

# ACT

The magazine for the crane, lifting and transport industry

[www.khl.com/act](http://www.khl.com/act)

A KHL Group Publication

**One-on-one with  
Jim Robertson**

**Market heats  
up for super  
heavy lifters**

**Crane  
stabilization  
primer**

## MARKETPLACE

PRODUCTS, PARTS  
ACCESSORIES 78

EQUIPMENT FOR  
SALE OR RENT 92

SAFETY, TRAINING &  
INDUSTRY SERVICES 100

TRANSPORT &  
HEAVY HAUL 102

## Terrific Tilt-Up

**Citadel breaks  
the record!**

Official domestic  
magazine of the  
SC&RA



**SPECIAL SECTION:**  
SC&RA Crane  
& Rigging  
Workshop  
Show Guide  
p55





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**From left to right:** Brent Moody, Specialized Transportation Program Manager, Hank Butler - Vice President of Underwriting, John Brotsos - Inland Marine Program Manager



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*Ron Babb — Crane Operator, Reed & Reed Construction*

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Grove   Manitowoc   National Crane   Potain





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# Getting it right

For many, it is discouraging that OSHA has to extend the compliance date for crane operator certification requirements. And it's also a pain that OSHA will need to reopen, in a limited fashion, the Crane Rule published in 2010 to clarify the type and capacity issue in regards to crane operator certification. But both are necessary steps in order to get it right.

In his Comment column, SC&RA Executive Vice President Joel Dandrea offers a thoughtful analysis of the type and capacity issue and what it will take to solve it. I am pleased to see SC&RA state so clearly that it is "100 percent supportive of OSHA's decision to reopen the rule."

Also in the realm of advocacy, SC&RA's Director of Advocacy Steven Todd contributes to *ACT* this month with an article that shows how SC&RA, transportation organizations and state Departments of Transportation have worked together to harmonize the permitting process for oversize/overweight loads. While there is still more work to be done, uniformity in the permitting process is happening. Someday soon there truly will be "one-stop shop permitting." While we are not there yet, Todd reports on the progress and the partnerships that have been formed in the process.

The big event this month is the SC&RA Crane & Rigging Workshop in Orlando. Workshop Chairman David Cowley and the SC&RA staff have cooked up an engaging event that includes time for educational seminars, networking and the exchange of ideas. Lindsey Anderson has written up our Workshop Show Guide, which provides an overview of all the companies that will be participating in the Exhibit Center.

Also in this issue we take a look at the market for super cranes, those cranes in the 1,000 to 5,000-ton capacity range. These beasts are taking on a range of energy and industrial projects around the world, and prospects are strong for growth in this market sector. David Duerr contributes an article that outlines the basics of mobile crane stabilization. Our Site Reports chronicle two interesting jobs: Specialized Inc.'s challenge of moving two turbine runners across the country and Citadel Construction's efforts to lift and place the world's largest Tilt-Up panel. Plus, our interview is with Jim Robertson, president of Allegiance Crane & Equipment.

We are looking forward to ICUEE, which will be held October 1-3 in Louisville. Anderson provides a preview of the event this month and in the October issue she will contribute a full-blown ICUEE Show Guide.

Until then, see you in Orlando.

**D. ANN SLAYTON SHIFFLER**

**Editor**

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## Crane portfolio



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**ACT TRANSPORT 50**

**IC50 TopLift**

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# LIEBHERR

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Citadel Contractors used its Liebherr LR 1300 to lift and install the widest Tilt-Up panel ever. See our Site Report Lifting on page 46.



www.khl.com

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Official domestic magazine of the SC&RA

## NEWS

First Liebherr LTR 1220 telescopic crawler delivered in U.S.; Tadano America launches 160-ton capacity rough terrain crane; PSC introduces new SPMT 600; Q2 results and other industry news.

## ICUEE PREVIEW

ICUEE is right around the corner. Here's a quick glance at what attendees can expect.

## BUSINESS NEWS

*Chris Sleight* reports on retreating rallies in the market.

## SAFETY/TRAINING

Can you remember a time when training has landed on different ends of your personal spectrum of enjoyment? *Daniel Erwin* discusses the best methods of providing training.

## CERTIFICATION NEWS

Visit ICUEE, leave CCO certified; and CCO Service Truck Crane Prep Course offered.

## SPECIALIZED TRANSPORT

*Steven Todd* reports on the progress that has been made in the harmonization of permitting.



## INTERVIEW: JIM ROBERTSON

Allegiance Crane's Jim Robertson talks to *D. Ann Shiffler* about why he's excited about the future of the crane business and especially about the prospects for his company.

## PRODUCT FOCUS: SUPER CRANES

The market for super heavy lift cranes continues to exceed expectations. *D. Ann Shiffler* reports.

## REGIONAL REPORT: SOUTHERN U.S.

*Hal Lundgren* reports that the energy sector leads the way for a southern economic revival.

## 8 INDUSTRY FOCUS: EQUIPMENT FINANCING

Tina Cawthorn discusses non-traditional business financing options.

## SPECIAL REPORT: CRANE STABILIZATION

David Duerr discusses what needs to be done to assure safe support for a mobile crane.



## SITE REPORT: TRANSPORT

Specialized Inc. hauled two giant turbine runners some 13,384 permitted miles.

## SITE REPORT: LIFTING

Citadel Contractors' LR 1300 lifted and installed the world's widest Tilt-Up panel.

## PEOPLE AND EVENTS

Schiller named EVP of Manitowoc Crane Care; Sims Crane names Hollister SVP of business development; plus highlights and events.



## COMMENT

SC&RA believes it can best assist its members by publicly supporting OSHA's decisions on the issue of type and capacity.

## NEWS

*Mike Chalmers* reports that the future of privacy law is about to go social.

## SHOW GUIDE

*Lindsey Anderson* rounds up information on all of the exhibitors at the SC&RA's Crane & Rigging Workshop Exhibit Center.

## RISK MANAGEMENT

*Brent Moody* discusses the Motor Carrier ACT of 1980.

## MARKETPLACE

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

|                             |    |
|-----------------------------|----|
| PRODUCTS, PARTS ACCESSORIES | 78 |
| EQUIPMENT FOR SALE OR RENT  | 92 |

|                                      |     |
|--------------------------------------|-----|
| SAFETY, TRAINING & INDUSTRY SERVICES | 100 |
| CAREER OPPORTUNITIES                 |     |
| TRANSPORT & HEAVY HAUL               | 102 |



■ Crane Institute Certification is now offering certification programs for operators of articulating boom cranes and digger derricks. "Many companies are seeking operator certification because their customers are requiring it. We are also seeing a push for articulating crane and digger derrick operator certification from insurance companies," said Bill Schofield, technical consultant to Crane Institute of America, Sanford, FL., and chairman of the Multi-Purpose Equipment program development committee.

■ Link-Belt employees recently teamed up with the Lexington Habitat for Humanity to provide over 1,240 working hours for two separate build projects. In total, 154 Link-Belt employees were involved with two home projects: one on Price Road, the other on Charles Avenue; both located in Lexington, KY.

# Impressive new RT from Tadano America



Tadano America has launched the GR-1600XL-2, the company's range topping rough terrain crane. The new crane boasts a capacity of 160 tons and features a newly designed 200-foot, 6-section rounded boom, providing a maximum 201-foot lifting height, and 185-foot load radius, powered by a single telescopic cylinder. Extra reach is provided by a 2-stage, bi-fold lattice tilt jib, which extends tip height to 257 feet and a load radius to 200 feet.

## Tadano's latest rough terrain crane, the GR-1600XL-2.

The company said the crane was designed based on customer input. Tadano introduces the highest lifting capacity rough terrain crane utilizing Tadano's first compact 3-axle carrier. The new 3-axle carrier has improved maneuverability to navigate confined job sites with 6x4x6 drive, plus four steering modes, and a turning radius of 32 feet, 6 inches with 6-wheel steer. For ease of transport, the self-removable counterweight and outriggers require no assist crane. In addition, the cab tilt system design improves operator visibility for high-reaching operations.

The GR-1600XL-2 comes

standard with such features as HELLO-NET, used to monitor crane activity straight from your computer or mobile device; the eco-mode and positive

control systems that reduce fuel consumption while the crane is being operated or on standby; and Tadano's exclusive asymmetrical, multi-position outrigger setups for maximum utilization of crane lifting capacities when operating in confined areas.

The crane comes standard with an automatic moment limiter (AML-C) which allows the operator to preset a custom working environment. The operator can preset the load radius, boom angle, tip height and swing range, enabling safe and seamless lifting operations. ■

## Tablet edition of ACT

The FREE tablet edition of the *American Cranes & Transport* is now available for download. This convenient format offers additional images and video alongside all the text and pictures from the print version.

The tablet version of *ACT* can be downloaded through the Apple Newsstand on iPads or through the Pocketmags app. Adding this app to either Apple or Android tablet devices enables the magazines to be downloaded.

The tablet edition can also be downloaded directly from the Pocketmags website – [www.pocketmags.com](http://www.pocketmags.com) – to such devices as Kindle Fire and Blackberry Playbook, as well as on PCs and Macs.

Other magazines from KHL are also available as tablet editions, including *International Cranes* and *Specialized Transport*, *Construction Europe* and *International Construction*.



**Taylor Crane & Rigging, based in Coffeyville, KS, has added 32 new axle lines of Scheuerle Kamag K25 specialized transporter to its fleet. The order included 22 axle lines of pulled trailers H (Regular) and SL (Split types). In addition, four Power Booster axle lines and six self-propelled axle lines were acquired. The purchase means TCR won't need to rent a transport unit from Dallas, the closest available base for a transport trailer of this kind, a company spokesperson said.**



## World class events

**WORLD CRANE AND TRANSPORT SUMMIT 2013**  
AMSTERDAM  
OCTOBER 29-30

The 2013 World Crane & Transport Summit will be held in Amsterdam October 29-30 at the NH Grand Hotel Krasnapolsky. The previous 2011 Summit attracted more than 275 leading crane and transport professionals from around the world and included top crane and transport associations SC&RA, ESTA and CICA, together with many of their members.

**INTERNATIONAL TOWER CRANES 2013**  
www.khl.com/events  
Nov. 4-5  
Kempinski Hotel Bristol in Berlin, Germany

On the heels of the WC&TS is the third International Tower Cranes 2013 November 4-5 at the Kempinski Hotel Bristol in Berlin, Germany. A top level conference and networking event to exchange information and discuss best practice on vital industry topics, the conference will be devoted entirely to tower crane users, manufacturers, designers and buyers. ■ For registration information regarding both events visit: [www.khl.com/events](http://www.khl.com/events)

# Liebherr telescopic crawler gets to work

Transportation Partners & Logistics has taken delivery of the first Liebherr LTR 1220 telescopic boom crawler crane in North America.

With a rated lifting capacity 242 tons and a 197-foot telescopic boom, TP&L's new LTR 1220 is the largest telescopic boom crawler crane in the U.S., Liebherr said.

The crane was delivered to TP&L's rail distribution yard in Garden City, Kansas, at the end of July. It was put to work unloading wind turbine mast sections off rail cars and loading them onto trucks for onward road transport. ■



The new LTR 1220 is unloading wind turbine mast sections off rail cars.

## PSS launches HookCam system

Pacific Systems Solutions has launched the Generation Five model of the HookCam, a camera system that attaches directly to the hook block of a crane and wirelessly transmits a video stream to the operator in the cabin.

HookCam gives operators a live view from their hook's perspective, eliminating blind spots and allowing crane operators and riggers to work more safely and efficiently. The HookCam also allows the operator to see the pace and swing of the load, and gives the operator more awareness

of the situation and potential accidents.

New features for Generation Five include an adaptable mounting system, sleeker design, more efficient battery, solar charging and options for black box recording. ■



HookCam gives operators a live view from their hook's perspective.

■ Miller Lifting Products has added a range of European-standard lifting hooks to meet demand from U.S. operators using cranes manufactured in Europe. The DIN standard hook latch kits offer single and double hooks meeting European standards.

■ U.S. construction machinery exports dropped 21 percent during the first half of 2013, with \$10.8 billion shipped to global markets compared to \$13.7 billion at midyear 2012, according to the Association of Equipment Manufacturers.

■ Albacor Shipping transported a 239-ton transformer from New Orleans to Mt. Vernon on a pink barge to help fund cancer research. It was then loaded onto a railcar and transported to Lewis Center, OH. The pink barge, Big Hope 1, was constructed by Ceres Barge Line to raise awareness for cancer research. Ceres will donate a percentage of earnings to the Mary Crowley Cancer Research Center in Dallas.

HIGHLIGHTS





# New SPMT 600 rolled out by PSC

PSC has launched a new self-propelled modular transporter. The SPMT 600 is 30 3/8 inches tall and 7 feet, 6 inches wide and can transport up to 67.5 tons or 22.5 tons per axle line. The SPMT 600 has pivoting wheel assemblies to allow the trailer to move forward, backward and sideways, according to the company. The unit can also rotate 360 degrees without changing its midpoint. It is operated by remote control and has a wireless control system, Intellidrive. It can be

transported on a standard flatbed trailer.

"The SPMT is a game changer for every plant that needs to move heavy

equipment through small entries and within narrow passageways," said Tommy Morrison, PSC director and senior project manager. ■

**PSC's SPMT 600 shown transporting knuckle boom cranes.**



## Terex crane sales increase

Terex reported a -5 percent year-on-year drop in revenues for the second quarter to \$1.9 billion after gains in its aerial work platform (AWP) and cranes divisions were offset by other declines.

Total operating income stood at \$85.3 million, compared to \$175 million in

the second quarter of 2012. Terex said the figure was hit by restructuring charges of \$65 million during the three months to the end of June.

Terex Cranes, meanwhile, reported +3 percent year-on-year growth in revenues to \$521 million for the quarter, but operating income dropped

to \$23 million, compared to \$50 million in the second quarter of last year. Terex said while global markets were softer than it had expected, it had seen improved orders for large crawler cranes.

Terex revised its full-year forecast and now expects to achieve total revenues of between \$7.5 billion and \$7.7 billion in 2013, down from its previous estimate of \$7.9 billion to \$8.3 billion.

## Manitex record revenue

Manitex International posted record net sales of \$62.6 million and record net income of \$2.7 million for the second quarter of 2013. The company posted a 19.2 percent increase in net revenue, up from \$52.5 million in the second quarter 2012, and up 5 percent on Q1, 2013 figures, where revenue was \$59.6 million. Net income was up 15 percent to \$2.7 million, compared with \$2.3 million for the same period in 2012.

The quarter also saw Manitex complete the acquisition of Sabre Manufacturing, an Indiana-based manufacturer of specialized trailer tanks for liquid and solid storage and containment solutions. The purchase price was \$14 million.

The company's total forecast operating margin for the year is between 6 percent and 7 percent, compared to its previous outlook of between 7 percent and 8 percent. ■

**Modulift has launched its first modular spreader frame, the CMod Spreader Frame. The new frame is built using Modulift struts and CMod corner units, which are available in sizes from CMod6 up to CMod70, a company spokesperson said. The design means that existing spreader beams can be adapted into a frame by bolting on the CMod corner units. The frames have a capacity of 70 metric tons and range from 0.5 meter square to 12 meters square. The system has been designed to BS EN 13155 factors.**



## Manitowoc crane sales up in Q2

Sales in Manitowoc's crane division increased 7.6 percent in the second quarter of 2013. Second-quarter net sales were \$656.9 million, up from \$610.7 million in the second quarter of 2012. Manitowoc said the increase was driven primarily by continued growth in the Americas for crawler cranes, large rough terrains, and from strong performance at Crane Care.

Operating earnings were \$65 million, up 25 percent on the \$52 million of the same period of 2012. The operating margin was 9.9 percent, up from 8.5 percent in the same period a year before.

For the Manitowoc Company, including both the cranes and foodservice divisions, sales were reported at \$1.05 billion for the second quarter of 2013, an increase of 5 percent on the \$997.2 million for the second quarter of 2012.

**Check out the TCC-750 at Booth #N2046!**



  
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# Louisville expo

ICUEE is right around the corner. Here's a quick glance at what attendees can expect at this hands-on equipment expo.

SHOW INFORMATION

Kentucky Exposition Center  
937 Phillips Lane  
Louisville, KY 40209

## TUESDAY, OCTOBER 1

**Opening ceremony:** 8 a.m. to 8:30 a.m.  
**Exhibits:** 8:30 a.m. to 5 p.m.

## WEDNESDAY, OCTOBER 2

**Exhibits:** 8:30 a.m. to 5 p.m.

## THURSDAY, OCTOBER 3

**Exhibits:** 8:30 a.m. to 2 p.m.

### Registration Fees and Deadlines

Advance Rate/Standard Rate

### 2013 Show Badge and Entrance to Exhibits (non-refundable)

\$20/\$40

### Education Session Tickets

\$55/\$65

Advance Pricing Expires September 7  
[www.icuee.com](http://www.icuee.com)

### Web Registration

Web registration will remain open on the show website through October 3. Visit [www.icuee.com](http://www.icuee.com) to register online and print confirmations. Bring confirmation papers to the Express Badge Pick-Up counter onsite to have badges and tickets printed.

### Express Badge Pick-Up

Name badges and tickets will not be mailed in advance. Present bar-coded confirmations onsite to be scanned at the Express Badge Pick-Up counters located in the South Wing, Lobby C of the Kentucky Exposition Center. Badges and tickets will automatically print. Photo ID (driver's license, passport or government issued photo ID) might be required at the Express Badge Pick-Up counters. Visitors will be allowed to pick-up multiple badges within a group by providing confirmation information.

**M**ore than 800 exhibitors are expected to show their wares at the 2013 International Construction & Utility Equipment Exposition (ICUEE) Oct. 1-3 at the Kentucky Exposition Center in Louisville, KY.

ICUEE offers hands-on equipment demonstrations, where attendees can test-drive underground and at-ground equipment in job-like conditions. Show organizers estimate around 16,000 will attend the show, which sold 1 million net square feet of exhibit space 11 months before the show's kickoff.

"Attendees highly rate the show's exhibits, demos and education, but they also tell us an invaluable benefit of ICUEE is the opportunity to get recharged and re-energized: meet with their industry peers face-to-face and see what's new," says Show Director Sara Truesdale Mooney.

There will be a number of new products and services exhibited and *American Cranes & Transport* will present a full show guide with all the details in our October issue, which will be distributed at the show.

Also new for 2013 is ICUEE's indoor Exhibitor Demo Stage where attendees will have more opportunities for a first-hand look at new technologies in action. Show management developed the indoor program in response to attendee feedback: 90 percent of utilities and utility contractors in a show survey said that demonstrations at ICUEE affect their



decision to attend, and 84 percent said product demonstration opportunities and operating equipment influence their buying decisions.

NCCCO will reprise its popular Lift Safety Zone in Area N, Booth N1053. The LSZ will spotlight NCCCO certification programs designed specifically for the utility industry.

