

ACT

The magazine for the crane, lifting and transport industry

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enjoy loyal following

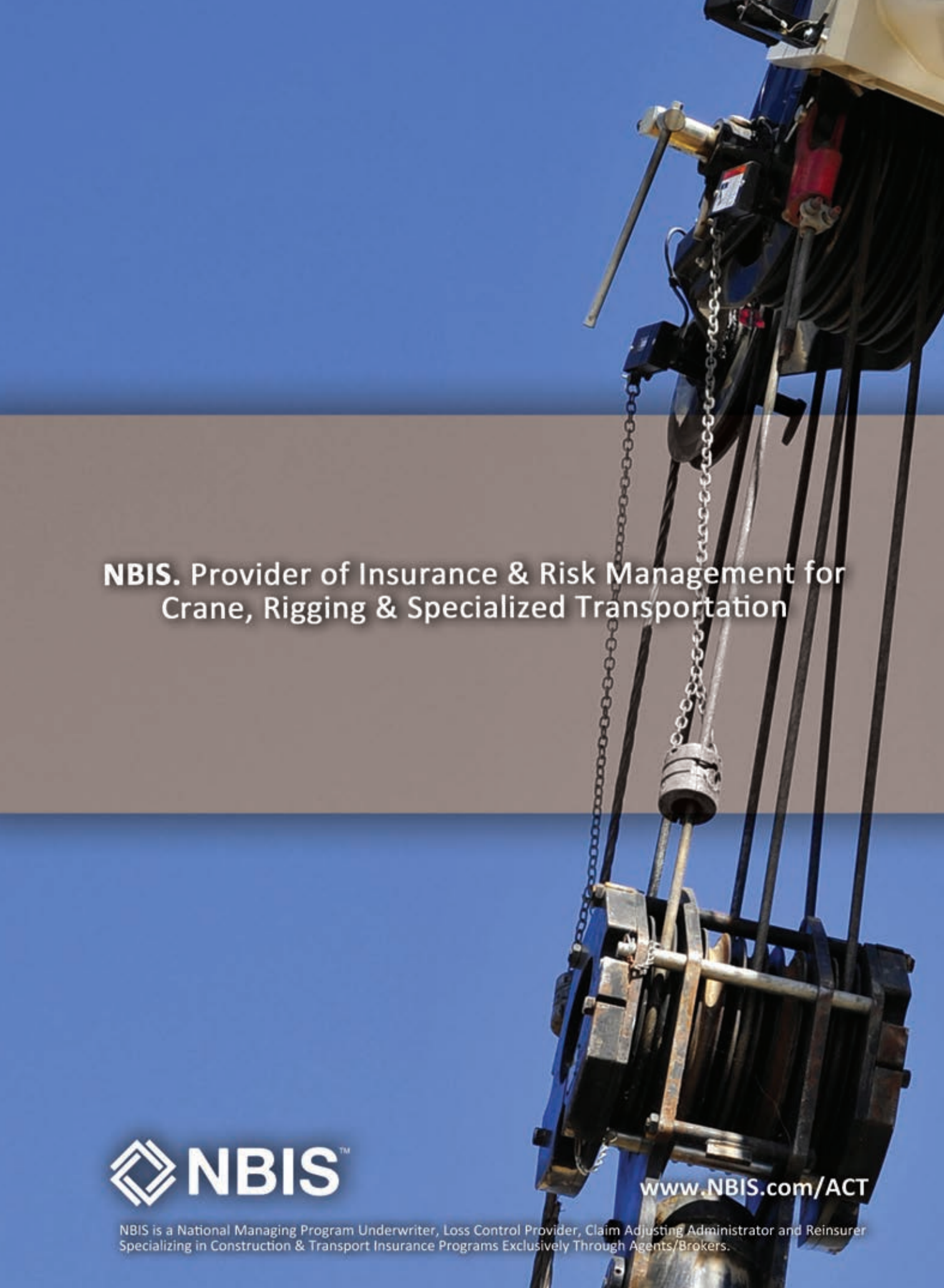
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Dave Wood

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Making hay

Growing up, my grandfather owned an excavating company in East Texas. All of his children, including my mother, worked for the company, doing everything from estimating, bidding and driving dump trucks to operating the big dozers and scrapers and repairing equipment. When I was old enough to drive, I worked for the company too. My favorite job was picking up job blueprints at the Dodge Plan Room. I recall my grandfather taking me to the Dodge Plan Room and explaining that we needed to be the first ones there to get the plans for the jobs he wanted to bid. "In the dirt business, you have to make hay while the sun shines," he said.

