago and until they set the final piece of the spire, the cranes had been performing steel and siding work on the building.

In March and April, the first truckloads

There are hundreds of videos on the Internet of the placing of the spire on One World Trade Center. Among our favorites is this one: <http://www.usatoday.com/story/news/nation/2013/05/10/world-trade-center-spire/2149449/>.



The rigging crew gathered for a picture, proud of their history-making roles.

moment

Rigging specifics

- The Favco tower canes supplied by J. F. Lomma Inc. were rigged with high strength ropes designed and specified using Python Wire Rope and made in Germany.
- Hoist ropes were both 32 mm and 42 mm using the Python Compac 35 2160 RLL. The hoist ropes were a true non-rotating construction that stabilized the loads as they were lifted several thousand feet in the air.
- The luffing boom rope was a construction of a fatigue-resistant, eight-strand compacted rope with a plastic coated core which helps prevent inner wire breaking and a permanent lubrication.
- Twin Path High Performance slings provided a light-weight sling that was 1/10th weight of a wire rope sling and yet had the high capacities to make the lifts.

Twin-path slings were fabricated by ASC industries, a Slingmax fabricator, and could lift capacities up to 250,000 pounds.”

Rigged to the top section of the spire was an American flag, one of many patriotic acts associated with this project.

Once the top spire section was bolted in place, workers on top of the building cheered, celebrated and even dried

their eyes, as did millions of Americans watching it unfold on live television.

Soon after the spectacle of the spire erection, the tower cranes will be taken down. Lomma says the first crane will be taken down by second one, and then the second one will be taken down in August using a specially designed derrick winch from Timberland.

Below the Freedom Tower is a memorial



The final spire section was lifted to the roof of the building on May 2 and was erected to its final height on May 10.

to the almost 3,000 people who were killed when terrorists flew hi-jacked commercial airliners into the World Trade Center's twin towers, causing their collapse.

When complete, One World Trade Center will encompass 2.6 million square feet of commercial office space, and will include observation decks, restaurants and other public facilities. ■



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From South to North

Pioneer Heavy Haul Inc. recently put its Goldhofer dual lane THP/CA12 to work when it transported a turbine runner 3,300 miles. **Lindsey Anderson** reports.



Pioneer Heavy Haul transported a turbine runner more than 3,300 miles from Houston to British Columbia, Canada.

Like most complicated moves, the planning phase typically takes more time than the actual transport itself. So was the case for Ontario, Canada-based Pioneer Heavy Haul Inc. who was approached two years ago by a client to assist in the transport of a turbine runner from Houston to Valemount, British Columbia, Canada. “We started to act on the plan in May of 2012,” says Mel Jones, president of Pioneer Heavy Haul Inc. “It took from then until December 2012 to get everybody to agree to one transport configuration.”

Jones had been called upon to move a 21-foot, 5-inch diameter, 10-foot, 1-inch-tall turbine runner. The 303,000-pound piece is one part of a hydro-electric power generation station in British Columbia.

While the trip technically started in Houston for Pioneer Heavy Haul, the piece was actually manufactured in Germany and transported via ship to Texas. Once the ship docked in Houston, the turbine runner was picked and placed by cranes onto a Goldhofer THP/CA12-axle dual lane trailer pulled and pushed

by two 1977 Oshkosh M911 tractors. The trailer was set up to be 18-feet-wide.

“The tractors are equipped with 450 hp Detroit diesel engines and Allison automatic transmissions,” Jones says. “They are equipped with six wheel drive.”

Jones says these configurations used were necessary to meet the multiple requirements of the convoy’s seven-state, two-province journey.

“Because you have nine jurisdictions in two different countries, the routing was a challenge,” Jones says. “But a bigger challenge was trying to get all of those nine jurisdictions and the city of Houston to agree to the configuration that would suit all of their requirements.”

Weather challenges

The move officially started on January 10, 2013. What was supposed to take 31 days actually ended up reaching 57 days due to visibility problems, snow and freezing rain, Jones says.

The total 3,300-mile-long trip had other challenges beyond the elements and cooperating government regulations.



While the haul was slated to last only 31 days, it actually took 57 because of difficult weather and environmental conditions.

“Some of the moves had to be completed entirely at night,” Jones says. “We also had to have police escorts in certain areas.”