The ICUEE Exhibitor Demo Stage will run during show days and exhibitors will offer 20-minute educational and interactive segments that highlight the performance or merits of a product/service in actual use or simulated situation. ■





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The mainstream market indices continued to fly high through the mid-summer period, while the heavy equipment sector continued to weaken. **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.**

# Rally retreats

**T**he Dow continued to set record highs throughout July and August, and remained well above the unprecedented 15,000-point mark for much of the mid-summer period. Its new found growth, and that of other benchmarks like the NASDAQ and S&P 500, came as investors shrugged off any fears about the tapering off of quantitative easing – the Fed's policy of 'printing money' to boost the economy.

## No net gains

In contrast to the gains of 20 percent or more seen by these indicators over the last 12 months, the ACT Heavy Equipment Index (HEI) continued to fall over the summer. By late August it was back to where it was a year ago, with no net gains and no clear trajectory.

This separation of fortunes dates back to around the start of 2013, and reflects the different drivers for blue-chip stocks and benchmark

indicators, compared to the equipment industry.

As impressive as the Dow's growth has been, it does not seem to be warranted by the current economic picture. Although the recovery has taken root, it looks a little tepid – GDP growth will be about 2 percent this year, and unemployment is taking time to fall. Hardly the conditions you would expect to herald record stock market valuations.

The most likely explanation is that the Dow and other well-known indicators have become the new safe haven for investors. The price of gold is in decline, and the low interest rate environment means bonds are not particularly attractive. Although equities offer more risk, blue-chips are seen as relatively safe, and offer a steady return on investment through dividends.

In contrast, the heavy equipment sector's performance reflects the

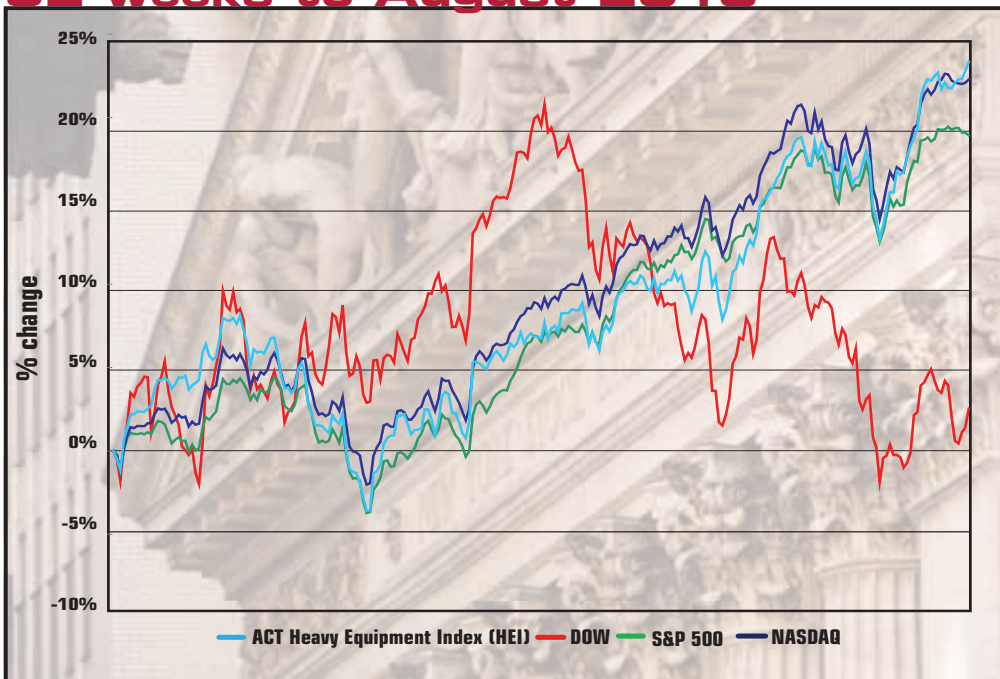
challenging year being experienced on global equipment markets. The buoyancy has gone out of many emerging countries – most notably China – and economic growth in developed parts of the world is not yet strong enough to fill the void.

## Global reflections

As a result, sales and profits for the industry this year have been lackluster, and most manufacturers are looking to late 2013 or into 2014 for the situation to improve. The performance of the ACT HEI is a reflection of this.

So while it looks like the ACT HEI is somehow missing out on the wider stock market rally, it is arguably the case that this index is a fairer reflection of global conditions in the industry. The rally is due more to investors' need for a safe haven for their funds at a time when the more traditional destinations are not looking attractive. ■

## 52 weeks to August 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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# Tips for trainers

Can you remember a time when training has landed on different ends of your personal spectrum of enjoyment? **Daniel Erwin** discusses the best methods of providing training.

**T**hink back to the last training you received that inspired, motivated and filled you with knowledge. Now, on that same note, remember the last training that fell flat, bored you or constituted a waste of your time.

My guess is that we all have ample memories of training that has landed on different ends of our personal spectrum of enjoyment. As companies, we are increasingly affected by regulatory agency requirements that have become very specific in governing the information we must provide in training – what must be documented, how long the training must take and other details. Time is money and training is not free; therefore, I think it behooves us as companies to evaluate the topics we are teaching and also the best methods of providing it to gain the most benefit for our employees.

In any topic there are several do's and don'ts that make for the effective completion of a task. In continuation I have included a few of these that I personally have found to be effective tools.

One of the most frequent pieces of advice given to trainers is to avoid using only a single mode of presentation in a class. This refers to the methods of getting a point across – whether it is verbal,

visual, hands on or a variation of other methods. There are numerous studies on the retention of knowledge that show clear results as to the importance of adhering to this principle. The results may vary slightly but every study I have seen produces similar numbers to the ones listed below.

We, as participants in training, retain:

- 10 percent of what we read
- 20 percent of what we hear
- 30 percent of what we see
- 50 percent of what we see and hear
- 70 percent of what we say
- 90 percent of what we do and say

■ 95 percent of what we teach others

These numbers are very telling and don't leave much room for doubt. They should cause us to ask ourselves, how are we doing in this area with our company safety training? Are we trying to incorporate various mediums of training in every class? If we are not, I think it is safe to say, based on these numbers, that we are definitely not getting the whole value from our time in the classroom.

In my research, not only did I discover several recommendations like the ones above, but I also found several lists of things that

are good to avoid in training sessions. I have included some of these tips in the box on this page.

The information in the box is obviously not an all-encompassing list of effective training do's and don'ts, nor could one exist. My new goal as a result of my research is to think back to some of the most effective training sessions I have attended, remember what made them so memorable, and then attempt to incorporate those same techniques throughout our company in every instruction we give. I invite anyone interested to join in this goal with me in your respective companies. ■

## Things to avoid in training sessions

### Fear and anxiety by:

- Implying there is no fix to a problem or indicating the consequences of actions are more serious than they are.
- Stating things like, "You won't understand this principle" or, "It should be obvious that..."

### Frustration creators such as:

- Presenting information in too large of a unit or faster than the group can retain.
- Speaking too softly to be heard.
- Providing un-readable print due to the type being too small, ornate or technical.
- Forcing all to proceed at the same pace, thereby frustrating the slow and boring the quick.

### Humiliation and embarrassment by not:

- Publicly comparing a worker unfavorably with others.
- Laughing at a worker's efforts or spotlighting weaknesses.
- Belittling a worker's attempt to participate with comments like "stop trying to show off."
- Using overly crude, offensive and vulgar language to try to relate.

### Boredom by not:

- Presenting information in a monotone voice.
- Providing information in increments that are so small they require no thought or challenge
- Providing opportunity for feedback (such as computer-based training at a third-party facility)
- Reading rules and regulations out loud.

### Physical discomfort by keeping away from:

- Excessive distractions and/or noise and temperature extremes (if possible).
- Forcing students to sit physically passive for long periods with no breaks.

## THE AUTHOR



### Daniel Erwin

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





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# Visit ICUEE, leave CCO certified

Attendees at this year's International Construction & Utility Equipment Exposition (ICUEE) will have plenty of reasons to stop by the National Commission for the Certification of Crane Operators' Lift Safety Zone in Area N (N1053). In keeping with ICUEE's nickname "The Demo Expo," the Lift Safety Zone will feature demonstrations of the new CCO Service Truck Crane (STC) Operator certification practical exam, as well as demos of the CCO Digger Derrick Operator, Articulating Crane Operator, and Rigger practical exams. Qualified attendees will have an opportunity to try their hands on the equipment's controls to get a feel for the nuances of each machine and test their skills on actual CCO practical exam courses.

## LSZ takes center stage

The LSZ is dedicated to promoting safer working practices for those who work with and around cranes and related equipment and will be taking center stage at the show, occupying 10,000 square feet outside near the main entrance. NCCCO will have crane experts on hand to walk attendees through the test development process and point out the safety benefits of CCO certification. In addition to the practical test courses for service truck cranes, digger derricks, and articulating cranes—equipment used frequently in the utility industry—the LSZ will also feature demos of the CCO Rigger Level I and



NCCCO will demo its articulating crane practical exam for ICUEE attendees.

Rigger Level II practical exams.

To help candidates and certificants make the most of their time at ICUEE, NCCCO will be holding written exams for all of its certification programs on Tuesday and Thursday, as well as practical exams for the new Service Truck Crane Operator certification on Tuesday. These exam administrations will provide a convenient way for attendees to prepare for OSHA's upcoming deadline for crane operator certification and will enable them to leave the show CCO-certified. The written STC certification exam takes approximately 90 minutes and the

practical exam takes approximately 45 minutes. Those who pass both exams will receive a CCO Service Truck Crane (STC) operator certification, valid for five years, reflecting their competence to operate service truck cranes. To register for these exams, contact Shawna Parham at (703) 560-2391, ext. 214 or [sparham@nccco.org](mailto:sparham@nccco.org).

Presented by the Association of Equipment Manufacturers (AEM), ICUEE will be held October 1-3 in Louisville, KY, and expects to host over 800 exhibitors and more than 16,000 attendees. NCCCO is participating to help utility contractors and municipalities understand the safety and cost benefits of lifting personnel certification. Attendees will have ample opportunities to learn about new technologies, innovations, insights, and trends affecting the utilities industry.

## Training offered

In addition to demos of the latest equipment, opportunities to meet with experts, and networking with peers, ICUEE education will be offered through co-located events (see sidebar). Other sessions and workshops will provide a more comprehensive understanding and full insight into key areas or industry segments.

## CCO Service Truck Crane Prep Course offered

A day-long training course to prepare candidates for the new CCO certification exams for Service Truck Crane (STC) operators will be offered at ICUEE by Venturo Training Services. Attendees will receive in-depth instruction on the knowledge and skills tested on the CCO exams.

The course will cover both technical and best practice information and will also include hands-on instruction and operating time on the equipment. Among the topics to be covered are: Site conditions and equipment setup of service truck cranes; general operating practice and lifting principles; technical knowledge of national industry standards/regulations; understanding and interpreting manufacturer's load charts; and crane operation controls and techniques.

To register for the course, email [dfoster@venturo.com](mailto:dfoster@venturo.com) or call 513-772-8448, ext. 109.





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# One-stop-shop

**Steven Todd** discusses progress in the oversize/overweight permitting process.

**L**ocal Permits. Perhaps no two words in the world of oversize/overweight permitting cause more consternation to carriers and local officials. Thanks to persistence and innovative thinking among the carrier industry and state and local officials, a more efficient process is developing allowing for the possibility of pain free, seamless carrier travel across the nation.

Diverse organizations – ranging from carriers and law enforcement to utility contractors and permit officials – have been collaborating and tackling issues of joint concern. Prevailing themes include equity and harmonization of regulations, pricing, enforcement and improved technology, as well as centralization and uniformity in permit issuance.

## Combined objectives

A 2011 law directed then Director of Virginia Motor Carrier Services Director Ken Jennings to form the Permit Equity Study Task Force giving the group the combined objectives of developing a uniform system of permitting as well as a comprehensive, tiered schedule of fees.

A key member was Dean Godwin, a local law enforcement and permit official.

“When the state became motivated by the need to make the Virginia Ports more accessible, we saw this as an opportunity to bring all the parties together to achieve something unique in the permitting world,” Godwin says.

From the Permit Equity Task Force came legislation coupling the permit fee increase with the inauguration of one-stop-shop permitting. Today, carriers may apply for local annual permits through Virginia’s automated permitting system.

Wayne Davis, Deputy Director of Motor Carrier Size & Weight Services, believes more permits, including some single trips, will be added as more local jurisdictions climb on board.

SC&RA Vice President and Permit Equity Task Force member Doug Ball says, “We cannot forget transportation of over-dimensional cargo is a partnership between government, enforcement and industry and you can’t have a true partnership without trust, respect for each other and meaningful dialogue.”

Improving commerce, customer service

## The benefits

- Increase in contingency responsiveness, future planning and engineering.
- Increased communication across all stakeholders.
- Fair, consistent pricing and enforcement.
- Increase in safety and compliant travel across all jurisdictions decreasing delays and unnecessary penalties.
- Increase in trust, cooperation and respect among stakeholders by decreasing acrimony, confusion and disputes over the dynamic reality of regulations.



**Continuous harmonization is making the process for obtaining oversize/overweight permits easier.**

and continuous harmonization of city and state processes led the state of Maryland and the city of Baltimore to expand the issuance of all permits within the states’ automated permit system. Officials anticipate this “one stop shop” will be available for customers by the end of 2013.

“Making it easy for customers to comply is a win-win for everyone as it keeps the companies compliant and the roads safer,” says Maryland Motor Carrier Division’s Tina Sanders. “Many concerns are brought to our attention at conferences such as the SC&RA Transportation Symposium. We sat down with groups including SC&RA to find a solution that now benefits the industry as a whole ...once we brought all stakeholders to the table we found a beneficial solution for all.”

Similar discussions are taking place across the country, including in Minnesota where the County Engineers Association is progressing on an innovative one-stop-shop permitting solution in which carriers could access local permits for

all 87 counties and many cities from one portal. Polk County Engineer Richard Sanders credits SC&RA members bringing industry concerns forward as well as the initial idea of combining all local jurisdictions into a single site.

SC&RA recently brought to the attention of Illinois authorities that carriers were being required to obtain separate permits for crossing dozens of Illinois Tollway Authority structures while traveling on State of Illinois highways. As a result, the Illinois DOT will soon issue one permit for both the roadway and the structure, saving carriers time and resources.

Illinois Truck Enforcement Associations’ Bryce Baker issues and enforces permits through his local police department. “At times, there is too much bureaucracy on the local side of permitting as to control of process, inability to provide effective and timely technological solutions and a lack of communication between departments,” Baker says. “Easy application, quick turnaround and fair pricing ideally should be the goal of all local governments.”

A common denominator is the recent technological advancements in the field of automated oversize/overweight routing and bridge analysis. Center stage at many such projects is Bentley Systems, a global software solutions company with 22 state-level users of its systems.

“Due to many local governments’ insufficient budgets and limited staff, Bentley has integrated multiple jurisdictions into one system, such as West Virginia, where carriers submit one application for both state and West Virginia Turnpike permits,” says Bentley Systems Director Dan Vogen.

The most powerful outcome may be the recognition that government officials, law enforcement, carriers, etc. are not ordained adversaries destined to undermine the effectiveness of other stakeholders.

## THE AUTHOR

**Steven Todd** is director of advocacy for the Specialized Carriers & Rigging Association based in Centerville, VA.







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**- Billy Smith,  
NBIS Crane and Rigging  
Program Manager**

# Fast paced

**Allegiance Crane & Equipment President Jim Robertson loves the fast pace of the crane business.**

**D. Ann Shiffler**  
talks to **Jim Robertson**  
about the future  
of the crane  
business and the  
prospects for  
Allegiance Crane  
& Equipment.

**A**llegiance Crane & Equipment President Jim Robertson got his start in the crane business by accident.

"I arrived in Florida in 1982 and worked as a carpenter for a company setting trusses in July, in 100-degree heat," he says.

He quickly realized that "beating down plywood" was not what he wanted to do.

Seeing a crane on the jobsite he was working on, he was intrigued.

"I looked down and saw an operator sitting in a crane, setting the trusses," he says. "I thought this would be a much better job."

The very next day he landed a job as an oiler for a crane operator at a local crane company. Robertson was fascinated with cranes and the work they could do. He quickly moved into the operations side of the business and the rest is history.

After 25 years building and growing General Crane USA, Robertson and Prophet Equity Group purchased the assets of General Crane and formed Allegiance Crane & Equipment. Over the past two-and-a-half years, the company has been in a high growth mode, updating its fleet and acquiring crane companies throughout the southern United States. Based in Pompano Beach, FL, Allegiance has branches in Houston, TX; Marion, TX (San Antonio) and Carrizo Springs, TX.

Robertson alluded that Allegiance would have more offices in other locations soon.

"Our goal is to be the preferred single source provider of crane, rigging and hoisting rental services," says Robertson. "Our plan is for the long term."

While the company has been building its fleet through the acquisition of other companies, the Allegiance team has also been buying new cranes.

I was able to meet up with Robertson at a grand opening event for a new Liebherr facility in the Miami area in June. At the event, three new cranes sporting Allegiance logos were on display, one crawler and two all-terrain cranes.

Each crane was adorned with the Allegiance name and logo, as well as a stylized name, much like you'd see on a WWII Bomber or Fighter plane.

"Yes we have given some of our signature new cranes names," he says.



**Allegiance's LTM 1130 and LTM 1100 were used in a ribbon dancing performance at a Liebherr open house event in Miami.**

"They are all names that have a history or a meaning. Most are named after significant females in the Allegiance family."

We chatted for a bit, and Robertson was able to offer a lot of insight about everything from the Allegiance strategy to the economic outlook for the crane industry. He is very interested in politics and has worked with the Florida Crane Owners Association and the Florida ABC on lobbying the Florida State Legislature on legislation favorable to crane owners.

"I'm looking for pro-business solutions," he says. "That's the key to keeping people at work."

Robertson is also passionate about building a team of people who enjoy their jobs, are well paid and who are the very best at what they do.

"I'm a relationships guy and that starts with our Purpose Partners (employees)," he says.

In Florida, most of the Allegiance team has been with him for a long time. As for the new members of the Allegiance team, he says they are getting to know the culture, which is a family type atmosphere.

"When you walk down our halls, you can feel it," he says of the culture and positive attitudes of the Allegiance team. "You need to invest in your people. We have been adding a lot of jobs."

As of June 2013, the company employed about 240 people in Texas and Florida.

Robertson says while Allegiance has been acquiring new companies at a rapid pace, he says the process requires a lot of due diligence.

"We have a strong fund behind us, and that's good," he says. "But we have to make sure it's the right fit."

Diversity of services is also a key strategy for Robertson and his team.

"We want to take our rigging services to another level," he says. "We just finished at a pipe manufacturing facility in Corpus Christi that we accomplished with flying colors. We want to do more crawler work and heavy haul work as well."