There's a lot of wisdom in this adage. It's also true when it comes to weather, which is one of the biggest deterrents to the construction industry. This past winter is a case in point. The extremely cold and long season affected so much business. Crane and equipment OEMs reported a decrease in sales due to projects delayed due to weather. Discussing her company's performance this year, Kaye Greene-Smith, president, Pilotcarz4u, said, "It is my belief since our industry gets into full swing in late spring after the ice thaws through late fall, the best numbers are to come. We are an industry driven by certain factors such as weather, economy, and gas prices." See our Industry Focus: Pilot Cars on page 52.

But Spring has finally come and the industry has geared up for a ton of work during the sunny days of summer and fall. Truck cranes are known for being able to "make hay" due to their ease in getting to and performing jobs quickly. John Skelly talked to OEMs about the truck crane market and determined that while the range of cranes in this category has shrunk, the market has not. See our Product Focus: Truck Cranes on page 37.

This month we present our 9th annual **ACT 100** ranking of North America's top crane companies, starting on page 43. Maxim Crane Works again heads the list, and there was overall growth in almost every category.

Back in April at the SC&RA Annual Conference Sheedy Drayage's Michael Battaini told me about the old Bay Bridge demolition and the compelling photos that were coming from the job. He put us in contact with the contractor and we've got that amazing story in our Industry Focus: Bridges on page 56.

Our Site Reports this month focus on extremely difficult jobs. Mountain Crane spent more than a year engineering and planning the installation of a cold train module at a Chevron refinery. See the detailed rigging required for this project on page 56. Also, our Site Report: Transport on page 59 chronicles how Scott-Woods Transport moved seven steel tanks to a remote island in Canada.

And finally, a milestone we are celebrating is the 9th anniversary of *American Cranes & Transport*. We published our first issue in June 2005 and for nine years we've been making hay!

D. ANN SLAYTON SHIFFLER

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Cranes and welders in a specially designed man basket take down the old Bay Bridge one piece at a time. See our Industry Focus: Bridges on page 33.



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

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■ H&E Equipment Services reported an increase in first quarter revenues and earnings, with growth in both its rental and direct sales divisions. The company, based in Baton Rouge, LA, said overall revenues for the three months to the end of March 2014, were up 11.7 percent year-on-year to \$237 million. Net income jumped 55.7 percent to \$7.4 million, while EBITDA was up 22.2 percent to \$62.7 million. Rental revenues increased 14.4 percent year-on-year to \$86.2 million compared to a year ago. H&E said the first quarter gross margin for rental was 45.2 percent, compared to 44.6 percent a year ago, with average rental rates up 2.5 percent. The company added that its average rental fleet age at March 31, 2014, was 34.4 months – compared to an industry average age of 45 months. Meanwhile, new equipment sales were up 30.4 percent against the first quarter of 2013 to \$69.5 million, with a gross margin of 30.7 percent, compared to 30.4 percent a year ago.

■ Stephenson Equipment expanded its territory for Manitowoc's National Crane products to include western Pennsylvania. "Extending our footprint from Philadelphia to Ohio will help us to better serve the natural gas, construction and power industries," said Dennis Heller, president and CEO, Stephenson Equipment.

■ SC&RA is accepting online registrations for the Crane & Rigging Workshop, Sept. 24-26, at the Sheraton Dallas Hotel, Dallas, TX. SC&RA is also accepting registrations from 2013 Workshop exhibiting companies for the Workshop's Exhibit Center on Sept. 25. Any of the 80 booths that remain open after June 9 will be made available to the public.

First Terex AC 1000 goes to Deep South

Baton Rouge, LA-based Deep South Crane & Rigging recently took delivery of a new Terex AC 1000, the first U.S. company to own this machine that meets 12-ton axle load limits. With the 164-foot main boom installed, the new AT has a capacity of 1,320 tons.

"The Terex AC 1000 was built to meet industry demand for a high capacity crane capable of working in areas with limited space," said Jeremy Landry, project manager, Deep South Crane & Rigging. "Its ability to handle significant weight at an extreme tip height will give us versatility in planning jobs, since we will be able to mobilize this crane in place of other cranes in our fleet. We are proud to add this equipment to our fleet as a state-of-the-art solution to meet our customers' needs."