Houston County and Hico, TX both required night moves. And if two night moves through cities weren’t challenging enough, the entire state of Nebraska and entire province of British Columbia required night transportation only.

Police escorts were involved in Houston and Houston County, the full state of Nebraska and British Columbia, Canada.

“We had absolutely no accidents or incidents,” Jones says. The turbine runner made it safe and sound to its destination of Valemount, BC, Canada, a village of just over 1,000 people. Valemount is situated between the Rocky, Monashee and Cariboo Mountains.

“We had a tremendous crew who did fantastic planning work,” Jones says. “It took them seven months to plan and our client ended up 100 percent satisfied.”



Some of the moves had to be completed entirely at night, while others were police-escorted.

SC&RA's Online Education Series



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JULY 24

12 pm EST

CSA MOTOR CARRIER COMPLIANCE

The CSA program has been fully implemented and the motor carrier industry is starting to see the effects of a CSA intervention which is best described as a "compliance review." Mr. Davis will discuss the keys to preparation and successful completion of a FMCSA compliance review. Taking you beyond the basics of CSA scores, Mr. Davis will provide facts every transportation company needs to understand. This presentation will also include examples of how CSA scores affect insurance premiums; he will cover other legal developments and how to prepare your employees for compliance. Owners, safety managers and drivers will take away valuable information that has the potential to save your company money.



JEFF DAVIS
President, Fleet Safety
Services LLC

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AUGUST 13

12 pm EST

CRANE STABILIZATION

Mobile cranes are one of the most widely operated pieces of equipment on a construction site requiring companies to train and educate their employees on safe practices at a job site. The most serious accidents involving cranes are the result of inadequate planning and unsafe use of the equipment, leading to instability and overturning. Mr. Duerr will explain the steps necessary to preparing the soil at the site prior to a job, how a mobile crane imposes loads on its supporting surface and how those loads change during the performance of a lift. He will also review how mats disperse the crane's load and how the underlying soil responds.



DAVID DUERR
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As of this month, this country's national debt is motoring towards \$17 trillion (\$16.7 trillion) – at 106 percent of the \$15.8 trillion economy. The population of the United States is approximately 316,000,000, which in theory, leaves each citizen of this country responsible for approximately \$53,000 of that debt. Not exactly refreshing, to say the least.

Since September of 2012, the national debt has continued to rise at a rate of about \$2.7 billion per day. To better wrap your mind around that number, let's measure it in units of time. If you went on vacation for a million seconds, you'd be gone for 11.5 days. If you decided to go for a billion seconds, well, you'd better pack an extra carry-on. You wouldn't return for 31.5 years. We hear these numbers thrown around to the extent that most of the country's attention span for this increasing spiral of data gets lost in the translation that only the experts seem to appreciate.

Continually increasing

Historically speaking, U.S. debt as a share of GDP traditionally increases during wars and recessions, and then declines. Public debt peaked following World War II and then fell for the next 30 years. However, recent decades have seen a budget deficit potency and progression in this country that compels leaders in many of the nation's strongest industries to question the sustainability of the government's economic policies. Funding two wars in the last ten years hasn't exactly played a role in debt reduction in the U.S., but the federal government has a bigger problem on its hands – in the form of paying interest on the interest of its debt.

Every year, our government owes interest on its debt, and every year, the interest owed this year is added to the current deficit, and ends up becoming a part of next year's increasing debt. Next year, the interest is higher because the debt is higher, and it goes on like this. But as we all know, it can't go on like this forever. And fortunately, there is an

emerging line of statistics that whispers of a shift, even if just slightly.

We've seen the impacts of this debt on our industry in countless areas in recent years – particularly, cutbacks in government infrastructure funding and the continued slow growth of construction as a result of the housing crisis. But recent trends, while not worthy of the word "recovery," have certainly indicated growth in our industry.

Employment optimism

As of May (2013), construction unemployment rates have fallen to 10.8 percent, the lowest rate since October 2008 – including 7,000 jobs added during the month. With the exception of nonresidential building, which lost 2,600 jobs in May, construction job gains were evident in nearly every industry sector. Residential special trade contractors led the way with 4,600 jobs. Since 2009, the annual rate of home construction has increased by about 60 percent, while businesses have increased spending by 27 percent. In that time period, nearly six million U.S. jobs have been created.