The company's fleet includes rough terrain, tower cranes, all terrains, boom trucks and hoists. He says the company has a lot of work on the books throughout Florida and in South Texas. Work has been steady and the pace has been fast, he says.

"It's a fast-paced business," he says. "I



love that part of it. Fast paced. That's me. I like to be moving."

## **WHAT IS THE EVOLUTION OF ALLEGIANCE CRANE & EQUIPMENT?**

Thirty-two months ago, I and the team at Prophet Equity Group, founded by Ross Gatlin, purchased the assets of General Crane USA, which began the birth of Allegiance Crane & Equipment, LLC.

## **WHAT IS THE SCOPE OF OPERATIONS OF ALLEGIANCE CRANE?**

Allegiance offers a wide array of services to several major industries across the southern United States including commercial construction, petrochemical, HVAC and the oil and gas refinery sector.

The company combines modern equipment with highly trained operators to provide the most up-to-date service in the industry. Allegiance's single source provider approach also allows us to supply equipment for all phases of a job from start to finish and everything in between.

We furnish rough terrain cranes coming out of the ground, tower crane service from 140 meter ton to 630 meter ton, large hydros to finish up specialized heavy picks at the end of the project along with providing state-of-the-art Alimak and Pega personnel and material hoists and other specialized tools and accessories to meet any rigging needs.

Allegiance Crane & Equipment has

performed rigging services for generators and electrical communication, HVAC, medical and industrial equipment and roofing. Allegiance Crane is the full service solution to get the job done safely, efficiently, on schedule, and within budget.

## **HOW DO YOU CHARACTERIZE THE FLORIDA ECONOMY?**

The Florida economy is coming back strong, especially in the multi-family sector.

## **HOW DO YOU CHARACTERIZE THE MARKET FOR CRANES IN THE GEOGRAPHIC AREAS THAT YOU SERVE?**

Very diverse, from commercial to all types of industry.

## **WHAT ABOUT THE TOWER CRANE MARKET? HOW WOULD YOU DESCRIBE IT?**

Supply and demand is showing signs of a comeback in certain regions. Pricing is showing a slow return to acceptable rates.

## **WHAT DO YOU LIKE ABOUT WORKING IN THIS BUSINESS?**

The people! Those we work with and those we work for.

## **WHAT DO YOU DO WHEN YOU AREN'T WORKING?**

That limited time is spent with my young children and amazing wife. ■

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1977 American 11320  
Lattice-Boom Crawler Crane

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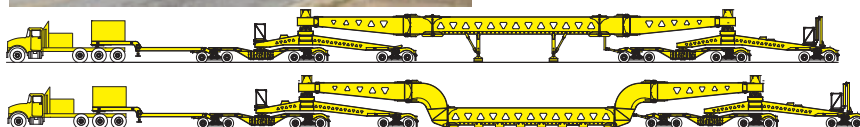
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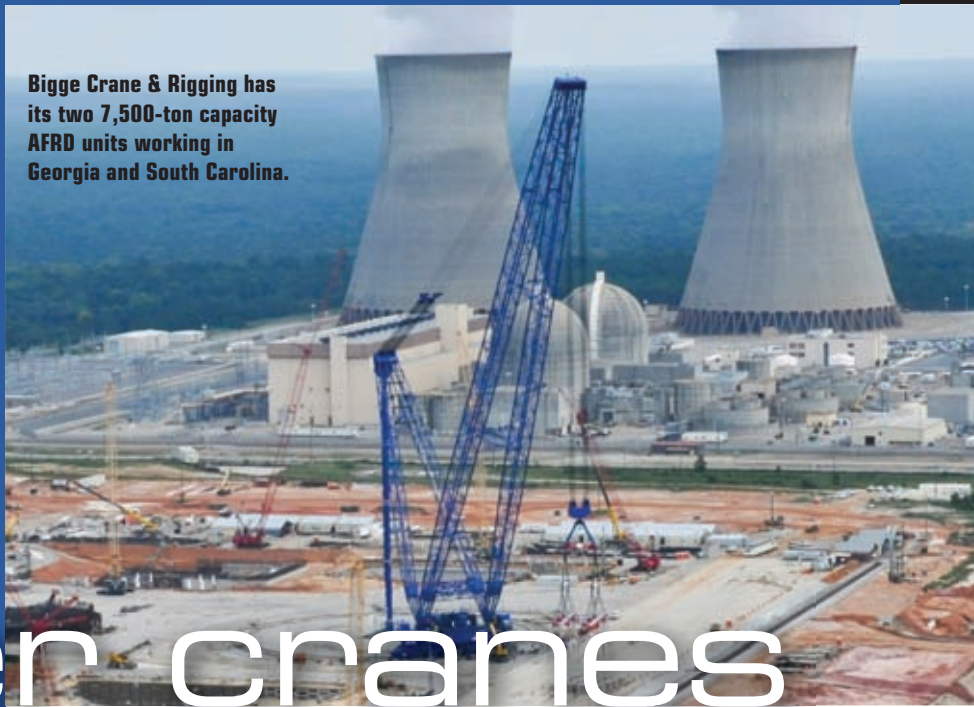
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**D. Ann Shiffler** reports that the market for super heavy lift cranes exceeds expectations.

**Bigge Crane & Rigging has its two 7,500-ton capacity AFRD units working in Georgia and South Carolina.**



# Super cranes

In the crane industry, super heavy lift cranes get a lot of attention, as well they should. While your average crane owner does not own a crane that can lift in excess of 1,000 tons, much less 7,500 tons, the idea of a crane lifting this much weight is awe inspiring.

Interestingly, the market for cranes in this sector – those that can lift from 1,000 to 7,500 tons – is robust, with several companies around the world producing cranes that fall in the extra heavy lift category. The attributes of these cranes differ, with the manufacturers employing varying designs and technologies to allow these cranes to lift such huge payloads.

For the most part, demand for these cranes is project driven, with nuclear power plants, refineries and other industrial applications comprising the market. Many companies in this market say their calendars are filled with work stretching deep into 2014.

The Lampson International Transi-Lift revolutionized the use of super heavy lift cranes in the construction industry by introducing the “over the top” method of lifting. Transi-Lifts are one of the most versatile and globally recognized cranes on the market, says Kate Lampson, marketing director.

“We are seeing a demand for heavy lift cranes in the energy sector for new power plant construction and refinery work,” says Lampson. “We are also seeing a demand in commercial construction.”

The Lampson Transi-Lift ranges in capacity from 350 to 3,000 tons.

The Transi-Lift System is a patented configuration that combines the heavy lifting capacities of stiff leg derricks and ring-mounted lift equipment with the mobility of a conventional crawler crane.

“Easily adaptable to the lift requirements of today’s heavy construction industry, all Transi-Lift models boast precise maneuverability, adjustable stinger length, and multiple boom/jib combinations,” Lampson says. “The Transi-Lift has the ability to make multiple lifts on a jobsite without having to disassemble.”

Lampson International has a new model in production, the Transi-Lift LTL-3000. It will feature joy stick controls in the cab, hydraulic hoisting capabilities, a newly designed enclosed engine compartment, a 3,000-ton front crawler giving the crane 33 percent larger crawler capacity, a larger boom cross section and an increase from 1 ½ inch wire rope to 2-inch wire rope.

## Project driven

Greg Augustine, national sales manager, crawler cranes, Liebherr Cranes, Inc., says demand for super heavy lift cranes is project driven.

“We are seeing an increasing interest in cranes of this class; however actual purchase is often dependent on a successful project bid,” says Augustine. “The sting of the last market downturn is unfortunately still fresh in everyone’s mind. Cranes in this class are a very significant investment for any company, even the very large companies that typically own and operate these machines.

Despite the general uneasiness of this market, we are very fortunate at Liebherr to have been able to supply over 30 machines in this class globally.”

Liebherr’s largest heavy lifter is the LR 13000, a 3,300-ton capacity crawler. The LR 13000 recently completed its inaugural project at a petroleum refinery in Indiana.

Also from Liebherr is the LR 11360, introduced in 2006, with a base capacity of 1,488 tons. Both the LR 11360 and the LR 13000 are equipped with derricks, and ballast trays or wagons, in order to maximize their lift capacities.

**The Lampson Transi-Lift has been a mainstay in the super heavy lift market for more than 30 years. Lampson International has a new Transi-Lift model in production, the Transi-Lift LTL-3000.**





"We also offer the LTR and LTM 11200 telescopic boom cranes which offer a capacity of 1,300 tons on either a crawler or wheeled chassis," says Augustine.

Liebherr recently introduced its P-Boom system for its largest lattice boom cranes. This system can increase the capability of these cranes as much as 50 percent with minimal effort and additional equipment.

Looking forward, Augustine says his company is anxious to show the new LR 11000 to the American market. The new crane, with a base capacity of 1,100 tons, was first shown at Bauma last April.

Buckner HeavyLift ordered two of these machines, one of which will be shown at ConExpo in 2014, according to Buckner President Doug Williams. The two LR 11000s purchased by Buckner will feature the P-boom, giving the cranes a capacity that will exceed 1,400 tons.

Why did Buckner make a leap in capacity by purchasing the 11000?

"Buckner has been considering this leap for some time but the 'right' crane was never quite there, the right mix of capacity, efficiency and versatility, until now. The LR 11000/1300 achieves this," Williams says.

"The LR 11000/1300 will allow Buckner to further serve our power, refinery, petrochemical, wind and special industrial customers," says Williams. "Certainly the 1,400-plus ton capacity opens new doors. As always, part of Buckner's model is to provide a resource to regional crane rental specialists by providing our heavy lift crawlers through their companies whenever possible. Therefore our success with this model will depend on the



**A Terex CC 8800-1 Twin works in China.**

confidence and innovative thinking of these valuable allies within the industry."

## Long-time player

Terex has plenty of experience in the super heavy lift realm, according to Rudiger Zollondz, product marketing director, and one of the engineers who designed the Terex TWIN model.

Zollondz says the Terex CC 8800-1, with a capacity of 1,760 tons, is the company's most successful heavy lift crawler crane, with over 30 units working worldwide.

"We have participated in this market for a long time," he explains. "It has not followed any sharp variations in the past few years and has been growing slowly. This is because these cranes are mainly affected by energy and petrochemical-related projects, and the need for energy has been constantly increasing."

In the 1,500-ton and above capacity range, Terex has three crane models: the CC 8800-1 with 1,760-ton capacity, the CC 9800 with 1,760-ton capacity and the CC 8800-1 TWIN with 3,520-ton capacity.

The Terex CC 8800-1 TWIN, which was introduced in 2007, is a beast of a crane.

"What makes this crane unique among super heavy lifters, is that it is based on a CC 8800-1 crawler crane, meaning that one can convert a CC 8800-1 into a TWIN with just an addition of a TWIN kit," says Zollondz. "If a customer already has a CC 8800-1, it can purchase the TWIN kit and convert its existing CC 8800-1 when needed to a TWIN."

This versatility of the CC 8800-1 is a huge attribute, he says.

"A customer might not always have a lift planned for a super heavy lift crane," he explains. "Having a 1,760-ton base machine allows the customer to have more job possibilities and be more profitable. For example, a job suitable for a CC 8800-



**Deep South's VersaCrane TC-36000/1 has a capacity of 2,500 tons.**

1 might come up when the TWIN version is not needed, like this, the customer can leave the TWIN kit in its yard and only use a smaller, more efficient machine."

Zollondz says the footprint required to assemble and operate the machine is smaller than any alternative. The TWIN can crawl with the load and it can lift a load and move under the load. Another attribute is its modularity.

"The kit uses components common to the CC 8800-1 and same configurations, and this improves yard and stock management," he says.

Last spring, South Korea's Chunjo Construction took delivery of the largest capacity crawler crane ever designed and built by Manitowoc, the 2,535-ton Model 31000. The crane's first job is at a Posco E&C plant in Gwangyang, South Korea, where low-grade coal will be converted



**The first Manitowoc Model 31000, with a capacity of 2,535 tons, works at its first job at Posco E&C plant in Gwangyang, South Korea.**

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**After working at its inaugural job at a construction jobsite in Arizona, the Sarens SGC-120 went to work in China.**

to liquefied gas. Of special interest to Chunjo is the crane's Variable Position Counterweight (VPC) system, which ranges from 28 feet fully retracted to 95 feet fully extended. It minimizes the crane's footprint and ground preparation.

Jerry Maloney, global product director, says the market for heavy lift cranes is strong.

"The market is still busy, and this is even after the Fukushima Dai-Ichi Nuclear Power Plant disaster slowed down the expansion of new nuclear facilities construction," says Maloney. "Power plant construction continues to grow, as does work at fabrication yards for offshore platforms and work in shipyards."

## Super AFRDs

Bigge Crane & Rigging entered the super crane market in 2012 with its AFRD, which the company claims is the world's largest capacity crane at radius. The AFRD has a 7,500-ton capacity with 300-feet of main boom and a 4,000-ton capacity with 560-feet of main boom. Bigge has produced two of the new models.

Gedge Knopf, major projects regional sales manager, says that one machine is working at Plant Vogtle in Waynesboro, GA and the other is working at VC Summer in Jenkinsville, SC.

Bigge declined to say whether more AFRD units are in production.

The features that distinguish this crane are high-speed performance machinery for slewing, hoisting and booming, exceptional capacity at radius, automatic self-leveling, state-of-the-art safety features, modular components for ease of assembly and economical transportation.

Knopf says the market for the AFRDs has been mainly for large, modular construction.

"I also see the market for these cranes

growing over the next decade," says Ryan Parker, Bigge marketing manager. "We still might not even know what industry that may be, but as our world grows, so does the need for super high capacity cranes. It's why we've continued work and development of these cranes, as we look to the future for their expanded use."

Mammoet Vice President Guus Stigter says the market for his company's PTC cranes is impressive.

"We have one PTC 140 working at an offshore fabricating yard in Ingleside, TX," he says. "It has been erecting sections of an offshore spar, with each section weighing about 2,500 to 2,800 tons."

With a capacity of 3,500 tons, the crane was set to complete work in Ingleside in the fall and then move to another job.

Another Mammoet PTC 140 had been working in the U.S. at a new steel mill in Louisiana. That crane was moved to a refinery along the Gulf Coast where it removed an old coker unit and installed a new one. The next job for the crane is in Ponca City, OK to install coke drums weighing about 500 tons each.

"Knock on wood, the market for these cranes has been good," says Stigter. "The forecast looks very promising. There are many projects on the books or in the decision-making process to start moving forward early next year. There are two or three grass roots projects starting in Louisiana and Pennsylvania. Most of these are modularized and these lifts will exceed 1,500 tons. We feel comfortable saying that there's plenty of opportunity for these large machines in the U.S."

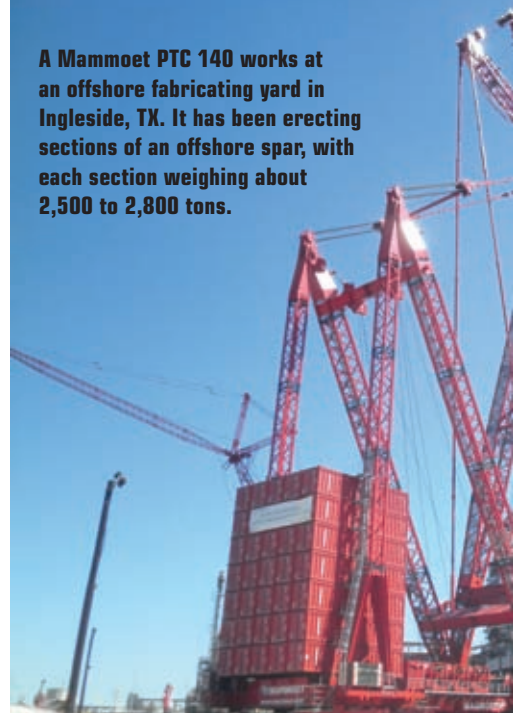
As well, the PTC 140 can be modified to become the PTC 200, meaning that it can be upgraded from 3,500-tons capacity to 5,000-tons capacity.

"In this case we are able to do a few tricks, strengthening a few critical pieces and recertify these cranes to 5,000-ton capacity," he says. "But at the same time, it's not about who has the biggest machine it's about the best fit for the job. That's how we look at it for our clients. It's about determining the right value for the job."

Sources at ALE, which is based in Staffordshire, United Kingdom, report that the market for super heavy lift cranes is

**In July, the Liebherr LR 13000 was erected in its maximum lattice boom configuration. The combination of the 120 meter main boom and the 126 meter luffing jib produced a lattice boom system with an overall length of 246 meters and an overall height of 248 meters.**

**A Mammoet PTC 140 works at an offshore fabricating yard in Ingleside, TX. It has been erecting sections of an offshore spar, with each section weighing about 2,500 to 2,800 tons.**



"continually active as clients see benefits in new solutions offered by innovative equipment in particular."

ALE entered the super heavy lift market in 2008 when it launched the AL.SK190. The crane has the capacity to lift approximately 4,816 tons and can be relocated onsite fully rigged.

ALE has produced two of these cranes that have worked around the world, including at an oil refinery in Port Arthur, TX.

In 2012, ALE announced it would build a 5,600-ton capacity (5,000 metric tons) AL.SK3050 to support construction work at an industrial project in Brazil.





ALE Heavylift say that production on this crane has been delayed due to the client's project schedule slipping.

Deep South Crane & Rigging competes in the heavy lift market with its VersaCrane line. The VersaCrane TC-36000/1 tops out the range with a capacity of 2,500 tons.

The VersaCrane is designed to provide the lowest ground-bearing pressure in the industry, according to the company.

In 2012, Sarens International introduced the SGC-120. The crane has a lifting capacity of 3,200-metric tons at 30 meters and 1,000 metric tons at 80 meters. It features a ring design with a limited footprint, low ground bearing pressures and was designed for worldwide transportation in standard shipping containers.

In 2012 the SGC-120 performed its inaugural job at a jobsite in Chandler, AZ.

The lead time to build these super big cranes is three to four years, so there are many issues that can arise with a project before the crane is completed.

But the producers of these cranes don't seem to be too worried.



**ALE entered the super heavy lift market in 2008 when it launched the AL.SK190. The crane has the capacity to lift approximately 4,816 tons and has worked around the world, including at an oil refinery in Port Arthur, TX where it changed out coker drums and performed other heavy lift work.**

An upgraded version of the SK190, the SK3050 was designed using a 5,000-ton capacity strand jack system and a 2,000-ton capacity winch system. Sources with

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# Prosperous times ahead

**Kelley Equipment, a 25-year-old company, operates a fleet of more than 40 rental cranes, most of them crawlers.**

**Hal Lundgren** reports that the energy sector leads the way for a southern economic revival.



**S**keeter Collins' outlook for the crane business in the southern United States is promising.

As Link-Belt's North America sales manager, he observed more than four years of soaring unemployment and trifling GDP growth. Still, throughout the Southern U.S., Collins sees the signs of prosperity and stronger growth in 2014.