Deep South equipped its new AC 1000 crane with 328.1 feet of main telescoping boom and



Deep South Crane & Rigging takes delivery of the first new Terex AC 1000 in the U.S.

purchased enough boom and jib segments for the maximum system length of 535.8 feet. The crane offers an array of configurations, including the Sideways Superlift (SSL) system to boost lifting capacities, and features a load moment rating of 2,900 ton-meters.

"The AC 1000 offers companies a unique combination of power,

reach and mobility," said Jim Strobush, regional sales manager for Terex Cranes. "This nine-axle crane can be used in certain applications instead of a lattice boom crawler crane and offers the distinct advantages of much faster mobilization and quicker rigging. It will definitely give Deep South a competitive edge in its market."

Bridge recycled in Chicago

Mammoet has relocated a century-old railway bridge about five miles to the northern suburbs of Chicago, giving the bridge a second life as a cycle path.

The bridge was 65.5 feet long, 29.5 feet tall and weighed 89 tons. It once carried an elevated rail line about 13 feet over Ashland Avenue, but has lain abandoned for 50 years.

Working closely with its client, Walsh Construction Company, Mammoet crews transported the bridge to its new home in about two hours, travelling at walking speed.

Mammoet focused on the engineering involved, with Walsh providing additional

personnel. The project required the use of two 10-line self-propelled modular transporters and a four-point jacking system, using 57Te climbing jacks and steel mats.

The relocated, refurbished and repainted bridge will form part of the new Bloomingdale Trail, built on (the same) closed railway, and due to open to the public in 2015.



Mammoet relocated an old bridge to the Chicago suburbs where it will be used as a bike path.

■ Barnhart Crane & Rigging has reached a definitive agreement to purchase Hite Crane and Rigging for an undisclosed price. Hite Crane and Rigging has been providing hoisting and rigging services throughout the Inland Empire and Pacific Northwest with cranes from 10 to 440 tons, as well as heavy transport and specialized rigging equipment. "Hite Crane & Rigging has a strong, proud history of doing exceptional work," said Alan Barnhart, CEO, Barnhart. "Since 1969 Hite has been delivering dependable innovative solutions for their customers' heavy lifting and heavy transportation needs. This acquisition will allow Barnhart to continue to serve those same customers while offering a broader range of services that should help lower their overall projects' costs."

■ Elliott Equipment Company, manufacturer of truck-mounted cranes and aerial work platforms, has named Drive Products as a dealer of Elliott HiReach aerial work platforms and boom truck cranes in the Canadian provinces of British Columbia and Saskatchewan. The new dealer agreement included a stocking order of a range of products including boom trucks from 18 to 36 tons and Elliott's L60 62-foot material handling HiReach aerial work platform.

ASIBACC revamps New York overpass



The joint venture company of A. Servidone Inc. and B. Anthony Construction Corp. (ASIBACC) used a Manitowoc 11000-1 a Grove RT880E purchased from Stephenson Equipment to help rebuild an overpass in New York.

The site for the new overpass and entrance ramp is on Route 84 in Middletown, NY. Tasks included moving barrier walls, driving piles and placing large sheets of structural steel for ground retention.

A 110-ton capacity Manitowoc 11000-1 drove piles and placed steel sheets and large arched box culverts.

The 80-ton capacity RT880E has a 128-foot boom and the 110-ton capacity Manitowoc 11000-1 was configured with a 200-foot boom. The 11000-1 was used for driving piles and placing steel sheets and large, precast, arched-box culverts.

Tim Altman, ASIBACC project engineer, said, "We chose the Grove RT880E and the Manitowoc 11000-1 because of the versatility of these two machines. With so much action going on at all times and the tight time limitations, these two cranes allowed us to complete the operations in a timely, efficient manner."

Three cranes pick, rotate research vessel

Madison, WI-based Ideal Crane Rental used three cranes to rotate the hull of The Fisheries Research Vessel *Articus*, which will be used for the U.S. Geological Survey.

The cranes involved were a 100-ton Grove, 200-ton Liebherr and 350-ton Grove. There were three operators, two oilers and multiple lifting specialists from Ideal Crane Rental supporting the logistics of the lift. This is the third boat hull that Ideal Crane Rental has assisted Burger Boat Company in rotating.

For ease of construction, the hull was built upside down. Once the hull was completed, it needed to be rotated 180 degrees to continue building the vessel. The lift started with two cranes on one side and one on the other. After the hull reached a vertical position, the single crane

released the load and moved to the other side to reposition between the other cranes. The three cranes then continued the rotation and the vessel was set on its keel and braced. The hull weighed 136,000 pounds and measured 26 feet wide by 78 feet long. The rotation was finished in under four hours.