Obviously, there's never a guarantee that growth, even at a sluggish 2.2 percent over the last three years, will sustain itself and/or continue to rise. Government spending cuts could have a major impact on any progress we're seeing at present. But for the first time since 2007 (before the recession), the U.S. Treasury set itself up to make a down payment on the national debt. The Treasury intended to pay off \$35 billion in the second quarter – especially notable when considering it had originally anticipated borrowing \$103 billion. Industry leaders would like to think that this is a sign of things to come for both the country, and as a result, our industry. ■

EXECUTIVE VICE PRESIDENT



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How prepared are you for the new Hours of Service HOS rules?

Tim Hillegonds reports on this hot topic.

The American Trucking Associations (ATA) has calculated that nearly \$320 million in new training costs will spread itself across the industry as a result of FMCSA's HOS provisions.

Compliance



The new provisions to the Federal Motor Carrier Safety Administration's (FMCSA) 2011 Hours of Service rule went into effect on July 1. While disputed in earnest by a small army of industry leaders, including those at SC&RA, the changes will no doubt require a steady amount of adjustment for drivers, and the many companies that now find themselves in the position of having to comply with the new regulations. Additionally, the cost of compliance is likely to be high. The American Trucking Associations (ATA) has calculated that nearly \$320 million in new training costs will spread itself across the industry as a result of FMCSA's HOS provisions.

Despite significant challenges to the provisions, SC&RA members are now faced with the reality that, regardless

of what hang-ups they may have had, they are now in the position of having to address how these new requirements will affect them. The question the industry is asking now is: Where do we go from here?

The FMCSA published its final rule regarding HOS Regulations on December 27, 2011, and established a compliance effective date of July 1, 2013. As recently as March 15, 2013, the ATA challenged several provisions to the FMCSA's HOS rule in the U.S. Court of Appeals in Washington, D.C. Among the challenges were: new restrictions on the restart (which will require that it include two consecutive 1 a.m. to 5 a.m. periods, and limiting its use to once per week); the requirement that the mandatory 30-minute break be off-duty; and the unannounced narrowing of the exemption for local delivery drivers, thus applying the break requirement to these individuals, as well. Along with the restart challenge,

Public Citizen also challenged FMCSA's retention of the 11-hour driving day.

The overall provisions contained the following:

- Use of the 34-hour restart to once every 168 hours (once per week).
- Anyone using the 34-hour restart provision will have, as part of the restart, two consecutive off-duty periods that include 1 a.m. to 5 a.m.
- Prohibition of driving if more than eight hours have passed since the end of the driver's last off-duty or sleeper-berth period of at least 30 minutes. For example, if a driver comes on duty after a weekend off and immediately begins an 11-hour trip, the driver will have to take at least a 30-minute break no later than the eighth hour of the trip, but that driver could also take the break as early as the third hour, leaving a full eight hours to complete the trip.
- Revision of the definition of on-duty time to exclude any time resting in a parked commercial motor vehicle or up to 2 hours in the passenger seat of a moving commercial motor vehicle, immediately before or after eight consecutive hours in the sleeper-berth.

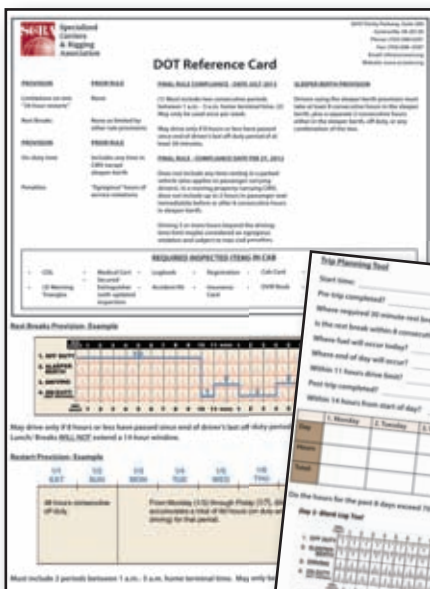
SC&RA has supported the ATA in its effort to challenge the FMCSA provisions, siding with the ATA's stance that "... federal rules further restricting drivers' ability to work and drive would add tremendous cost to the economy and undue burden on drivers while providing minimal possible safety benefits."