"The bridge industry is still figuring out how to get funding, but that industry is picking up," Collins says. "When we look at Florida, we see housing starting to come back. Steel erection is increasing. Rig count is down from a year ago, but there's still plenty of work in energy. Commercial demand is picking up in the South, too."

Collins has some good news about the crane rental business.

"We also see signs that some crane houses that were not doing well are now beginning to grow their fleets again," he

says. "Some of the South's industrial base is starting to spend more money. That's a trend that will increase crane demand."

## Confidence increasing

No wonder Collins sees 2014 as a time of broad growth for the crane business. In ramping up to an improved 2014, Collins concludes that signs of growth "will make customers more confident about moving forward with their projects."

Collins speculates that where federal dollars are unavailable for infrastructure challenges, Southern states will find ways to overcome the challenges.

In Clearwater, FL, Ben Gunn, Kelley Equipment's vice president of operations, says his company continues to deal with softness rooted in Florida's housing market.

"We do hourly crane rentals, and price structure is still flat," Gunn says. "There are more cranes than there is demand for

them. That's good for customers because it makes their rentals cheaper."

The result, Gunn maintains, is that "small crane companies have been going away little by little. I know. I used to own one."

Kelley Equipment, a 25-year-old company, operates a fleet of more than 40 rental cranes, most of them crawlers. Kelley rents them with or without an operator.

"Either way," Gunn says. "Except for our Grove 5240s. The technical requirements of the 5240 mean that the operator has to be very knowledgeable, so we have to provide the operator."

Kelley, is a resourceful company, Gunn says. With profit more elusive during the last five years, Kelley has adapted well.

"We stay very competitive with our pricing," he ensures. "We've also done a good job maintaining and repairing cranes when the economy won't let you replace them."

Like Collins, Gunn does see growing sunlight.

## Florida rebound

"Florida's economy is picking up," he says. "It has come back from 2012. I see more dirt being turned, and more homes and condos being built. That means we will be putting more trusses in place."

"I'm really optimistic about 2014. But it's cautious optimism."

Thanks in no small part to prospering energy-industry customers, Houston's Palletized Trucking places few conditions to its optimism.

“

We also see signs that some crane houses that were not doing well are now beginning to grow their fleets again. Some of the South's industrial base is starting to spend more money.



**Skeeter Collins, North American Sales Manager  
Link-Belt Construction Equipment**

”





**Condotte America Inc. used a 200-ton Link-Belt 248 HSL to complete beam placement for a bridge project on the Florida Turnpike. The crane was rigged with 165 feet of main boom and 172,000 pounds of counterweight to place 12 I-beams from 104 to 140 feet in length.**

Begun in 1969 with one truck, Palletized now serves the 48 mainland states and Canada with more than 300 trailers and a workforce of nearly 500. That number includes about 100 non-driver employees.

"Our business remains strong," says CEO Mike King, whose parents founded the company.

Specialties include heavy haul, super heavy haul, intermodal transport, logistics and warehousing. Palletized also facilitates barge and rail shipping.

"The oilfield is an important part of our business," says Joe Byers, a Palletized administrative official. "But we also serve construction and many other businesses."

As his company keeps advancing despite soft times in the national economy, King anticipates more of the same in 2014.

"We have lots of faith in the Texas economy," King says. "Oil production. Chemical plant expansion. Those things are good for us. There are about 20 states in the oilfield market, and we serve all of them. But there's more to our success than the markets we serve. We invest in ourselves by finding good people to work (at the company's five Texas locations). Once they go to work for us, we try hard to keep them. That's very important with our drivers. After we find them and train them, we do everything we can to retain them for a long time."

In Knoxville, TN, Rowe Transfer's Dan Kaman sees a new opportunity for the

entire South.

"Smaller hospitals," he says. "You look at the mix of hospitals, insurance companies and the healthcare business. Insurance companies often dictate to hospitals what they will reimburse for certain services. In effect, insurance companies determine some of the prices for treatment. If you have a smaller hospital that treats 10 patients a day, or a larger hospital that treats 500 patients a day, that's a big difference."

The larger entity, he points out, is in stronger position to negotiate insurance reimbursement.

"Because machinery moving is an important part of our business, and hospitals have heavy medical machines, hospital consolidation looks like a very good opportunity. If a hospital wants to move an MRI machine, that's something we do well."

Kaman's company specializes in heavy haul, transportation, rigging, crating and warehousing. Though it's Tennessee-based, Rowe's fleet of 15 18-wheelers



Oil production.

Chemical plant expansion.

Those things are good for us. There are about 20



states in the oilfield market, and we serve all of them."

**Mike King, President  
Palletized Trucking**

serves the entire nation.

"For us, machinery moving has been up or down five percent in recent years," he adds. "With Obamacare coming and other developments in medical care such as acquisition of smaller hospitals, we are looking at the medical business as very favorable for us."

Kaman says his company already does enough business "to put 10 more rigs on the road," but finding the right drivers complicates growth plans. He notes that insuring drivers during their first two years of service is a challenge.

Keeping up with the construction business ranks as another challenge.

"Construction is still very weak," he says. "That means we get few opportunities to handle oversize loads. I see those opportunities increasing in 2014. We're probably looking at about a three-year cycle. After being slow last year, things are picking up slightly. I expect construction to be strong again either by next year or in 2015."



**Southway Crane & Rigging places one of 400 concrete panels at South Georgia Medical Center in Valdosta, GA using a Link-Belt HTC-86100 100-ton hydraulic truck crane.**



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**Tina Cawthorn** discusses  
non-traditional business  
financing options.

# Finance



For a company carrying a substantial amount of outstanding receivables, acquiring a factor partner can be a good option for generating capital to fund a new project or purchase new equipment.



## THE AUTHOR

With more than 20 years commercial lending experience, **Tina Cawthorn** is business development manager for Orange Commercial Credit, which is headquartered in Olympia, WA and has field offices in Tennessee, Missouri, California, Oregon and Washington. Cawthorn previously worked for GE Capital/Colonial Pacific Leasing and Textron Financial.

If you're like most companies in the crane, rigging and specialized transportation sector, you are always on the lookout for methods to help your business move forward, and these considerations may include your financing options. In today's economic environment, your financing options may be limited, and we all know the old adage: "It takes money to make money." Cash flow is the lifeblood of every company.

Generally, the most cost-effective way to finance a business is through a bank loan or a line of credit. However, many businesses don't meet today's banking requirements. Additionally, bank products come with a myriad of covenants and restrictions, not to mention ongoing and costly audits and reporting requirements. For these and other reasons, many successful businesses are now utilizing invoice factoring as an easy-to-use and effective solution to their cash flow needs.

## Define factoring

What is invoice factoring? Simply put, invoice factoring is the acceleration of your company's greatest asset, your receivables.

If your crane or specialized carrier business extends credit by offering payment terms to your customers, you essentially become your customers' banker. In effect, you are lending money, typically interest free, and you are losing the use of that resource while you are waiting to get paid. Extending credit in this fashion is unavoidable for most businesses. However, if a business has a large portion of its capital tied up in receivables, taking advantage of vendor discounts, funding new or large jobs or even meeting payroll and other obligations may be difficult.

By electing to partner with a factoring company versus a bank, you are choosing an off-balance-sheet method of financing. Factoring is not a loan, and therefore does not create debt for your company. Further, factoring can enhance your balance sheet by improving your debt-to-equity and debt-to-asset ratios.

## Financing growth

Many companies in the crane, rigging and heavy haul sector utilize and rely on factoring as a means to accelerate their cash flow and meet their daily operational expenses. For some it means the opportunity to accept more jobs or fund the upfront costs for future projects.

Since factoring is not a loan, the process predominately focuses on the financial strength and payment history of your customer, the ultimate debtor. Fee structures offered by a factoring company are determined on an individual basis, with the strength of the debtor's ability to pay and the overall business volume having the most important impact.

Factoring as a fact of business life was underway in Europe prior to 1400, and came to America with the Pilgrims around 1620. Factoring has been most commonly used in the transportation industry as a practical matter of business due to the high cost of operations and ease of use.

Most factoring companies have a similar set-up process that starts with the submission of an application. A standard application will ask for information about the ownership of your company and your customer base. An accounts receivable

# options

aging report is helpful to give insight on any potential concentrations.

After performing their due diligence, a factor company typically issues a proposal or quote that details the rate and structure they are offering to your company. Upon your acceptance of their proposal, a factor company will prepare a security agreement and other supporting documentation. Once the documentation is signed and returned, the factor company is ready to start advancing against your receivables.

For a company carrying a substantial amount of outstanding receivables, setting up with a factor partner can be an excellent option if you are seeking alternative methods to finance a project or acquire new equipment. It's your money, why not use it?

For start-up companies that often don't qualify for bank financing, having a factoring partner can mean the difference between being able to accept a future job and being able to purchase new equipment and pay for permits, tags, licenses, fuel, repairs, payroll, etc. An additional benefit to factoring includes back-office support such as invoice and payment processing and collection efforts, thus freeing you up to concentrate on what you do best.

## Do your homework

As in most industries, some factoring partners are more seasoned, qualified, capable and have the resources you can rely on over others. There are many things to consider when electing the right solution for your company. Because of today's technology, geography doesn't typically matter, but you may prefer to partner with a local factor. When interviewing possible factoring partners, be sure to take your time and ask the questions that are important to you and get the answers you deserve.

Some things you may want to consider when interviewing a factoring partner:

- **CONTRACT TERMS AND NOTIFICATION REQUIREMENTS TO TERMINATE** – what happens at contract end?
- **ADVANCE RATE** – the rate which is advanced based on the face value of

the invoice. Ninety percent is typical.

- **RESERVE REQUIREMENTS AND RELEASE FREQUENCY** – Do they require a minimum reserve amount?
- **ADDITIONAL COSTS ABOVE THE FACTORING RATE** – bank fees, costs to get paperwork to factor, etc.
- **MINIMUM MONTHLY REQUIREMENTS** – what if you don't meet the minimum?

- **MISCELLANEOUS FEES** – audit fees, invoice fees, report fees, filing fees, application fees, etc.
- **FLOAT TIME, IF ANY** – do they post and credit your collections the day received?
- **FUNDING TIME** – when paperwork is received, when will you get your money?



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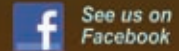
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# Stable and steady

**David Duerr** discusses what needs to be done to assure safe support for a mobile crane.

**T**he load ratings of a mobile crane are based in part on the requirement that the crane be set up on a firm and level surface. The crane must be level when initially assembled and it must remain level within the tolerance specified by the manufacturer during all operations. It is the collective responsibility of the site supervisor, the lift director and the crane operator to assure that ground conditions at the site are known, the loads that the crane will impart to the ground are known, and that any mats, pads or other structural elements needed to safely support the crane are correctly used.

So how do we go about accomplishing these tasks? This article looks at the primary activities that must be performed to assure safe support for a mobile crane.

## Two sides of equation

There are two questions that must be answered to start the evaluation of crane support: What loads are imposed on the ground by the crane? How strong is the ground?

Answering the first question is often easy. Many of the major crane manufacturers have produced computer programs, either stand-alone or web-based, that a lift planner can use to calculate the outrigger loads or crawler track bearing pressures for a given lift. Key to the successful use of these programs is assuring that all information entered into the program is accurate. We all immediately think of load and radius, but many other input values are often required. These include boom type and length, extension mode for telescopic hydraulic booms, boom tip extensions or jibs, counterweight size, crawler pad size and outrigger extension position. Carelessness in defining the crane here can produce inaccurate results.

A second point to remember is that the support loads that occur during the lift may not be the maximum loads. In some cases, the greatest loads under the crane occur when swinging with no load on the hook. This condition must also be checked.

Some crawler cranes have track pads that are tapered up on either side and end tumblers that are an inch or so higher than the track rollers. Consequently, the ground-bearing calculations for these cranes distinguish between a soft surface, where the tracks will bear on their full width and from tumbler to tumbler, and a hard surface, where the tracks will bear only on the flat center surface of the pads and only along the length of the rollers. If the crane is to be set up on mats, the track bearing pressures must be determined based on the hard surface condition.

## Ground strength

The second side of the support equation is that of ground bearing capacity. How strong is the ground? This can be a very difficult question to answer because of the many factors at work. The large loads from a mobile crane on the surface create pressure in the soil many, perhaps dozens, of feet down. This means that the apparent strength due to a hard surface layer can be diminished by a soft layer a few feet below the surface. Further, underground structures, such as pipes, culverts, buried tanks and the like, can be the weak link in the support capacity chain.

There are other site features that affect ground capacity that are easily observed. The bearing capacity near a slope may be less than that elsewhere on the site. A large load too close to a slope can cause an abrupt soil failure. A retaining wall is also a red flag. Loads on the surface



**Generally, all but the the smallest cranes will require some type of load spreading materials to reduce the pressures imposed by the crane to values low enough that they can be safely supported by the ground. This means that crane mats are needed.**

create horizontal pressure against the wall that can cause overturing or a structural failure. And if the wall is new construction, how well has the backfilled soil next to the wall been compacted?

When planning a major lift in a safety-critical location, such as in a refinery, it is common practice to have a geotechnical engineer take soil borings and prepare a detailed report that shows the ground bearing capacity at the surface. For smaller jobs, however, this is often not practical. Here, the ground bearing capacity must often be assumed based on past experience at the site or by simply working with a very low allowable bearing pressure. However, when making assumptions about ground bearing capacity, never lose sight of the fact that without adequate support, nothing else matters. This is not the place to cut corners.

## When crane mats are needed

Soil conditions in many locales are such that all except the smallest cranes will require some type of load spreading materials to reduce the pressures imposed by the crane to values low enough that



they can be safely supported by the ground. This means that crane mats are needed.

Crane mats serve two purposes. First, they must spread the load from the crane over a large enough area that the bearing pressure to the ground surface is acceptable. Second, they must provide support to the crane that is stiff enough that the crane will not go out of level as the loads from the crane change during lifting operations. In order to assure that these two purposes will be met, we must know the strength of the mats and their stiffness. Strength refers to the ability of the mat to carry the imposed load without a failure, such as cracking of the timbers. Stiffness refers to the

ability of the mat to carry the imposed load without bending or deforming excessively.

A crane mat will not necessarily spread the load over its full length. For example, if a 20-foot (6-meter) long timber mat is centered under an outrigger or a crawler track, the load from the outrigger or track will not be spread out evenly along the entire length of the mat. Rather, the pressure under the mat to the soil will be concentrated in the middle (right under the outrigger or track) and will taper off to either end. The true distribution of this changing pressure is based on the bending stiffness of the mat and the compressive stiffness of the soil. Although it is possible to perform a detailed analysis of the mat and soil to determine this pressure distribution, the information needed to do so often isn't available. A more practical approach is to assume an even pressure under an effective length of the mat.

The most common types of crane mats are made from rough-sawn hardwood timbers. There is also a variety of synthetic pads for small to medium outrigger-supported cranes. Ads for

## CRANE MAT PAPER

Evaluating the strength, stiffness and load-spreading ability (the effective length) of a crane mat requires preparing engineering calculations. David Duerr has written a detailed paper on crane mat design titled "Effective Bearing Length of Crane Mats." The paper can be downloaded at [www.2DM.us/CraneMats.htm](http://www.2DM.us/CraneMats.htm).

these products regularly appear in this magazine. Because of the proprietary nature of these pads, the best information on their use is that obtained from the manufacturers.

As with assuring that the right crane setup information is used to compute the support loads, the right dimensions and material properties must be used when checking the mats.

The bottom line is simple. Without adequate support, a mobile crane cannot operate safely. Those responsible for the planning and performance of the crane work, regardless of the complexity of the lifts, must go through the steps necessary to assure that the crane's support meets the demands of the job.



### THE AUTHOR

**David Duerr, P.E.** is president of 2DM Associates, Inc., a consulting engineering firm in Houston that

specializes in providing engineering and technical services to the heavy lifting and transportation industry.

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# Runner runs

Specialized Inc. hauled two giant turbine runners some 13,384 permitted miles.

Each state posed its own set of unique challenges and requirements for travel.



Moving heavy components a short distance can be a challenge. When you add a long and arduous route to the project, things get even more complicated. Planning and experience are the keys to long super load hauls.

In May 2012, Aurora, OH-based Specialized Inc. was contacted by Weir American Hydro in York, PA to look into the transportation of two turbine runners from their facility in York to Boundary Dam in Metaline Falls, WA. The turbine installation was the culmination of a \$60 million dollar investment by Seattle City & Light to refurbish the dam's power generation capabilities.

"This move represented many challenges from a transportation standpoint, most notably that the runners were 19 feet wide and weighed 183,000 pounds," says Specialized Inc.'s Project Manager Eric Lloyd. "The shipping schedule proposed moving them at the height of construction season."

Specialized's team met with the Weir American Hydro team and conducted

a site visit in Metaline Falls. Permit applications were made with the state of Washington to determine requirements for the loading capacity of the trailer.

"It was determined that we would need to use our special 20-axle trailer to accommodate the permit requirements of each state of travel including Washington," says Lloyd. "Our 20-axle trailer is a very unique piece of equipment as it has a 600 hp Caterpillar engine mounted on the last axle of the trailer providing both the ability to carry weight on that axle while also eliminating the need of a 'push truck' as required in some mountainous states of travel. We are one of a very small group of carriers in the nation that possess this piece of equipment in our fleet."

## Route headaches

The first of the two runners was scheduled to move in August 2012. Due to the amount of construction across the states of travel, permits for multiple routes across multiple states were applied for and approved.

"Every option was entertained including

utilizing the S.S. Badger to ferry the load across Lake Michigan to Wisconsin," says Lloyd.

Final routing for the first runner was not determined until one week before the move was scheduled to start. Final routing for the first move had the turbine runner traveling through Pennsylvania, Ohio, Indiana, Illinois, Wisconsin, Minnesota, South Dakota, Wyoming, Montana, Idaho and Washington.

"Due to restrictions in Pennsylvania, the route we had to traverse with the first runner took three days to navigate and the use of four state police escorts," says Lloyd. "Ohio required an ODOT escort and state police escorts due to the vast number of bridges we had to cross at crawl speeds under 5 mph. Indiana required a state bridge engineer to accompany the load during a portion of the route along with multiple state police escorts."

In Illinois, where the super load permit process can take up to 14 days, construction projects began on the route the day before they were scheduled to move. The permit process had to be started over to obtain approval for routing around the construction.

"We were able to work with the district project engineers in Illinois to reduce the permit processing time from 14 days to three days," Lloyd says. "Similar issues were encountered in each state including multiple state police escorts in Wisconsin, Minnesota and Washington. The final leg of the journey from the Idaho line to Boundary Dam had to be completed at night with the assistance of two state police escorts and six private pilot cars."