The *Articus* will replace the existing *R/V Grayling* and will be a member of a five-vessel fleet owned and operated by the U.S. Geological Survey's Great Lakes Science Center in Ann Arbor, MI. The mission of the fleet is to provide offshore work platforms for the support of fisheries related research projects. The primary area of operation will be Lake Huron and Lake Michigan. It will be based at the Cheboygan Vessel Base and will operate across three state boundaries, Canadian waters and treaty waters.



The three cranes picked up and rolled the ship's hull.



Three crawlers from Irving help refurbish wharf in Nova Scotia

Three Manitowoc crawlers' cranes owned by Irving Equipment Limited, are being used to help refurbish a wharf at the Halifax shipyard in Halifax, Nova Scotia, Canada.

On site are two 120-ton Manitowoc 12000, a 230-ton Manitowoc 888 and a 300-ton Manitowoc 2250. The two 12000s have been configured with 120- and 140-foot booms. The 888 has a 140-foot boom, and the 2250 has a 160-foot boom.

The project is part of the Halifax Shipyard Modernization Program. The shipyard will be used by the Royal Canadian Navy.

Tasks for the crawler have been to both demolish and rebuild the shipyard. The 2250 has been fitted with a

Berminghammer Drill to position temporary false work frames. Work includes drilling through marine sediment, small boulders, and rock sockets. The two 12000s are being used as support cranes.

Andrew Folkins, manager of the pile-driving division at Irving, said, "Having the proper equipment to do the job in an efficient and effective manner is one of the key's to Irving Equipment's success. That's along with matching experience and ability to the project's requirements."

Irving purchased the cranes from Manitowoc dealer Shawmut Equipment, based in Manchester, VT. The new wharf will be about 259 meters long and 20 meters high. ■



Kobelco Cranes reports strong growth for FY2014

Revenues at Kobelco Cranes grew 24 percent to \$554 million (JPY 56.6 billion) in the fiscal year ending March 31, 2014. The segment achieved an operating profit of \$31 million (JPY 3.2 billion), compared to the previous year's loss of \$22 million (JPY 2.2 billion).

Commenting on the figures, a company statement said, "Unit sales increased in Japan on the back of government economic measures and reconstruction demand from the Great East Japan Earthquake. In overseas markets, unit sales increased in Southeast Asia."

The company has made a bullish forecast for this year, with crawler crane sales forecast to rise another 29 percent to \$711 million (JPY 73 billion); however, operating profit is expected to remain more or less unchanged at \$34 million (JPY 3.5 billion).

The company said this forecast was based on many of the same factors that lifted sales last year – reconstruction work and stimulus measures at home, combined with a general economic recovery in its export markets.

DICA introduces FiberMax mats

Designed to improve stability for the largest cranes under maximum loads, FiberMax Mega Duty crane mats offer a new solution for cranes working on most ground conditions and soil bearing capacities. Made of fiber-

reinforced polymers, the crane mats are strong and rigid like steel, but at 50 percent of the weight. Featuring high compressive and flexural strength, FiberMax crane mats can distribute concentrated loads over large areas to



safely reduce ground-bearing pressure more effectively than wood or steel. This is critical when needing to spread loads over large areas to reduce the pressure being exerted by large equipment.

In addition, the company said FiberMax's engineered material is not affected by the elements or prolonged use. The technology was first developed for building

pedestrian and vehicle bridge systems as a lightweight, long-term replacement to heavy steel structures and rotting wood structures. The result is that the FiberMax mats won't rot, delaminate, rust or decompose like wood or steel.

FiberMax Heavy Duty and Super Duty products have a very high concentration of fiberglass reinforcements, which creates a crush strength in excess of 400,000 psi and an average flexural yield strength of 60,000 psi. ■

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World record for ALE

International heavy lift and transport company ALE, based in the United Kingdom, has been awarded the Guinness World Record for the heaviest load moved by self-propelled modular transporter (SPMT).

For the record ALE transported a PUQ deck weighing 13,191.98 metric tons and measuring 98.5 meters long, 46 meters wide and 58.8 meters high, in Jebel Ali, United Arab Emirates. The deck is the largest offshore platform constructed by Lamprell.

ALE used 512 axles of SPMT to move the deck 883 meters. It took four hours to transport the unit and 10 hours for load-out to be completed, a company spokesperson said. The deck is now on its way to the Golden Eagle Area



ALE used 512 axles of SPMT to move an offshore platform.