Big impact

The regulations will certainly have an impact on SC&RA members. As representatives at the ATA have stated on

The SC&RA Safety Education and Training Committee has developed a quick-reference card and checklist to assist members in understanding the new HOS requirements. This card is to be used as a resource for drivers and supervisors to ensure the

proper items are available in the cab upon inspection. It also provides specific examples of the correct way to record HOS duty time and breaks. This and other helpful materials can be downloaded at www.scranet.org.



conundrum



their website, the industry “finds itself in a hope-for-the-best-and-prepare-for-the-worst position.” Regardless of the reactions and/or adjustments the industry will be forced to confront as a result of the changes, SC&RA members should be prepared to embrace new training and associative costs. SC&RA members would also be wise avoid the consequences of non-compliance by recognizing the facets of the new rules that will affect them the most, and adapting accordingly.

Among these facets are some areas of focus that will no doubt require steady attention.

- Team Driver issue – possibly having to use multiple drivers on permit load trips in order to meet and stay in compliance with various states’ HOS (particularly night time travel) rules.
- Save Haven (parking) congestion issue – new HOS rules will likely cause even more congestion in usual permit load safe haven parking areas, including shipping lots, truck stops, rest areas, etc.
- SC&RA members will need to train drivers more consistently on close-quarter maneuvers to prevent the possibility of more accidents.
- A greater shortage of available parking areas, and more detailed, advance planning by operations departments will likely be needed to address this issue.
- Potential increase in driver-risk behaviors, such as speeding and cutting corners, in an attempt to meet deadlines while complying with stricter HOS rules.
- Increased difficulty meeting the various permit rules unique to different states

(already a challenge for many SC&RA members.) An example would be: lining up law enforcement escorts will likely prove more difficult as available time frame of permit load drivers and available drive time shrinks.

Additional costs and safety concerns are obviously at the top of the list for all SC&RA members in response to the new HOS rules. Congestion, team driving, close-quarter maneuvers, potential driver-risk behavior and state permit compliance will no doubt take its toll on everyone involved in the commercial vehicle industry.

Is there a silver lining? That remains to be seen. We will have a much better comprehension of the outcomes that these new provisions generate in the coming months and years – as adjustments are made and alternative solutions, as well as costs, become easier to measure against the general context of the new reality we now face. What becomes extremely important to the success of SC&RA’s many members, and in effect, the continued growth of the industry, is that we treat this development with the same preparation and basic hard work that has made us all who we are today – and, in turn, has allowed this industry to become something we’re all proud to be a part of. This is a new challenge, indeed, but we must remain vigilant and prepared to make the adjustments that will allow us all to continue operating on a productive level.

Training component

For many SC&RA members, incorporating both driver training and internal planning procedures into daily operations sooner than later will be a critical first step. SC&RA has been suggesting for months that companies start training their employees early. Some tips to consider are: face-to-face, personalized training; integrating HOS training into current training regimens; using real-world examples by comparing and contrasting log books between current drivers and trainees; always updating route-planning protocol – regardless of the method, make sure route plans are up-to-date with new HOS rules.

SC&RA member Geary Buchanan, president of Buchanan Hauling & Rigging,

Inc., Fort Wayne, Indiana, has taken some proactive measures to ensure his drivers are ready for the changes. “We’ve had our eye on the developments for a while now,” he explains. “We were worried that our drivers wouldn’t understand exactly how the changes would affect them, so we had our safety director, Sherry Collins, meet with each of them in small groups to ensure they were up to speed on the new regulations. We really feel like the heavy haulers are going to be a targeted group, so we’re doing everything we can to prepare our drivers.”

Through conversations with officials at major law enforcement organizations nationwide, SC&RA has learned that motor carriers should expect enforcement of the new regulations from day one of the scheduled implementation date (July 1st). Whereas some jurisdictions have indicated that some leniency will be considered, it is essential that operators understand that it has been widely stated that they’ve had plenty of time to become familiar with the new provisions. Assuming companies will be given a grace period is simply a risk that’s just not worth taking.