Boundary Dam is located in a remote area of Washington where roads are used mainly for camping and logging operations. It was determined that a night move would reduce the impact the load would have on campers and loggers.



**Specialized Inc.'s 20-axle transporter features a 600-hp Caterpillar engine mounted on the last axle providing both the ability to carry weight on that axle while also eliminating the need of a push truck as required in some mountainous states of travel.**



Boundary Dam is located in a remote area of Washington and roads are used mainly for camping and logging operations. Cell phone reception was spotty, and it was determined that a night move would reduce the impact the load would have on campers and loggers. "Specialized had 38 days in the first

move from the time we left our yard to go load in York until we returned to our yard empty at the completion of the move," Lloyd says. "In all, we travelled both loaded and empty through 13 states and had approvals to travel through 17 states."

## Satisfying haul

Transporting the second turbine runner in May 2013 presented even more unique challenges, especially since the construction season was in full swing.

"The permit process commenced in January 2012 when calls were made to preliminary states of travel to discuss possible routing options," says Lloyd. "By April 1st, formal applications were made to the states of travel. Two possible routes were discussed and based on construction, it was determined that

routing via Pennsylvania, Maryland, West Virginia, Kentucky, Illinois, Iowa, South Dakota, Wyoming, Idaho, Montana, back into Idaho, and finally Washington would be the most accommodating route."

They also obtained approvals from Indiana and Ohio in the event construction in Kentucky caused issues.

Lloyd complemented the cooperation of state DOT commissioners, state DOT directors, district engineers, construction project managers and state permit offices for both hauls.

"All in all, Specialized had a total of 26 days in the second move through 12 states," says Lloyd. "Between both loads, we had over 13,384 permitted miles. From a super load project management standpoint, this is the most satisfying move I have made in my career."



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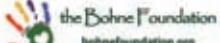
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# Tilt-Up record

Citadel Contractors' LR 1300 lifted and installed the world's widest Tilt-Up wall panel.

It's not every day that a crane makes a world record-setting lift, but that is just what happened in Rock Hill, SC. The crane involved was a Liebherr LR 1300 owned by Citadel Contractors, Inc., and the project was the construction of York Preparatory Academy High School.

Citadel's LR 1300 lifted and installed the largest Tilt-Up panel on record, according to Citadel Vice President Jason Swagert.

"This particular wall section was designed with several openings, making it hard to find a place to add a joint," he explains. "Our idea was to pour an 89-foot wide panel with multiple openings. We created a model; we made up little

miniature panels and positioned the panels on the slab the way they should be poured."

While the lift did not test the capacity of the LR 1300, the rigging plan required careful execution. The huge Tilt-Up panel measured approximately 89-feet wide by 30-feet tall and weighed about 130,000 pounds. Typical panels on the project measured 25-feet wide and 30-feet tall.

Citadel, which has been performing Tilt-Up work for more than 15 years, specializes in this type of construction. The company has lifted and set into place larger than normal Tilt-Up panels, but the one in Rock Hill, SC was the widest.

## Critical rigging gear

This particular Tilt-Up panel was designed with nine vertical openings. Using a 38-foot spreader bar, the wall was lifted up from 16 pick points designed into the face of the wall system. Four crewmen on the ground held onto ropes at each pick point, slowly guiding the panel and keeping it level as the crane operator slowly lifted it into position. The lift required expert riggers and signal persons as well as an experienced Tilt-Up crane operator, according to Swagert.

"Fortunately, we had all of the necessary rigging and lifting gear," says Swagert. "If we did not already have it, it could have made this lift cost prohibitive. This was the fourth building on the campus of YPA. The other three buildings were built last year and school was in session so the buildings were occupied. Certain parts of the site were flagged off to keep students (and parents) at a safe viewing distance."

Wolfgang Herzog, vice president sales, Southeast and Caribbean Liebherr Nenzing Crane Co., was on the Citadel jobsite the day of the lift.

"Being there and witnessing the excitement and joy of everyone involved about this perfectly executed lift was a very unique experience," he says. "We at Liebherr are proud that the LR 1300 gave Citadel the possibility to archive this world record lift."

## Quick construction

Among the main advantages of Tilt-Up construction is the ability to frame a building quickly. Tilt-Up construction is also very cost effective, Swagert says. Additional advantages are durability, thermal economy and design versatility as evidenced by this uninterrupted 89-foot wide Tilt-Up panel.

Swagert says the 330-ton capacity Liebherr LR 1300 was the perfect crane for this project. The crane offered the productivity required and also offers quick and easy transport and assembly, he adds.

Using a 38-foot spreader bar, the wall was lifted up from 16 pick points designed into the face of the wall system.

**INSET:** Tilt-Up work requires careful planning and a high-performance crane, such as the Liebherr LR 1300.





Techniques for Tilt-Up construction have been further developed, making it suitable for more buildings. Most of the work is done on ground level, making it a fast, safe and efficient technique.

“The LR 1300 gives us the opportunity to do bigger and heavier Tilt-Up panels due to its outstanding load chart,” he says. “The operator also loves the crane due to its ease of operation and all important machine data can be accessed from our office via the onboard LiDat System. The winches have higher line pull and are faster than other machines in this class – which makes it also the perfect machine for us for hanging steel.”

Another distinguishing feature of the LR

1300 is its large number of boom and jib configurations. The combined length of main boom and luffing jib can be as much as 564 feet.

Swagert says Citadel is apt to break its own Tilt-Up panel record in the near future.

“We have two additional schools with this client coming up,” he says. “He has requested a panel that is 100-feet wide. We are entertaining his request, but not certain of the feasibility.”



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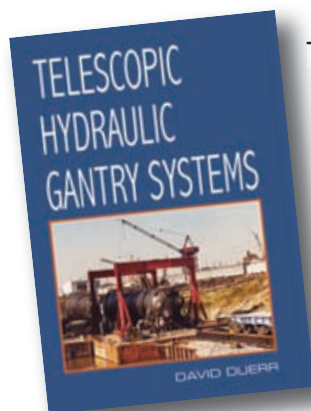
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SC&RA publicly supports OSHA's decisions on the issue of type and capacity.



# The right solution

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While there are many ways SC&RA supports its members, one of the most important benefits we offer is advocacy. On our member benefits web page, you can find this statement: "SC&RA tirelessly advocates for the specialized transportation, crane and rigging and millwrighting industry. Working with a multitude of organizations, SC&RA members and staff fight to keep regulations less burdensome."

Those aren't just words on a page. They're a promise, a reality, an assurance that we will survey what's happening in our industry – and with our members – so that we can use the resources we have to advocate for positive changes.

We've been actively involved in the conversation regarding the "type and capacity" issue that's been ongoing since the new crane rule was published in 2010. We've spoken to a large number of members and participated in meetings with the Occupational Safety & Health Administration (OSHA), the Small Business Administration and OSHA's Advisory Committee for Construction Safety and Health (ACCSH). We are confident in OSHA's decision to extend the compliance date for crane operator certification requirements.

By way of background, in May 2013, ACCSH recommended to OSHA that the crane operator certification requirement set to take effect on November 10, 2014, be suspended until OSHA completes its rulemaking on operator certification, which includes opening the record to clarify the third-party certification and employer training and qualification requirements – all while keeping in place current employer duties to ensure operator qualifications. ACCSH further recommended OSHA continue to require existing phase-in criteria in the interim.

During ACCSH's May 23-24 meeting in Washington, D.C., OSHA staff noted it had drafted a Notice for Proposed Rulemaking (NPRM) to address the type and capacity issue, and have begun working on the writing of a rulemaking process to also address the qualification

question. While this is certainly a lengthy endeavor and will involve a limited "reopening of the rule" – a process that will include an opportunity for public comment and possible public hearings – it's the right solution. Further rulemaking, along with the proper procedures and analysis, is the only way to initiate a final rule that we can live with and support.

As sometimes happens when multiple parties have vested interests in the outcome of a problem, there seems to be a pervasive focus concern, and that focus has strayed far from where it rightfully belongs. We emphatically believe the type and capacity problem isn't an issue between certifying bodies, or anyone else on the periphery. Rather, it's an industry issue. And because it's an industry issue, an extension of the compliance date is in the best interest of the industry. There are too many questions and too much ambiguity to move forward with the rule in its present state.

Let me clearly state that SC&RA is 100 percent supportive of OSHA's decision to reopen the rule. While we urge OSHA to move quickly and publish a Notice of Proposed Rulemaking in earnest, we believe this path is the correct course of action. As advocates for the crane and rigging sector, SC&RA is confident that the industry is united in this position, and witnessed as much during the SBA's Roundtable on OSHA's Final Cranes and Derricks in Construction Rule meeting in September 2012.

By definition, the word "advocacy" means to show public support for or recommendation of a particular cause or policy. It is SC&RA's position that it can best assist its members by publicly supporting OSHA's decision and continuing to distribute information and resources as they become available. ■

### EXECUTIVE VICE PRESIDENT

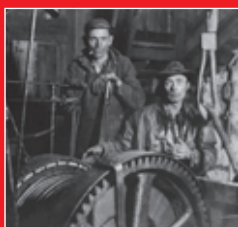


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**Mike Chalmers** reports  
that the future of privacy  
law is about to go social.

# Getting connected

**S**ocial media has gradually become a bridge of connectivity between almost every age group, demographic, industry and endeavor. Networking sites the world over now represent seemingly any topic and personality type imaginable. At no point in history have human beings had such comprehensive access to one another – with distance and time merely an afterthought.

“Global communications” used to stand for international business relationships – connections that sometimes took years to develop and untold efforts to maintain. The expression now stands for anything from a group of board members casually Skyping with an investor halfway around the world to an elementary school student secretly texting with a pal in another time zone.

However, such technological development, as we realize more often than not, steadily corners two social concepts that don’t always play nice with each other: convenience and responsibility. The ease at which we now possess the ability to connect and/or express ourselves to the world can be quickly diluted by the reality that such information could compromise our hopes and dreams – mostly through interpretation. The practicality of this digital age cannot be overlooked, but neither can the potential hazards.

## Subheading

The bombardment of digital networking applications and their ever-evolving host platforms, aka gadgetry, consistently blurs the lines that theoretically stand between our personal and professional lives. And perhaps nothing showcases this trend more than jobseekers using social media to look for employment and employers using it to research potential employees, or “deal with”

existing ones.

LinkedIn claimed over 5.7 billion professionally related searches in 2012, with over 200 million users in over 200 countries. Last year, 52 percent of job seekers used Facebook to look for work. And even Twitter joined the craze, with 34 percent of job seekers using its service to reach out to prospective employers.

While these numbers may not shock anyone, they indicate a massive shift in the way we communicate as a society – and in turn how we will communicate as professionals across myriad industries. Within the above percentages, 24 percent of job seekers admitted that they had been asked for social media profiles during their interviews. Interestingly enough, nearly 50 percent of online job seekers reveal that they use three or more social media sites.

Competition for jobs might be as furious as it’s ever been. This open access to so much and so many allows for more opportunity, but also creates even less room for error. Tech-savvy jobseekers have a decided edge over their industry peers who fail to adapt with the times.

In short, if you’re not using social media

to either look for a job, or look for an employee, you’re likely falling behind. But back to that room for error. It becomes vital that an individual’s online presence is not only professional, but also free of any indications that he or she might in any way be a risky investment for a potential employer. And the list of dos and don’ts is probably as wide and vast as the landscape in which these personal profiles exist.

Social media monitoring service Reppler recently released statistics that raise some compelling questions. They discovered that jobseekers have been turned away by 69 percent of prospective employers or recruiters as a result of content found on the individual’s social networking profile and his or her online affiliations. But they also found that a near equal amount have been hired (68 percent) for the same reason.

First, how much is legal? Can employers access anyone’s social media profile, even if it’s password-protected, or follow them across multiple social media sites similarly? And can they use whatever information they find there to determine whether or not to hire, or fire, someone?



**The practicality of the digital age cannot be overlooked, but neither can the potential hazards.**



At face value, it sounds like obvious invasion of privacy, and probably not worth the risk. But that doesn't mean it isn't happening, and though laws to protect folks might have only recently begun to emerge, it seems that states are rapidly catching up.

Maryland put into place the nation's first "social media password protection law" in April of last year (that's right – 2012), which seems strikingly late in the game when considering how long folks have been dabbling online at this point. It's likely more just a simple indication of how quickly this digital landscape evolves – the laws are literally scrambling to keep up.

The list has grown behind Maryland's lead, however, and in the last year, Arkansas, California, Colorado, Illinois, Michigan, New Jersey, New Mexico, Oregon, Utah and Washington have joined the ranks of states with password-protection legislation. As you can imagine, many more states are falling in line (bills are pending in 20 additional states), which is also an indication – that password-protection has found its way into the language of law, and it's about to get a whole lot more complicated.

For now, the calm before the storm perhaps, current laws are fairly comparable, with the basic premise highlighting a stance against employers requesting or requiring jobseekers or

current employees to disclose their personal social media information: username, password, or any other access data. Of the current 11 states with password-protection laws on the books, several vary slightly in depth and scope, but the principle remains: to keep employers from snooping, and then making a judgment call based on what they find.

## Subheading

Opponents of the laws are already emphasizing the need for uniformity – citing ambiguity and interpretation issues for businesses that employ a multitude of people in different states (with different laws). There's also the issue of Nevada, a state where a "social media account" is defined as "...any electronic service or account or electronic content, including, without limitation, videos, photographs, blogs, video blogs, podcasts, instant and text messages, electronic mail programs or services, online services or internet website profiles." Would everyone have to eventually adhere to this standard? And does this include in-house content: email threads, internet research or even marketing efforts? Will employers inevitably be forbidden to monitor any employee communication at all, let alone social media activity?

As an example of the elasticity of states' rights at the moment, California has extended its own ban on employers accessing employer information without permission by prohibiting employers from requesting to gain access to an individual's personal content through a co-worker.

One of the largest criticisms of password-protection law is that it floats atop a steady current of unsubstantiated claims. With very little data across all media outlets to support the need

**The bombardment of digital networking applications and their ever changing platforms consistently blurs the lines that stand between personal and professional lives.**

“If you are not using social media to either look for a job, or look for an employee, you're likely falling behind.”

for such protection over the last several years, opponents express concern that the campaign threatens to rewrite decades of privacy law in the U.S., and unfairly expose employers to potential liability. Supporters point to a Darwinian assertion that those who fail to adapt fall behind and eventually die out – that this is where the law is headed because it's ethical, adaptable and inevitable. It keeps employers in check and abuse of power regulated.

Regardless of the stance any one person or group takes, we can imagine that password-protection law is going to grow and spread and creep and crawl in a similar fashion to the vehicle that gives it life. We live in the middle of a largely digital experience; it has changed the way we communicate, do business, access information and, yes, find employment.

It stands to reason that within this digital experience is still a human experience – often reliant on the willingness and ability of its participants to police themselves to a certain degree. It is absolutely the responsibility of employers to refrain from unethical social media prying, just as it is, ultimately, a jobseeker's or an employee's responsibility to understand that the image he or she presents to the world through social media will be the definition that he or she is likely judged upon.

Facebook, LinkedIn, Twitter – all very accessible and easily edited. Whereas these venues are not immune to poor decision making at times, they are quite manageable – to the extent that, at a certain point, people will assume that what they see is what they get. Privacy settings or not, social media is too big, too fast and too emergent for its users to suppose that someone, somewhere, isn't looking at who they are, and what they do. Future privacy laws, bylaws and amendments notwithstanding, the responsibilities fall on both parties to represent themselves professionally, and in accordance with proper rules and regulations. ■





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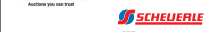
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# Orlando workshop

The 2013 Crane & Rigging Workshop brings together industry professionals from around the world to network, exchange ideas and connect. **ACT** presents its annual Exhibit Center Show Guide.

Each year more than 450 attendees from around the world convene at the annual SC&RA Crane & Rigging Workshop, set for September 18-20 at the Hilton at Lake Buena Vista in Orlando. From a number of pertinent breakout sessions to a bustling exhibit center, the 36th annual event is sure to be a hit. Here's who to see and where to see them.

**A1A SOFTWARE LLC (BOOTH 46)** is the developer of [www.3DLiftPlan.com](http://www.3DLiftPlan.com), a 3-D web-based lift planning program. 3DLiftPlan.com is sponsored by Link-Belt, Terex and Tadano Mantis. The company also has [www.iCraneTrax.com](http://www.iCraneTrax.com) which is a web-based, enterprise-wide application that allows complete control over operations like ispatch, quoting, invoicing, CRM, inventory, maintenance and quick books integration.

**ADVASTAR, INC., (BOOTH 18)** is a full-service, nationwide recruiting and staffing company headquartered in Kansas City. Advastar's team has a strong background supporting all levels and disciplines of engineering, construction management and skilled trades personnel, including specific experience working with crane operators and riggers. Advastar offers a comprehensive workforce solution for recruiting and staffing on a contract, contract-to-hire, or direct-placement basis.

For over 20 years, **ALLIED INSURANCE BROKERS (BOOTH 43)** has focused on providing insurance and risk management to crane businesses of all sizes. Allied's expertise, trusted insurer relationships and customized services deliver bottom-line improvements for crane businesses. Allied's solution-driven approach not only assures complete, specialized coverage, but it also can impact an organization as a whole with a sharp focus on risk management, loss control, contract reviews and safety compliance.

**ALPS WIRE ROPE CORP. (BOOTH 62)**, founded in 1968, has provided the highest quality products to multiple markets, including the crane market. The company will be showcasing its Pinnacle brand, specialty crane wire ropes which include its Compact 35, Compact 8P products and many more of its rigging capabilities.

**ASHLEY SLING, INC. (BOOTH 42)** is a U.S. manufacturer and distributor of lifting and rigging products with six manufacturing locations in the Southeastern U.S. Products include all types of slings, wire rope, rigging hardware, fall protection gear, chain, tie-down equipment and FIRST inspectable round slings. Company services include load testing, rigging inspection and rigging and fall protection training seminars. Ashley Sling represents Crosby, Harrington Hoist, Ultra Safe, Gunnebo Johnson, CM, Renfroe, WRI, WRCA, Superlift Wire Rope, Southern Weaving and Laclede Chain.

**ASSOCIATED WIRE ROPE & RIGGING, INC. (BOOTH 22)** is the North American stocking distributor for RopeBlock & GN, producer of Sea-Link products and a Van Beest distributor. RopeBlock is a Dutch company that manufactures a full line of crane blocks, overhaul balls, swivels, hooks, sheaves and sockets. GN is a Dutch company that offers a full line of forged safety and wide body shackles, eye hooks, master links and thimbles. Sea-Link features wood and steel shell marine blocks, construction blocks, rigger's vises and master links.