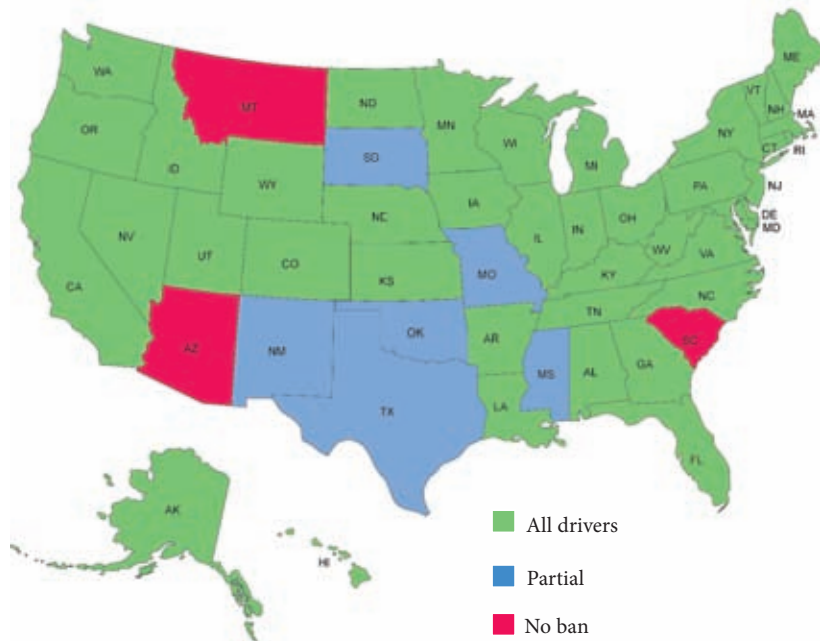
According to their website, the ATA contacted some of the industry’s leading trucking companies about how they are preparing for the new rules. The document, titled Preparing for Hours of Service (HOS) Changes, encourages companies to educate not just their drivers, but also the shippers and brokers they do business with. It also contains links to additional resources. It is free and available to the public online through ATA’s website (www.truckline.com). Further questions regarding this document can be directed towards Sean Garney, at sgarney@trucking.org.

The FMCSA emphasizes that violation of the new HOS rules will have negative consequences on a carrier’s Compliance, Safety and Accountability (CSA) scores. As a result, SC&RA has urged its members to conduct thorough training of all drivers and related personnel. Pertinent SC&RA-recommended HOS information and training material can also be found in the “Interstate Truck Driver’s Guide to Hours of Service” within the “Rules and Regulations” section on the FMCSA website (www.fmcsa.dot.gov). ■

Robert Moore and **Kate Lasky** report that distracted driving laws are getting more stringent.

The map shows states which have enacted texting laws.

Distracted



SOURCE: INSURANCE INSTITUTE FOR HIGHWAY SAFETY

Distracted driving continues to be a leading cause of crashes, injuries and fatalities. Distractions can take the form of visual, where the driver takes his eyes off the road; manual, where the driver takes his hands off the wheel; and, cognitive, where the driver’s mind is pre-occupied with a task other than driving, such as a phone conversation, text message exchange or listening to a GPS recite directions. Sometimes all three are involved, setting the stage for a deadly accident.

Cellphone and texting laws are nothing new. Currently, 11 states and the District of Columbia ban talking on a handheld cellphone while driving. Use of cellphones by novice drivers is restricted in 36 states and the District of Columbia. Bans on text messaging while driving, are the most restrictive, with 39 states and D.C. banning texting for all drivers. Many cities have enacted additional bans on cellphones and texting, which are more restrictive than their state limitations.

The clear intent of these laws is to minimize distracted driving and eliminate dangerous behaviors that take a driver’s attention away from the road. Unfortunately, the laws are often drafted in such a way that they are overly broad, inconsistent, or have unintended consequences. In fairness, creating a law that properly bans “distracted driving” is an arduous task, as there are countless factors that can “distract” a driver. Establishing a law to ban every type of distraction would be nearly impossible, and enforcement of such laws would be even more difficult.

California litigation

This issue of overly broad legislation recently became the subject of litigation in California. Enacted in July 2011, California Vehicle Code §23123 states “A person shall not drive a motor vehicle while using a wireless telephone unless that telephone is specifically designed and configured to

allow hands-free listening and talking, and is used in that manner while driving.” In *People of the State of California v. Spriggs*, Steven Spriggs was cited for violating this statute when he was cited for driving and looking at a map on his cell phone while holding the phone in his hand. The defendant argued that the statute was not designed to prohibit using the phone to look at a map, but rather to eliminate holding the phone while conversing, and as such, he was improperly given a citation. In determining how to interpret the word “using” in the statute, the Court had to look to the legislative history of the law.

In reviewing the analysis and comments of the Senate bill, the Court found that the goal was to “improve reaction time in the event of an emergency by requiring both hands to be on the wheel” and also examined the physical distractions of picking up a phone, punching numbers, holding the phone, and pushing a button to end the call.

As such, the Court found that neither the plain language of the statute, nor the legislative history, supported the defendant’s position that the law was only to prohibit hands-on conversing. Rather, the Court held that the statute is designed to prevent a driver from using a wireless phone while driving, for any purpose, unless it is being used in a hands free manner.

As a result, drivers in California can

no longer look at maps or GPS devices while driving and holding the device. The device must either be mounted in the car, or the feature enabling the directions to be spoken, must be activated. While it is clearly dangerous to hold a mobile device and have your eyes diverted to the device while driving, it is difficult to ascertain how diverting one’s attention to a mounted GPS would be any safer. Using a paper map in a car would clearly distract a driver’s attention. Often these laws are more focused on outlawing devices and targeting specific activities, rather than correctly focusing on the bad driving. Of course, the safest way to handle the map and GPS issue would be for the device to be set to a mode where the directions are spoken, so that the driver can keep both hands and eyes on the road. This ruling from California highlights the troubles in drafting overly broad legislation.

Many other states also have “no talking or texting while driving” statutes that are drafted in a similar broad-based fashion. It is likely these similar issues will be litigated in multiple states, in an effort to determine exactly which activities are being banned and restricted. In fact, new guidelines issued in April by the National Highway Traffic Safety Administration (“NHTSA”) are aimed at making it harder for drivers to become distracted by navigation and infotainment systems in new cars, by encouraging car companies to create a



driving

program that deactivates the ability to manually enter information when the car is in motion. However, opponents say this will easily backfire into drivers using their personal smartphones instead of the vehicles built in system.

Minimizing exposure

To minimize your company's exposure, it is important to understand how you may be liable for an employee's accident caused by distracted driving. Under the legal theory of vicarious liability, or respondeat superior, an employer is liable for the negligent actions of its employees, if the employee was acting with the scope and course of employment at the time of the accident. What does this mean? Unfortunately, it has had broad interpretation in case law. Scope and course of employment has been held to include driving after normal business hours when the employee was in a company vehicle, sightseeing on business trips, calling an employer outside of

business hours, and many other examples.

Because distracted driving claims are easy to allege by obtaining mobile device records, and hard to disprove because the precise time of an accident is often unknown, this opens up significant liability. If your employee caused the accident, it is likely the plaintiff will come after your company under a theory of vicarious liability, as you have deeper pockets than your employees. The plaintiff is often able to increase the award by making a claim for punitive damages and showing that your employees have a history of distraction-related behavior, multiple accidents, an unenforced or non-existent company safety policy, or other evidence that might establish willful and wanton disregard for the safety of others.

So what should you do? You must understand, as an employer that you have a duty to exercise reasonable care to control the activities of your employees when they are acting on your behalf and/or are using your company vehicles. Even

if the employee is "off duty," they are acting under the scope of employment if they are in your company vehicle, and your company can be held liable. To that end, it is imperative that you have a mobile device safety program and that you use it. Know the laws in the states your company does business, and develop a policy that fits. ANSI standard Z15.1 "Safe Practices for Motor Vehicle Operations" contains a template safety program that applies to all licensed motor vehicles. This standard requires a written safety policy that makes all drivers obey local, state and federal laws and regulations regarding distracted driving. By not having a policy, you are setting up easy evidence of negligence that a standard of care has been established, and your company decided not to follow it. After tailoring a policy to your company, training employees and drivers, and enforcing the policy is crucial. The policy has to be more than a written document, employees must understand and comply with it, and repercussions should occur for those who do not. An unenforced policy can be more detrimental than not having a policy at all. ■



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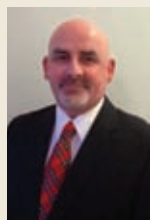
Konecranes' Lang brings home coveted award**Jim Lang**

The Association of Iron and Steel Technology has given Jim Lang its 2013 Crane Innovator of the Year Award.