**ASSOCIATION BENEFIT RESOURCES (BOOTH 31)** is the SC&RA's exclusive health insurance benefit provider. In March 2010 Association Benefit Resources (ABR) helped to launch an agreement between United Healthcare (UHC) and the SC&RA to offer medical plans to association members. ABR is working to build the association membership toward the ultimate goal of creating a health insurance trust. In reaching its collective goal – ABR utilizes specialized tools to help association members navigate through the effects of Healthcare Reform mandates and regulations.

## WHAT:

SC&RA Crane & Rigging Workshop

## WHERE:

Hilton Orlando Lake Buena Vista, Orlando, FL

## WHEN:

September 18-20, 2013

## KEYNOTE SPEAKER:

Josh Williams, Safety Performance Solutions

## WORKSHOP SPEAKERS:

David Duerr, P.E., 2DM Associates; David Case, Advastar Inc.; Tim Hillegonds, Thrive Creative Services; Derek Esquivel, Dieselhaus; Walter Fischer, Siemens; Al Abel, Mazzella Companies; Klaus Meissner, Terex Cranes; Ronald Kohner, P.E., Landmark Engineering; R. Gene Kaercher, Barnhart Crane & Rigging; Jim Wiethorn, P.E., Haag Engineering; and Robert Moore, NBIS.

## HIGHLIGHTS:

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

## REGISTRATION INFORMATION:

[www.scranet.org](http://www.scranet.org)

**BAILEY HYBRID CRANES (BOOTH 13)** is a manufacturer of battery-powered and hybrid electric cranes. The product offering includes 4-ton pick and carry cranes, 4.5-ton through 18-ton carry deck cranes as well as modifications to battery and hybrid power of Broderson Cranes and Lift Systems Mobilifts & Twinlifts.

**BRIDON (BOOTH 56)** is a manufacturer of high-performance wire ropes. With a wide range of sizes, Dyform 34LR, Dyform 18, Dyform 8 and Constructex provide uncompromising quality for today's demanding crane rope applications. Earlier this year, with the opening of the Bridon technology center, the company ushered in a new era of testing and new product development. The capabilities provided by the technology center will accelerate the introduction of new crane ropes, designed to enhance performance and cost-effectiveness.

Headquartered in Tampa since 1982, **CERTIFIED BOOM REPAIR (BOOTH 68)** provides structural and mechanical repairs for cranes and other types of heavy equipment. While mostly known for its 10,000-plus boom repairs that meet OSHA and ANSI requirements, Certified



Boom Repair offers complete equipment rebuilding services which include hydraulic, electric, R.O.P.S, painting and much more. Certified Boom Repair's experienced welding department, which includes a Manitowoc-trained Welder, features welders certified to AWS D14.3 and B2.1 standards.

Serving the North American market, **CRANE & RIGGING HOT LINE (BOOTH 63)** represents the crane industry's national marketplace by connecting buyers and sellers of new and used cranes and rigging products. Specific products covered include all types of mobile cranes, tower cranes, self erectors and rigging gear. CraneandRiggingHotline.com is an electronic marketplace. Serving both buyers and sellers, CraneHotLine.com provides a large listing of cranes and support equipment for sale. Additionally, CraneHotLine.com is updated daily with news and product information of interest to crane and rigging users and owners.

**CMA LLC (DOUBLE COIN) (BOOTH 10)** was founded in 1934 and has been committed to meeting the demands of the global off-the-road and contractor tire needs with a wide range of radial tire products including its REM-8, a DOT-approved, high-speed radial mobile crane service tire designed for both on and off highway applications. Double Coin has the crane, lifting, transportation and general construction industry covered with universal tread patterns that offer increased traction and durability. Double Coin also designs its products to assist in minimizing fuel consumption.

**CRANE INSTITUTE CERTIFICATION (BOOTH 4)** is an independent certifying organization providing OSHA-recognized, NCCA-accredited certifications for mobile crane operators by type and capacity, as required by OSHA, as well as rigger and signalperson certifications. New articulating boom crane and digger derrick operator certifications are designed for utility



**Crane Institute Certification is an independent certifying organization providing OSHA-recognized, NCCA accredited certifications.**



**Hale has a large inventory including products by Fontaine, Talbert, Landoll, Etnyre, XL Specialized, Trail King, Cometto, Manac and Dorsey.**

and construction workers, and feature written and practical tests developed by subject matter experts representing manufacturers, public utilities, unions, contractors and training professionals. Certified mobile crane operators can add designations for articulating boom or digger derrick by completing a supplement written exam.

**DICA (BOOTH 71)** manufactures portable Safety Tech outrigger pads. Benefits include DICA's engineered thermoplastic construction, U.S. and Canadian patent pending TuffGrip handles, industrial grade safety texturing and injury preventing radius edges and corners. Heavy duty and super duty round models roll for easy transport and stowage. Personalized ID stamping and engraving options help protect your investment by highlighting your organization, vehicle identification or safety message.

**DORAL EQUIPMENT RENTAL (BOOTH 17)** is a specialty rental house focusing on machinery for machine moving and heavy manufacturing applications. Doral offers the largest fleet of Versa-Lift fork lifts in the U.S. and has forklift capabilities up to 120,000 pounds. Doral also offers rentals of hydraulic gantries, the Twinlift, Tri-Lifter, Rigger-Lift and Trakspporter units. Doral Equipment Rental offers its fleet for rent from coast to coast, short or long term.

For over 20 years, **FLEET COST & CARE (BOOTH 79)** has been a leader in software development, training and support products designed for fleet management in the construction, crane, rigging, equipment dealership and equipment rental industries. Having worked closely with FCC's sister company, J.J. Curran Crane Company, the firm has firsthand knowledge and experience in the area of fleet-related ownership as well as the latest innovations in IT. Now after two decades in business, FCC is utilized world-wide by top companies throughout the industry. FCC offers the NexGen Fleet Management System (NexGen FMS). In addition, FCC is a Sage Accpac and Sage Pro ERP certified partner.

**GARROD HYDRAULICS, INC. (BOOTH 44)** specializes in the remanufacturing of hydraulic cylinders. Garrod works with the European manufacturer of the cylinders that are used on most of the larger cranes. The company handles large cylinders in house and can do

chrome plating up to 46 feet in length. Garrod Hydraulics has been rebuilding hydraulic cylinders since 1978. It is also ISO 9000 certified.

**GKS (BOOTH 57)** products are manufactured in Germany and have been sold worldwide since 1967. The company's non-marking rollers are a signature of its brand, its specially designed toe jacks are the most durable in the industry and its innovative omni-directional dollies continue to be the best dollies to provide customers with 360-degree range of movement when moving a machine.

**GOLDHOFER AG (BOOTH 35)** is acknowledged world-wide for its solution competence in manufacturing trailers. For transport, Goldhofer offers semitrailers and combinations of modular trailers with hydraulic steering. Additionally, a wide selection of goosenecks and transport bridges is available in different designs. Products include: modular trailers and self-propelled trailers with hydrostatic drive and electronic multi-way steering. Goldhofer offers 24-hours service, a service organization, spare parts supply, technical support and transportation consulting and training.

**GREENFIELD PRODUCTS LLC (BOOTH 19)** is a manufacturer of custom fork truck mounted attachments such as masts, carriages, steel handling attachments, concrete carriages and pipe handling carriages. The company also custom manufactures intermodal attachments such as container handling spreaders, container chassis shipping units, container chassis rotators and bomb carts.

**GUNNEBO JOHNSON CORP. (BOOTH 26)** custom designs and manufactures products used in the global rigging, heavy lifting and material handling markets. Gunnebo Johnson Corp. is recognized by industries worldwide as a mark of uncompromising excellence, an extensive product line and rigid control on high quality.

**HALE TRAILER BRAKE & WHEEL (BOOTH 72)** offers a complete line of custom, specialized and heavy haul equipment to serve any trailer needs. The company's full range of trailer products are for purchase or rental. Hale has a large inventory including products by Fontaine, Talbert, Landoll, Etnyre, XL Specialized, Trail King, Cometto, Manac and Dorsey.

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**HAYS COMPANIES (BOOTH 30)** is one of the fastest growing risk management, insurance and employee benefits advisors in the country. The company's team represents a dynamic, entrepreneurial assembly of the best and brightest in the industry.

Established in 1961, **H&E EQUIPMENT SERVICES, INC. (BOOTH 14)** is the largest Manitowoc and Grove crane dealer in the world with 68 locations nationwide, 35 of which specialize in cranes. H&E offers a comprehensive crane product support network, specializing in crane sales, rentals, parts, service, CCO training, along with manufacturer-certified structural steel repair and remanufacturing for all makes and models of cranes. H&E is an authorized Manitowoc EnCore Partner and a Manitowoc Crane Care Elite Dealer. H&E is also the authorized dealer for National Crane, Manitex, PLM Cranes and Marine Travelift.

**HIRSCHMANN AUTOMATION AND CONTROL, INC. (BOOTH 7)** is a manufacturer of control systems and load moment indicators. Hirschmann will show its iSCALE Control System which can be used in any application from monitoring standard control functions to a custom control solution. The iSCALE Control System controls and monitors machine function, while offering the option of load moment indication. The family of products available within the iSCALE Control System provides flexibility to cost-effectively tailor the input and output components as needed, rather than engineering custom solutions.

**HMP INSURANCE (BOOTH 9)** is recognized as a leader in developing innovative insurance solutions. The agency has deep roots in the

Memphis and Mid-South area, serving clients not only in Tennessee, Mississippi and Arkansas but in all states. The agency is widely recognized for the in-depth experience and expertise it has developed through the years helping commercial insurance clients manage their exposure to risk. From a commercial insurance perspective, the agency serves clients from a wide range of industries.

**HYDRA-SLIDE (BOOTH 61)** designs and supplies Hydra-Slide hydraulic skidding systems. The company provides load-moving capabilities for all types of heavy loads, such as transformers, generators, compressors, pressure vessels, oil rigs and machines. The company provides one of the most cost-effective and safe ways of moving commodities, and it is engineered for function and convenience. Hydra-Slide also provides specialized rigging equipment. The company is committed to its customers and will work with any team to ensure the right equipment is supplied for the job.

**IDEAL WIRE ROPE (BOOTH 21)** focuses on special wire rope service and sales. The company has a team of wire rope professionals with a combined 80 years of experience in the wire rope industry. Ideal Wire Rope is the master dealer for Teufelberger special wire ropes for construction and industrial applications in the U.S.

**INDUSTRIAL TRAINING INTERNATIONAL (BOOTH 76)** is a world-leader in crane, rigging and lifting educational services that has been serving the heavy lift and transport business for nearly 30 years.

**INFRAMEASURE, INC. (BOOTH 33)** provides portable, high precision railway clearance measurement services. The company's products and services aim to solve measurement challenges with a focus on the specialized railroad and tunnel markets. **INSULATUS, INC. (BOOTH 70)** is a manufacturer of below-the-hook insulating links for use on cranes. The company's products aim to protect any ground crew in contact with the load in the event of a power line contact.



## **THE IRONWORKER MANAGEMENT PROGRESSIVE ACTION COOPERATIVE TRUST (IMPACT)**

**(BOOTH 62)** is an independent labor-management partnership designed to create work opportunities in the North American ironworking industry. IMPACT's primary mission is to provide a forum for ironworkers and signatory contractors to discuss effective strategies to expand job opportunities through innovative labor-management cooperative programs. IMPACT provides expertise in training, construction certifications, marketing, construction project tracking and bidding, insurance and Davis-Bacon compliance efforts.

**J&R ENGINEERING CO., INC. (BOOTH 11)** located in Mukwonago, WI, is the manufacturer of the Lift-N-Lock hydraulic boom gantry, Delta Lift rubber tired gantry, Lift-N-Lock Crawler Transporter and other specialized lifting equipment serving the machinery moving, industrial material handling and nuclear industries.

**KALYN SIEBERT (BOOTH 77)**, a subsidiary of Heil Trailer International, Co., is a global manufacturer of specialty trailers in Gatesville, TX. Kalyn Siebert's product line includes heavy haul, wind energy, construction, towing and oilfield trailers. In order to deliver the highest quality trailer to the customer, Kalyn Seibert is committed to product improvements using Value Analysis, Kaizen events, and Lean manufacturing.

**KHL GROUP (BOOTH 51)** is a diversified media company and the leading supplier of international construction information in the world. Using its market-leading magazine brands, KHL has expanded into digital magazines, e-newsletters, directories, the internet, new media technologies, book publishing, direct mail, list rental, exhibitions, conferences and contract publishing. KHL Group publishes *American Cranes & Transport Magazine*, the official domestic magazine of the SC&RA as well as *International Cranes and Specialized Transport*, official international magazine of the SC&RA.

**KTSOI LLC (BOOTH 12)** is OEM representative for Kessler (AT Crane Axles and Transfer cases), Mobil Elektronik (Steer X Wire and sensors for multi-axle AT Cranes) Neumeister Hydraulics (custom hydraulic cylinders) and Alfred Heyd, (steering and suspension tie rods, ball joints and

>61

**The Ironworker Management Progressive Action Cooperative Trust (IMPACT) is an independent labor-management partnership designed to create work opportunities in the North American ironworking industry.**

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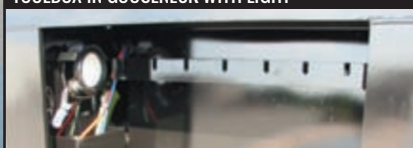
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- Booth # 16 - Power Logistics Asia in Singapore, Oct. 30-31, 2013



torque rods) in the North American market. KTSDI LLC provides support to all major crane, SPMT and trailer manufacturers and offers a full parts inventory and repair center. KTSDI LLC has offices/support centers in Canada and Youngstown, OH.

#### **LARRY COLLIER CRANE PARTS & SERVICE**

**(BOOTH 66)** prides itself on being a comprehensive resource for factory stocked crane parts, crane repair and rebuild services, along with diagnostic assistance. The company was founded in 2011 by Larry Collier who has more than 35 years of experience as a crane mechanic and service manager. The company offers same day shipping on stocked parts.

**LIEBHERR CRANES, INC. (BOOTH 40)** is responsible exclusively for the U.S. market with a wide range of all-terrain and large crawler cranes manufactured at Liebherr-Werk Ehingen GmbH in Germany. High performance cranes are designed for the customer and manufactured in Ehingen/Germany. Offering advanced service in the U.S. and never far from the customer, the Liebherr staff guarantees a fast and professional response to all kind of customer requests either service or parts within a short time.

**LIEBHERR NENZING GMBH (BOOTH 39)** has been represented on the American market for many years. Liebherr Nenzling Crane Co. (LNC) was founded in Houston in 1997. LNC is the head office for sales and service in the field of crawler cranes, both duty cycle and lift version and deep foundation machinery. Liebherr offers a wide range of deep foundation machinery: rotary drilling rigs (LB), piling and drilling rigs (LRB), piling rigs with fixed and swinging leader (LRH). In the field of deep foundation Liebherr does not only offer sales and service, but also support in process engineering and practical operator training using Liebherr equipment.

**LIFT SYSTEMS (BOOTH 53)** has provided 30 years of innovation in the heavy lifting and transportation industry. Standard product lines include hydraulic gantry systems from 20 tons to over 1,400 tons capacity, mobile pick and carry machines from 7.5 tons to 110 tons capacity, including the popular Mobilift and Twinlift lines. Crawler mounted transporters, custom cylinders, and custom design-and-build special projects round out the company's offerings. Recent innovations include the

new Hoist & Haul System and Modular Load Weighing Systems to 4,000-plus tons capacity.

**LINK-BELT (BOOTH 52)** is a 139-year-old company with a legacy of quality and innovation. Link-Belt designs, manufactures, sells and supports telescopic boom and lattice boom cranes for the construction industry worldwide. Link-Belt's ever-evolving product line includes telescopic crawler, rough terrain, lattice crawler, hydraulic truck, lattice truck and all-terrain cranes. It has a strong network of domestic and international crane distributors that provide full sales and service support.

**LOAD SYSTEMS INTERNATIONAL (BOOTH 59)** is a manufacturer of wireless and cable-based crane instrumentation. For 10 years, LSI has provided: Load moment indicators/RCI/RCL, wind speed indicators, A2B systems, cable reels, slew sensors, angle sensors and more. LSI, along with the LSI-Robway & Load Systems UK divisions, provides worldwide sales and support. LSI products offer safety, reliability and flexibility, backed by a knowledgeable and capable technical support team available 24/7.

**MANITOWOC CRANES (BOOTH 36)** is one of the world's largest providers of lifting equipment for the global construction industry, including lattice-boom crawler cranes, tower cranes, mobile telescopic cranes and boom trucks. Manitowoc's manufacturing, service and sales network extends around the world, with over a dozen manufacturing facilities in nine countries, and more than 20 regional sales and support offices in 14 countries. Manitowoc's North America manufacturing, sales and service facilities are located in Manitowoc, WI and Shady Grove, PA.

The **TRANSMASTER** team a division of **MASTER SOLUTIONS INC. (BOOTH 60)** has extensive and on-going experience in the trucking industry. Dating back to 1979, the company has designed, engineered and manufactured various types of trailers and trailer systems. TransMaster Trailers can meet any hauling need with a range of specialized trailers from wind trailers to multi-axle steering dollies, jeeps, oil field heavy duty

step deck trailers, low boy detachable gooseneck trailers, extendable trailers and special high capacity steering capable trailers.

**MATRIX PAYMENT SYSTEMS (BOOTH 1)** has been in business since early 2000 and services thousands of businesses across the United States. The company's sales representatives and office administration associates have over 15 years' experience on average and are all dedicated to making sure customers are completely satisfied with reliable solutions and personable support. Receive big bank processing rates and highest service levels only available through smaller niche processing service providers.

**MAZZELLA LIFTING TECHNOLOGIES (BOOTH 78)** provides quality slings including chain, wire rope, nylon, cordage, tie-down and high-performance synthetic slings; wire rope assemblies; as well as bridge cables, crane and steel mill cables or OEM assemblies. Mazzella engineers, designs and manufactures quality overhead cranes, crane components, engineered lifting devices and special fabricated items. The company has certified and experienced personnel including on-staff engineers, estimators, fabricators, fitters and welders.

In business since 1935, **MILLER LIFTING PRODUCTS (BOOTH 2)** is the worldwide supplier of Y-link angular contact bearing lifting swivels in capacities to 1,000 tons; Econo-Link thrust bearing swivels in capacities to 15 tons; mobile and overhead crane blocks and the associated overhaul balls. Miller also supplies DIN Standard forged hooks; single, duplex and quad hooks to 1,000 tons and forged eye hooks to 400 tons, including ROV ready. For the line stringing applications, Miller offers the Pengo pulling swivels in capacity to 50 tons. Miller also offers a line of ISO Link electrically insulated links and tag line insulators.