The AIST Crane Innovator of the Year Award recognizes the individual who has brought forth the latest in technology or increased efficiencies in operational and maintenance practices for the continuous improvement of heavy industrial cranes. Coming from one of the most prestigious steel mill organizations in the industry, this award recognizes Lang's

innovative work to increase crane safety.

In his work for the Konecranes Training Institute, Lang spearheaded work on a Crane Accident Analysis study. This examination helps increase crane accident awareness and crane safety for steel mills and factory operations. "We are very proud that Jim has received this honor," said Bernie D'Ambrosi, VP and director, region Americas service at Konecranes. "The invaluable work he's done here at Konecranes reflects our spirit of safety and innovation, and we're proud to see him recognized for it."

Fontaine Heavy-Haul names director of R&D**Neil Robertson**

Fontaine Heavy-Haul hired Neil Robertson to be director of research and development. He will report directly to Randy McGuire, president of Fontaine Heavy-Haul.

"We're delighted to have Neil on our team; with almost 30 years in the trailer industry he brings a broad depth of experience to Fontaine Heavy-Haul," said McGuire. "He really understands this business from the ground up."

Doogan named regional sales manager**James Doogan**

The ALL Erection & Crane Rental Family of Companies announced James Doogan as its new regional sales manager for both Central Rent-A-Crane and Central Contractors Service. Central Contractors Service and Central Rent-A-Crane serve markets in greater Chicago, northern Indiana, southern Illinois, St. Louis, Missouri, and Iowa, and have been members of the ALL Erection & Crane Rental Corp. Family

of Companies since 1977.

Doogan's territory includes a broad swath of the Midwest, including southern Illinois, parts of Missouri and southern Indiana.

He has been in the crane rental industry for over 20 years. He joins ALL after 11 years spent as area sales manager for the North Central, Great Lakes, and Midwest regions of Essex Crane Rental Corporation, headquartered in Buffalo Grove, IL.

Prior to his years in sales, James worked as a crane operator, earning experience in assembling, maintaining, rigging and repairing cranes. ■

Rowe Transfer, Inc.

was recently presented a Silver award by Great West Casualty Company as part of the 2012 National Safety Awards Program. Rowe Transfer is a specialized carrier who was founded in Knoxville in 1883. The National Safety Awards program recognizes carriers in similar operations (truckload) and less than truckload) with awards based on their year-end preventable accident results. Carriers are eligible to receive a Platinum, Gold, Silver, or Participatory award. This past year, the National Safety Awards program drew over 750 participants.

■ LSI has added industry veteran **Tom Zanoone** to its sales team. Zanoone will be based out of Omaha and will be covering a number of Midwestern states as his sales territory. Zanoone previously worked as a field service rep, service manager, training administrator and technical writer for PAT/Hirschmann.

■ Cargotec has appointed **Mikko Pelkonen** as senior vice president, human resources as well as a member of its executive board. Pelkonen will report to president and CEO Mika Vehviläinen and will be responsible for corporate human resources strategy and implementation. The appointment takes effect in August 2013.

■ At the age of 83, **Jacquelyn (Jackie) L. Curran** passed away peacefully on June 2. She was preceded in death by her husband, John, and sister Patricia Coleman, and was the beloved mother of Lawrence (Linda), Colleen, Lee Ann (Michael) O'Brien, Jeffrey, and Terrie (Eric) James; the loving