#### **NATIONAL COMMISSION FOR THE CERTIFICATION OF CRANE OPERATORS (NCCCO) (BOOTH 23)**

is an independent, nonprofit organization established to develop and administer nationwide certification programs for crane operators and related personnel. Since 1995 NCCCO has administered over 700,000 written and practical examinations and issued more than 130,000 certifications. NCCCO will showcase its diverse range of nationally and internationally accredited (ANSI/ISO) and OSHA-compliant crane personnel certification programs, including those for Mobile, Tower, Overhead, and Articulating Crane Operators, Signalpersons, Riggers and Crane Inspectors. New CCO certification programs for Digger Derrick Operators, Service Truck Crane Operators and Lift Directors will be featured.

**NCCER develops training in more than 60 craft areas, offers more than 70 assessment exams and has more than 4,000 training locations.**





**NATIONAL CRANE INSPECTION LLC (BOOTH 73)** offers complete OSHA compliance safety inspections. Its primary function is to inspect and certify cranes, derricks, hoists, conveyor elevator spouts and material handling devices. The company surveys towboats, barges and all marine going vessels.

**NATIONAL INTERSTATE INSURANCE COMPANY (BOOTH 41)**, a transportation insurance provider since 1989 and leader in alternative risk transfer programs since 1995, offers a variety of solutions designed specifically for crane, rigging and heavy haul operations. The company offers industry-tailored options including deductible and guaranteed cost, as well as Titan, the innovative captive insurance program. The company is rated "A" (Excellent) by A.M. Best Company, and is admitted in all 50 states.

**NCCER (BOOTH 49)** is a not-for-profit education foundation created to develop standardized construction and maintenance curricula and assessments with portable, industry-recognized credentials. NCCER develops training in more than 60 craft areas, offers more than 70 assessment exams and has more than 4,000 training locations. NCCER's Mobile Crane Operator Certification Program offers 13 equipment specific certifications and meets or exceeds current ASME and OSHA 2014 standards. NCCER's Gold Card provides certified crane operators with a unique number, allowing them and their employers to verify certification credentials in real-time through NCCER's Online Verification.

**NBIS (BOOTH 58)** is a hybrid managing general underwriting organization specializing in construction and related transport program coverage, distributed through agents/brokers nationwide. As a full-service provider program, NBIS delivers custom program insurance options to agents/brokers, claims adjusting/claims investigation and risk management tools to all parties involved to achieve lowest cost outcomes for its customers. Working in partnerships with 'A-' rated carrier partners, NBIS delivers premier construction and transport insurance programs, as well as unique risk management products and services.

**NELSON MANUFACTURING COMPANY (BOOTH 45)** specializes in helping crane owner/operators move large equipment. Nelson Manufacturing Company's boom launch trailer is custom designed to fit the larger hydraulic truck and all-terrain cranes by removing and

cradling the boom for easy transportation to the work site. Once there, the boom is raised and reattached all within a half hour. The Nelson boom dollies come in all shapes and sizes designed specifically for customer needs and state requirements. Nelson also is known for special application trailers, multi-axle trailers, lowboys and steerable dollies.

**NORMAN-SPENCER AGENCY (NSA) (BOOTH 24)** Norman-Spencer is a nationally acclaimed provider of property and casualty insurance services that focuses on construction, marine and select specialty lines. NSA leads the crane industry by offering a specialized tailored program for crane companies with and without operators on an admitted package policy with no liability deductibles, quick quote turnaround, proper terms and coverage and favorable pricing for crane companies to get the job and get paid.

**NORTH AMERICAN CRANE BUREAU (NACB) (BOOTH 47)** is a leader in crane safety. For 30 years, NACB has directed the industry with high-level technical training and related services for crane and lifting equipment. This drive to increase safety awareness has led NACB to offer a host of training seminars, some of which include: Operator, Inspector, Train-the-Trainer and Rigging/Signaling. Another part of the NACB Group of Companies is its Interactive Educational Systems (IES) subsidiary. IES produces Crane Training Simulators with both full emersion training and Personal Desktop Training Simulators.

**PRECISION ENTERPRISES, INC. (PEI) (BOOTH 15)** is the North American Representative for KAMAG Transporttechnik GmbH & Co. (KAMAG) of Ulm, Germany. KAMAG delivers transporter and trailer equipment used globally by aerospace companies, steel mills, shipbuilders and heavy haulers. KAMAG's range of equipment includes SPMT's; elevating, steerable, split-able platform trailers; aircraft tugs; and swap body trucks. PEI supports clients throughout North America with new equipment sales, spare parts, and factory-trained technicians for troubleshooting, warranty repairs and preventive maintenance.



**PYTHON HIGH PERFORMANCE (BOOTH 37)** ropes are made in Germany, including all wires and strands. Some of the company's new Compac 35 Plus true non-rotating ropes, from 16mm to 32mm, are available and in stock for all truck, mobile and crawler cranes. The company's training courses are provided throughout the country for proper installation of crane ropes.

**RIDEWELL (BOOTH 16)** engineers and manufactures air-ride, rubber-ride, steel spring and mechanical suspension systems for the truck, trailer and bus industries. The company has served the transportation industry since 1967, holding more than 70 active patents for exclusive features providing low maintenance and superior ride quality. Ridewell's newest line of trailer air-rides offers a full range of ride heights in weld-on and bolt-on configurations. Overslung and underslung configurations are available in 25,000-pound and 30,000-pound capacities, along with a 25,000-pound capacity yoke mount.

**RIGGERS MANUFACTURING CO. (BOOTH 54)** produces the EZ Lifter telescoping hydraulic gantries up to 1,600 tons, TriLifter mobile lifters up to 110 tons, forklift attachments and other specialized equipment for the machinery moving and rigging industry. Riggers Manufacturing's innovative CARL Control System has the ability to synchronize the lifting and travel of up to eight jack legs. The portable belly pack allows the operator to view the lift from any angle, maximizing safety on critical lifts.

**RIGGING GEAR SALES (BOOTH 55)** specializes in rental, sales, and leasing Lift Systems, Inc. products including, modular telescopic hydraulic gantries, Mobilifts and Twinlifts, MiniJack Lift Systems, Moving Dollies, Powerbars and more. The company's current fleet of new and used gantries ranges from 20-ton to more than 1,000-ton systems with maximum heights of over 40 feet with 600 tons.

**RIGREADY (BOOTH 8)** is a family owned business focused on offering quality rigging booms. Unique Engineering, LLC was founded in 2009 with the invention of one product, the RigReady Rigging Boom attachment. The founder and owner of the company invented the RigReady Rigging Boom attachment after realizing a need in the industrial industry for a quick release rigging boom that didn't need to be welded onto the fork truck.

**SANY AMERICA (BOOTH 32)** offers five crawler cranes ranging from 110 to 550 U.S. tons, along with its four-model lineup of rough-terrain cranes, ranging from 40 to 85 U.S.

**PEI is the North American Representative for KAMAG Transporttechnik GmbH & Co.**



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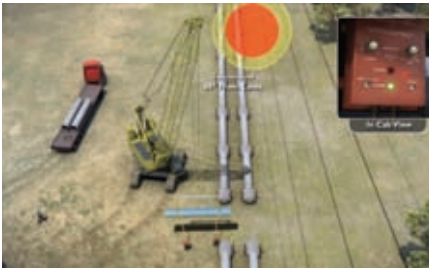
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tons. Innovative features, smart operation and attention to operator comfort enable SANY cranes to tackle a wide range of applications. They deliver the lifting power, pick-and-carry capability and operating stability required on virtually any jobsite.

**SENARC (BOOTH 48)** is the company behind Visual Dispatch, a software solution designed to simplify job, employee and equipment scheduling and management. The power of its visual approach to scheduling has helped companies increase employee productivity, reduce operating expenses, improve customer service and boost return on investment. Rather than changing the way customers work, Visual Dispatch adapts to and enhances their workflow process, providing them with the ability to make current methods of quoting, scheduling, maintenance tracking and billing more accurate.

**SIGALARM (BOOTH 20)** is a 60-year-old established brand and is recognized as the world leader in power line warning systems. Sigalarm utilizes the most advanced technologies in power line protection. Systems include cellular modem and GPS enabled equipment communicating with an online real time

**Sigalarm is a 60-year-old established brand and is recognized as a world leader in power line warning systems.**

mapping, monitoring, and reporting dashboard. The system is based on the latest ESRI, ArcGIS server 10 and software combined with Bing via the JavaScript API.

#### THE SLINGMAX ORGANIZATION (BOOTH 38)

was proud to be a part of the construction of the new World Trade Center in New York City. In May 2013, Twin-Path synthetic fiber slings were used to raise the iconic spire to the top of One World Trade Center. Slingmax Rigging Solutions is a rigging technology company that specializes in synthetic fiber slings and synthetic fiber sling accessories. Slingmax is based in Aston, PA, and has authorized dealers and fabricators across the U.S. and world.

**STANDFAST USA (BOOTH 6)** is the company behind the Travel Restraint Access Module (TRAM), which is a unique height safety system that provides the operator with full mobility and yet completely prevents the user from falling. While other height safety systems will arrest a free fall, they can expose the user to suspension trauma or the risk of hitting obstacles while falling. TRAM overcomes this safety issue.

**STERLING LUMBER (BOOTH 80)** manufactures, sells and rents crane mats, outrigger mats and access mats anywhere in the world. The company has been in business for over 60 years and makes its goal to be an asset to its customers and nothing less.

#### TALBERT MANUFACTURING, INC. (BOOTH 34)

manufactures a variety of heavy haul trailers and specialized transportation equipment. Located in Indiana, Talbert has been serving the transportation industry since 1938 covering commercial, government, aerospace, and energy applications as well as in-plant material handling movers, manufacturing systems and processors. Talbert products include: Utility and tag-a-long trailers, tilt deck trailers, hydraulic slide axle/hydraulic tail trailers, low bed heavy haul trailers, extendible trailers (flats, step decks,

lowbeds, hydraulic necks), spread axle trailers (East and West coast styles) and multi-axle configurations.

**TECH SAFETY LINES, INC. (TSL) (BOOTH 67)** is dedicated to providing a culture of safety and protecting workers at height. TSL offers a Tower Crane Rescue course that teaches on-scene personnel how to rescue an unconscious victim from anywhere on the tower crane: the access ladder, the boom or counterweight, even from inside the control cab. The company's consulting arm works with companies to develop the Rescue Component of their Managed Fall Protection Plan. TSL customizes its training curriculum to meet the needs of their clients and offers global on-site rescue training.

**TEREX CRANES (BOOTH 50)** is a global manufacturer with strong local roots and a broad product offering that reflects over a century of Experience. Committed to speed, aiming for the highest level of responsiveness in everything they do, Terex Cranes is focused on getting the job done, aimed at maximum uptime and a high return on investment. Because it is the customers' results that really matter.

**THE CROSBY GROUP (BOOTH 75)** markets a line of accessories used in material handling applications. Based in the U.S., the company provides a range of products including wire rope clips, hooks, shackles, lifting clamps, hoist rings, overhaul balls, snatch blocks, crane blocks and sheaves. Crosby also provides a training program that focuses on the proper usage of Crosby Products.

#### TRAIL KING INDUSTRIES (BOOTH 64),

North America's largest specialized trailer manufacturer has been a proud supporting member of the SC&RA for over 30 years. Trail King engineers and manufactures dual lane transport systems, hydraulic Schnable neck, blade hauling and custom multi-axle trailers for the wind energy industry and specialized hauling markets.

**TNT SALES' (BOOTH 5)** mission is to make sure that the customer's needs are met by a courteous sales staff who is willing to provide a wide selection of quality trailers at a reasonable price.

#### TRANSPORT SYSTEMS AND PRODUCTS, INC. (BOOTH 25)

services the specialized transportation industry, commercial and recreational marine industries as well as the consumer products market. From transporters by Scheuerle and mobile boat hoists by U.S. hoist, Inc., fishing tackle and electronics, TSP, Inc. carries the products that help keep its clients moving.

**Standfast is the company behind the Travel Restraint Access Module (TRAM).**



**Slingmax Rigging Solutions is a rigging technology company that specializes in synthetic fiber slings and synthetic fiber sling accessories.**

**USI INSURANCE SERVICES LLC (BOOTH 69)** is a leader in insurance brokerage and consulting. With a team of highly focused crane and rigging experts, it is one of the leading retail insurance brokers in the U.S. for crane rental, heavy lift and heavy haul contractors. They provide state specific litigation and claims management, as well as proactive legislative and industry regulatory management consulting and contract management.

**THE VERSA-LIFT (BOOTH 65)** is a unique forklift in which the frame extends in order to achieve greater capacities and is equipped with a removable hydraulic boom. The Versa-Lift was designed specifically for moving heavy machinery smoothly and safely on solid surfaces for riggers.

**WAGSTAFF (DASH) (BOOTH 74)** was founded in 1963 by H.R. and Evelyn Wagstaff. The company started with one small crane and a firm desire to serve in the Rocky Mountain area. Hard work and perseverance prevailed and Wagstaff evolved into one of the most respected, safe crane operations of its kind.

**WIRECO WORLDGROUP (BOOTH 27)** is a leader in manufacturing, engineering and distributing wire rope, wire rope assemblies and high tensile synthetic rope products. The company markets solutions for crane and rigging applications under three well-respected names—CASAR, Oliveira and Union Wire Rope.

**WHECO WORLDWIDE SERVICES (BOOTH 53)** will be exhibiting the company's approach to engineered structural repairs, crane restoration and cylinder repair. For over 30 years, WHECO has been providing repair and restoration services to the crane industry. WHECO provides full, turn-key repairs including fabrication, hydraulic, mechanical, electrical and painting services. WHECO prides itself on being able to provide OSHA, Cal-OSHA, ANSI and AWS compliant repairs. WHECO operates from six service centers located in Richland and Seattle, WA, Santa Fe Springs, CA, Houston, TX, Aiken, SC, and Kwajalein, Marshall Islands.

**WRIGHTPLAN INCORPORATED (BOOTH 28)** is in business to provide software solutions that address the needs of operating rigging, machine moving, crane, millwright and custom fabrication/installation companies. Customers are experiencing smoother operations and up to 5 percent margin increases with the use of the WrightPlan system. Many well-known companies are already taking advantage of our powerful solution. Call us and find out more. ■



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**There is a major misconception that the form essentially provides pollution coverage to the insured in the event of an environmental cleanup loss.**

**Brent Moody**

discusses the Motor Carrier ACT of 1980.



# What is MCS-90?

In response to the Motor Carrier Act of 1980 came the MCS-90 endorsement for the business automobile policy. Its primary purpose was to make certain that dollars were available for any damage associated with the transportation of hazardous materials. The MCS-90 is a required endorsement on all business auto policies for carriers engaged in both hazardous material hauling and/or transporting property in interstate commerce.

## So misunderstood

What the MCS-90 is not: The MCS-90 is one of the most misunderstood endorsements in the insurance industry. There is a major misconception that the form essentially provides pollution coverage to the insured in the event of an environmental cleanup loss.

Another misconception involves its necessity for carriers engaged only in intrastate commerce. Yet another is that the MCS-90 is required for carriers with a Private Property Operating classification. Many of the ramifications associated with these misinterpretations are minor at worst. Others, like the idea that the endorsement provides pollution coverage, can carry far more dire consequences. True, the endorsement does stipulate that the insurance carrier must pay any

judgment rendered against the insured with regard to public liability: The insurer (the company) agrees to pay, within the limits of liability described herein, any final judgment recovered against the insured for public liability resulting from negligence in the operation, maintenance or use of motor vehicles . . . regardless of whether or not each motor vehicle is specifically described in the policy and whether or not such negligence occurs on any route or in any territory authorized to be served by the insured or elsewhere . . . It is understood and agreed that no condition, provision, stipulation, or limitation contained in the policy, this endorsement, or any other endorsement, or any other endorsement thereon, or violation thereof, shall relieve the company from liability or from the payment of any final judgment, within the limits of liability herein described, irrespective of the financial condition, insolvency or bankruptcy of the insured.

The problem occurs when the endorsement allows the insurance company to seek reimbursement of any payment to third parties on behalf of an insured: However, all terms, conditions and limitations in the policy to which the endorsement is attached shall remain in full force and effect as binding between the insured and the company. The insured

agrees to reimburse the company for any payment made by the company on account of any accident, claim, or suit involving a breach of the terms of the policy, and for any payment that the company would not have been obligated to make under the provisions of the policy except for the agreement contained in this endorsement.

## What are the costs?

The majority of business automobile policies exclude pollution-related claims. So if an insured incurs a pollution related claim, the carrier will be obligated to pay damages as required by the MCS-90 provision, but (assuming pollution liability is excluded on the policy) will seek reimbursement for whatever damages are paid out.

So, what kind of dollar amounts are we talking here? The FMCSA requires a minimum of \$5 million in liability coverage for hazardous material haulers. Typically hazardous material haulers carry much higher limits than the mandated minimum. The vast majority of excess liability policies follow the form of the underlying primary policies. What this means is that if something is covered under the primary it is covered under the excess. As an example, a company has a \$1 million primary business automobile policy endorsed with the



MCS-90. They also carry a \$4 million dollar follow-forming excess auto liability policy to satisfy the FMCSA minimum requirement. They also purchase a \$5 million excess liability policy bringing their total auto limits of liability to \$10 million. Then, the unthinkable occurs.

Damages are deemed to be the following:

- Cost of hazardous pollutant cleanup: \$3.5 million
- Property damage inflicted by spilled 1 pollutant: \$1.5 million
- Bodily injury claims from exposure to pollutant totaling \$6.5 million

The court renders the company liable for \$11.5 million in total damage to the public. The MCS-90 will trigger coverage up to \$1 million. Since both excess liability policies follow form of the primary auto, they will also respond. Payments will be made on the insured's

behalf by the three insurers involved all the way up to the \$10 million, leaving the insured responsible for the additional \$1.5 million in damages. As if this is not debilitating enough, the primary auto insurer turns around and seeks reimbursement from the insured citing its policy's pollution exclusion. Both excess carriers follow suit as they follow primary carrier's pollution exclusion. Now you have a company that had an unfortunate accident, believed they had pollution coverage available via the MCS-90, who is now liable for \$1.5 million in damages in addition to being liable for the \$10 million initially paid by the three insurance companies! It is hard to imagine that a single accident could lead to the financial demise of a large, well established trucking firm. This illustrates how the MCS-90 was not designed to help the insured. Rather, it was designed by the government to protect the public in claim situations involving tractor-trailers.

## What is the solution?

The CA 9948 Pollution Liability-Broadened Coverage for Covered Auto endorsements. By endorsing the CA 9948

“ The MCS-90 is one of the most misunderstood endorsements in the insurance industry. ”

to the primary auto policy, a company can ensure that they have adequate protection should a claim involving a covered auto hauling hazardous materials occur. Be certain any excess policies purchased follow form of the CA 9948, full limits will when be available in the event of a pollution-related loss. If a primary insurer is unwilling to endorse the CA 9948, a separate contractor's pollution policy may be purchased to eliminate the gap in coverage. There are several viable options available to ensure you and your company is protected against a pollution-related nightmare. Review your current insurance program. Make sure you have the coverage you need. Don't fall victim to a case of misinterpretation when there could be so much at stake!