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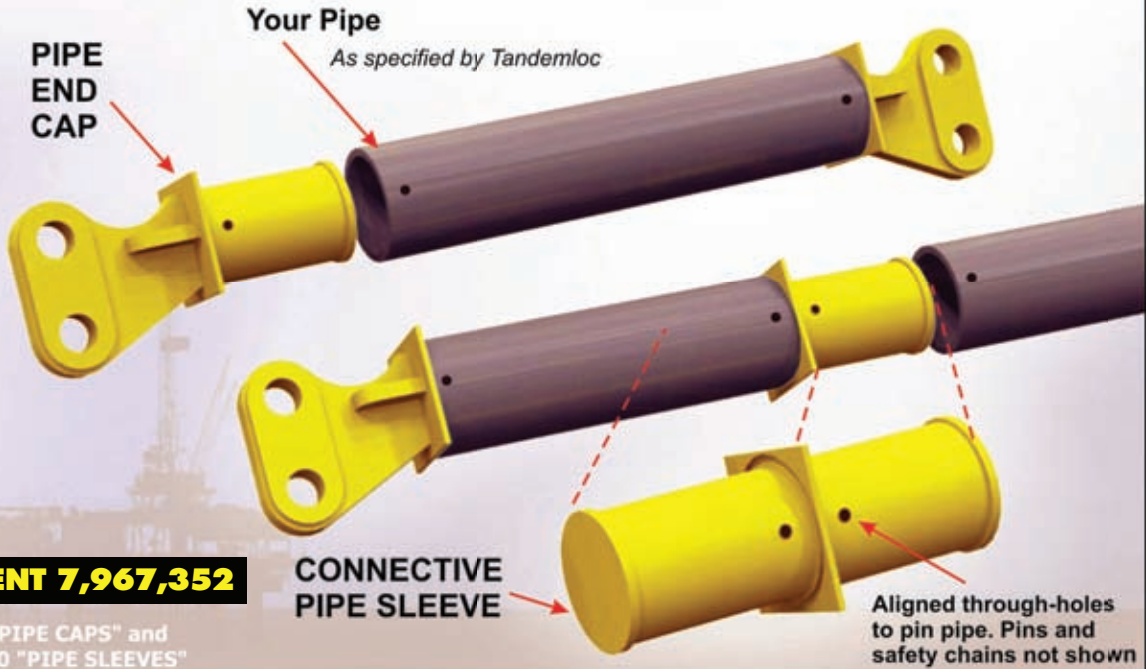
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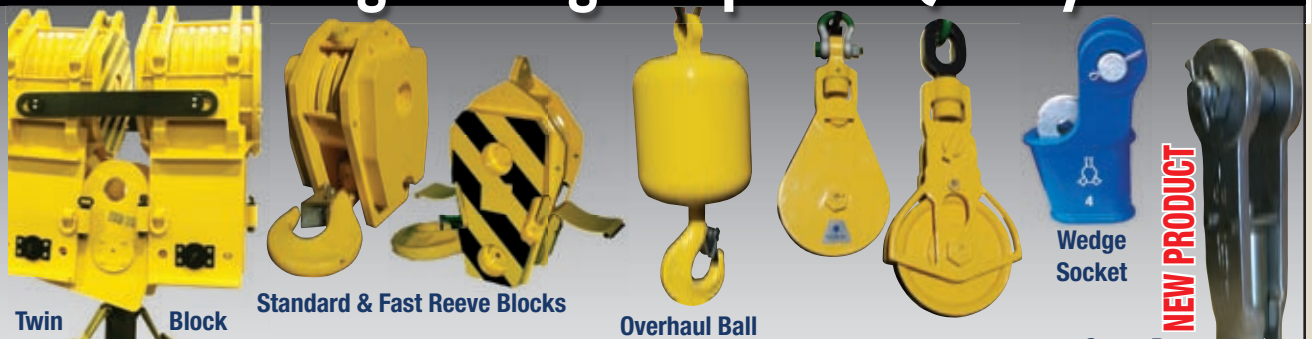
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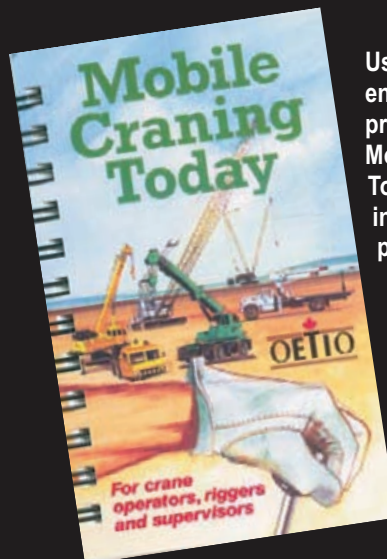


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