## THE AUTHOR

### Brent Moody

is assistant vice president of casualty underwriting at NBIS.



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STEVEN TODD  
Director of Advocacy,  
SC&RA

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## OCTOBER 23

12 pm EST

### WHAT'S UP WITH OSHA'S CRANE PERSONNEL QUALIFICATIONS?

OSHA's decision to postpone the effective date of its crane operator qualification requirements (Subpart CC of 29 CFR 1926) to allow time for additional rulemaking surprised the industry and has led to confusion as to the legal responsibilities for qualifying employees who work with and around cranes. Presenter, Graham Brent, NCCCO, National Commission for the Certification of Crane Operators, will provide a comprehensive review of those responsibilities from a federal perspective. Further, Mr. Brent will discuss the two central issues--certifying by crane capacity and whether certification is equivalent to qualification--that prompted OSHA to announce its intention to reopen the crane rule will be examined. Industry responses to requests for input by OSHA and other entities on these issues will be analyzed for insight into the likely direction OSHA rulemaking will take in the near future.



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## Schiller named EVP of Manitowoc Crane Care



Manitowoc Cranes has named Ingo Schiller executive vice president of Manitowoc

Crane Care. Schiller will take on the new role in addition to his current responsibilities as senior vice president of global marketing and product development, on an interim basis. Schiller will report directly to Eric Etchart, president and general manager of Manitowoc Cranes.

Etchart said Schiller's knowledge of Manitowoc's products and its customer base made him the perfect choice.

"Over the past three or four years, Ingo has immersed

himself in the Manitowoc product line and developed a strong understanding of our customers' needs, and that naturally extends to how best to support them," he said.

Schiller joined Manitowoc in 2008. Prior to his role as SVP of global marketing and product development, Schiller was SVP of sales and marketing for Manitowoc Cranes Americas. He has a long career in the crane industry including many years at Liebherr, where he served as EVP of sales for Liebherr Americas. He will continue to be based at Manitowoc's facility in Shady Grove, PA, but will travel extensively, Manitowoc said.

## Hollister joins Sims



Mark Hollister has been named senior vice president of business development at Tampa-based Sims Crane & Equipment. Hollister has more than 35 years of experience in crane and construction sales, management and operations. He previously was senior vice president of Sales and Marketing at Norco LLC.

"Mark has a proven track record of training and motivating sales teams in our industry, and we are confident he will bring his enthusiasm and successful strategies to our organization," said Dean Sims II, vice president of marketing for Sims Crane. Hollister holds a B.A. in marketing from Drake University.

■ In the July issue of *ACT*, Tom Zanone's name was misspelled. We apologize for this error.

■ Talbert Manufacturing has hired **Aaron Hickman** as controller. Hickman has 15 years experience in the manufacturing industry and 26 years of accounting-related experience.

■ **Derrick Deakins** has been appointed president of Bishop Lifting Products. He previously held senior finance and engineering positions with Shell Oil and Hewlett Packard. He holds a mechanical engineering degree from Texas A&M University and an MBA from the University of Chicago.

■ Global Cranes & Machinery appointed **Ed Gibson** as sales manager, Americas. He joined the Global team in 2009 as North American sales manager.

■ XL Specialized Trailers recently appointed **Garet Earles** as regional sales manager for the Northeastern U.S. and parts of Canada.

■ ALL Erection & Crane Rental Corp. appointed **Brenton MacDonald** as safety supervisor of Central Rent-A-Crane.

## In memoriam: Brock Settlemier

Brock Settlemier, 79, former owner, president and CEO of Bigge Crane and Rigging, San Leandro, CA, passed away peacefully in his home on August 1, surrounded by his family.

Settlemier attended the University of California at Berkeley, where he was a member of Beta Theta Pi fraternity, stroked Freshman Crew, and played two years of varsity rugby (winning two national championships) before graduating with a B.S. in Business Administration in

1956.

In 1957, he married his college sweetheart, Marlene Bigge. After two years in the U.S. Army, Settlemier joined Bigge Crane and Rigging in 1958. He purchased the company in 1980. During 40 years at Bigge, he grew the company into a worldwide player in nuclear power construction, heavy crane rental, power generation and heavy lift rigging. Bigge also won numerous SC&RA Rigging Job of the Year awards. In 2003,

Settlemier received SC&RA's most prestigious honor, the Golden Achievement Award, for outstanding lifetime accomplishments. In addition to SC&RA, he was active in the Crane Owners Association, the Beavers and the Associated General Contractors of America.

He completed 68 marathons, winning the 1st Escape from Alcatraz Triathlon as a senior at age 46. He was a lifetime member of the Society of California Pioneers, an avid golfer, skier and woodworker.



**Brock Settlemier was recognized with the SC&RA Golden Achievement Award in**

The family requests that donations be made to The Brock R. Settlemier Memorial Fund for Rugby; University of California Berkeley Intercollegiate Athletics; 195 Haas Pavilion; Berkeley, CA 94720; c/o Phil Esten.





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# Marketplace

The Marketplace is designed to help readers find what they need to do their job. It is divided into convenient categories, giving more exposure to the advertiser to help sell your products, equipment, crane & lifting services, and transport and heavy haul needs.

## Products, Parts & Accessories 78

Operational aids, communication systems, components, controls, software, crane mats and outrigger pads, crane repair, hydraulics, jacks, attachments, personnel baskets, rigging hardware, rollers, slings and chains, tires, winches, wire rope, batteries, braking systems, and new, used and refurbished parts.

## Equipment for Sale or Rent 92

Crane, rigging and lifting equipment for sale or rent, new or used.

## Safety, Training & Industry Services 100

Training, insurance, inspections, financing, consulting and safety equipment.

## Career Opportunities

Employee recruitment and job postings.

## Transport & Heavy Haul 102

Transportation permits, freight forwarding, heavy haul and pilot car services.

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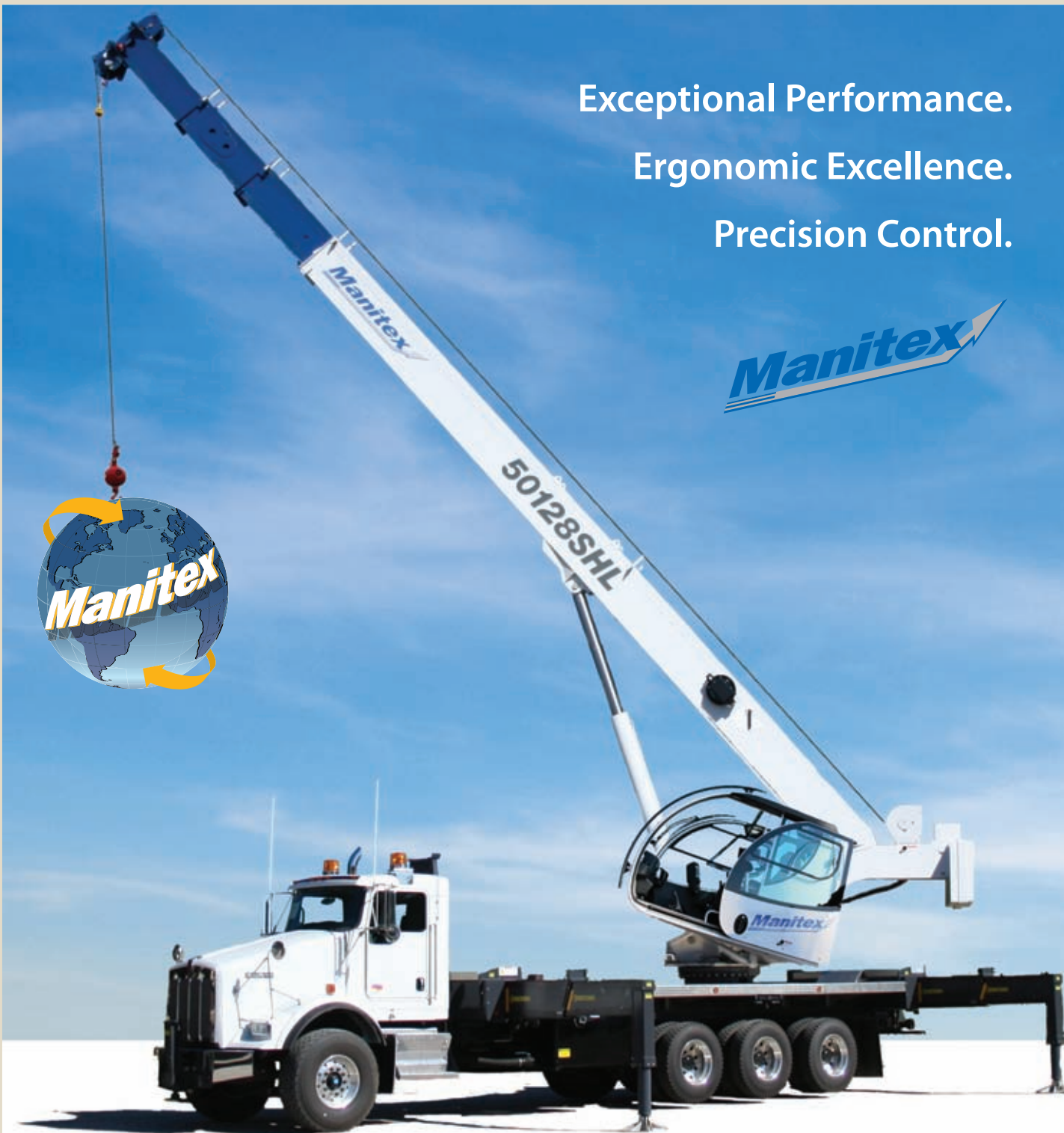
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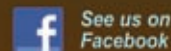
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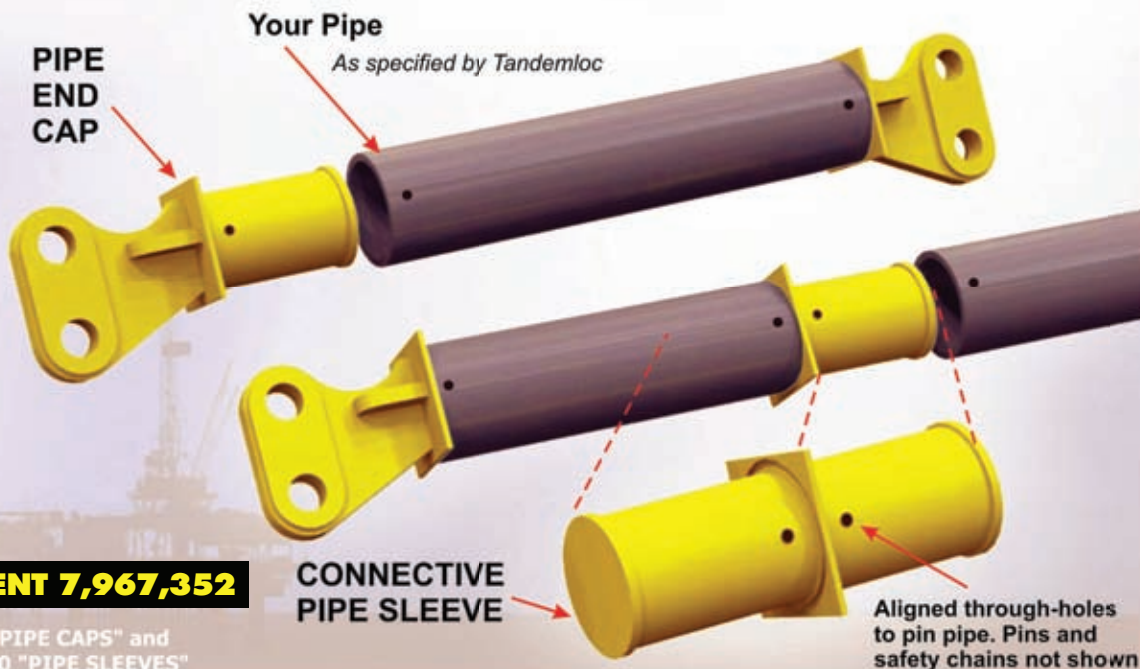


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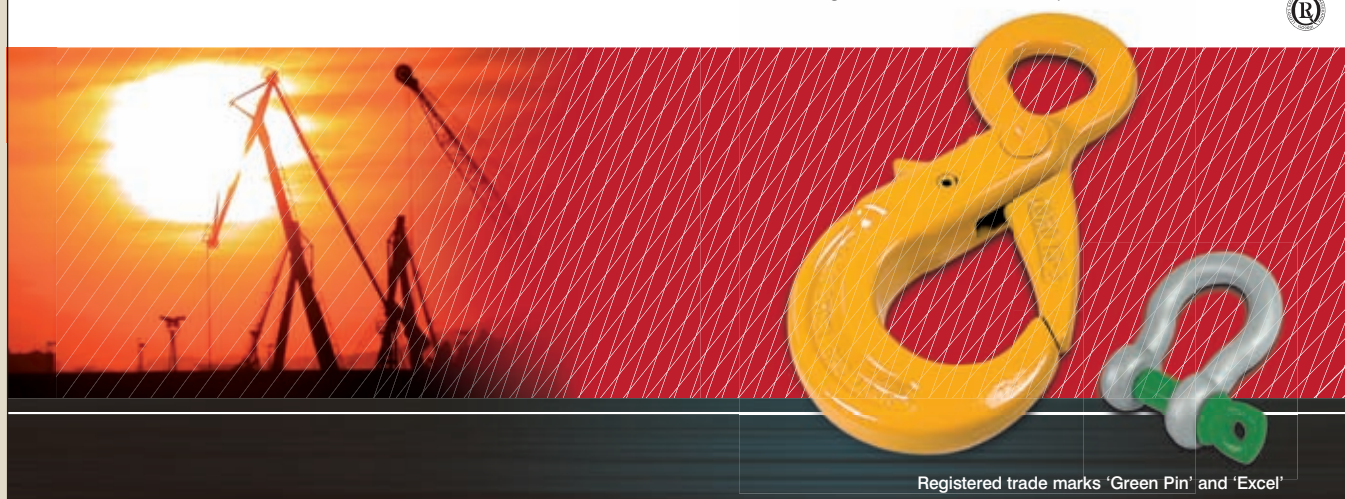
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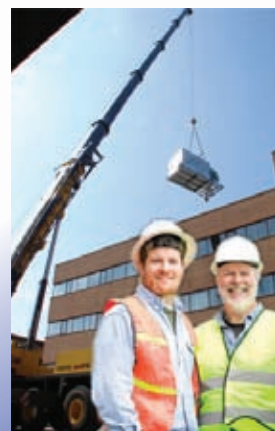
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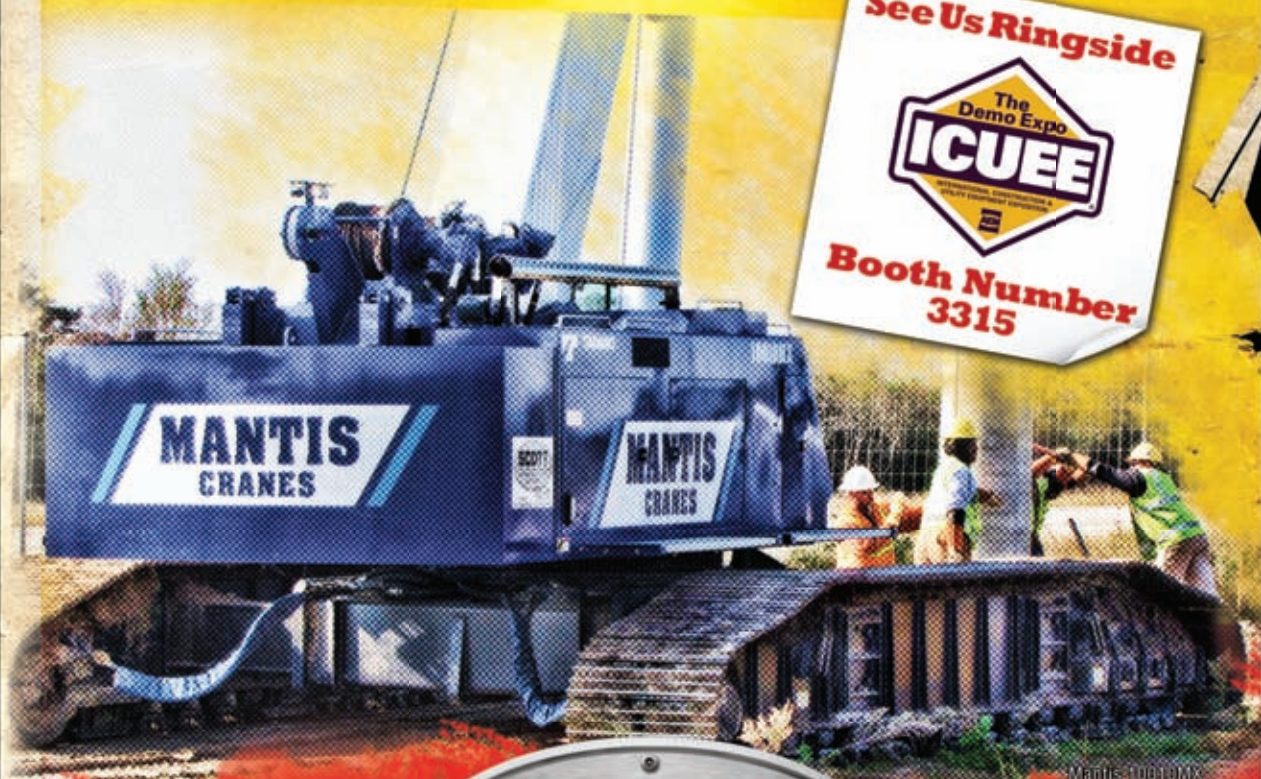
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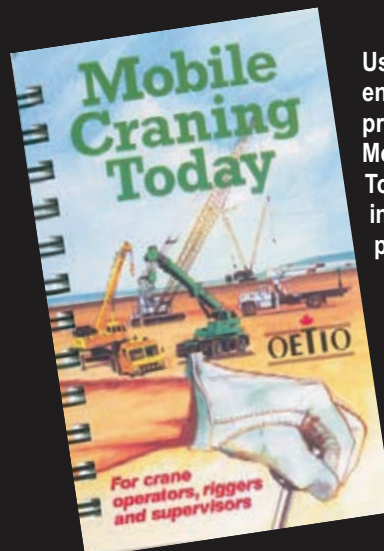
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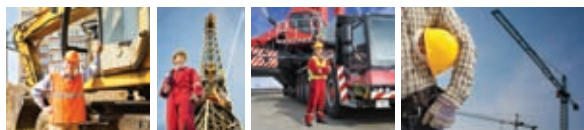


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