Development (GEAD) in the North Sea.

Presenting the award was Samer Khallouf, UAE Guinness World Records adjudicator, at an event held at the Habtoor Grande hotel in

Dubai in late April.

Richard Peckover, ALE executive director for the Middle East and Africa, said, "We're proud to have worked with Lamprell on this landmark project. The industry is continuing to see an increase in the size and weight of offshore structures and it's great to see that ALE's capabilities have enabled yet another record to be broken. Everyone involved worked tirelessly to ensure the success of the project and the teamwork between us and Lamprell has accumulated in the achievement of this award."

James Moffat, chief executive officer for the Lamprell Group, said, "I am pleased to announce the completion and delivery of the second GEAD deck to Nexen, on time and within budget, to world class standards of safety and quality." ■

European support for telematics standard

Germany-based trade association VDBUM has agreed to support the expanded AEM/AEMP Telematics Standard.

Udo Kiesewalter, VDBUM Service, said, "We organized our VDBUM telematics committee in April to discuss our findings after our meeting with AEM and AEMP at ConExpo. During this committee meeting, we intensively discussed Version 2.0 of the telematics data standard with our end-user members and OEM's equally."

Stan Orr, CAE, president and CSO at AEMP, said, "We are pleased with the commitment from VDBUM and their members to adopt the AEM/AEMP Telematics Standard for use in Europe and across all of their global operations. This is a major accomplishment for AEMP, AEM, and our industry as we make efforts to globalize and expand the standard."

AEM is the Association of Equipment Manufacturers, a North America-based international trade group for the off-road equipment manufacturing industry. AEMP is the Association of Equipment Management Professionals, a group that supports heavy duty and off-road equipment management. VDBUM is a trade advocacy group serving the European Union and global partners with a focus on construction, environmental and mechanical engineering.

NCSG and Fagioli sign cooperation agreement

NCSG Crane and Heavy Haul Corp. and Fagioli Canada have signed an agreement to pursue crane, rigging and heavy haul-related project work on LNG projects in the Prince Rupert area of Canada.

"Fagioli is the specialized service provider currently doing the heavy haul and lift work at the only major Greenfield LNG facility in North America," said Edoardo Ascione, Fagioli North America president. "We are proud to be doing the heavy lift work at the Sabine Pass LNG export facility being constructed in Louisiana. This work, along with our global LNG experience working in Angola, Qatar, Equatorial Guinea, Europe and Australia, makes our partnership with NCSG uniquely qualified to work on the Canadian LNG projects."

NCSG CEO Ted Redmond said the partnership will allow the two companies to offer fully operated and maintained rigging, crane and heavy haul services from six tons to 64,000 tons.

"NCSG is the number one crane and heavy haul supplier in Northern B.C. and we have local people, local equipment and local branches in Prince Rupert, Terrace/Kitimat, Ft. St. John, and Tumbler Ridge from which to support the work," Redmond said.



Edoardo Ascione



Ted Redmond

Rusty Williams, owner of Rig All, Inc., dispatched a new Terex AC-350-6 to assist with an expansion project at Fage Dairy in upstate New York. The AC-350-6 installed several new 90-foot, 34,000 pound tanks from a distance of 125 feet. The 400-ton all-terrain crane was rigged with 412 feet of boom to get the job done.



■ The PCA – formerly the Portland Cement Association – forecasts U.S. cement consumption will increase 7.9 percent this year. This is almost double last year's 4.5 percent growth rate, and the association expects similar steady increases in demand for the next five years. PCA chief economist and group vice president Edward Sullivan said, "There is considerable evidence that the economy's growth path has softened during the past several months, but we believe that the underlying economic fundamentals are stronger than the data suggest." The PCA said U.S. real GDP growth weakened considerably to 2.6 percent in the fourth quarter of last year, compared to 4.1 percent in Q3. It added that preliminary first quarter estimates were for just 0.1 percent growth and noted other headwinds like declining mortgage applications and slower construction activity.

G&C Crane inks deal for new Terex AC100

Garry Camarda, president of New York-based G & C Crane Service, purchased a Terex AC100-4L from Empire Crane. "Because of the 196-foot main boom and multiple outrigger configurations, this machine

is a great fit for us and helps keeps us competitive in the market," Camarda said. "The compactness of the 4-axle carrier makes the machine much more agile in the tight areas that we are forced to work in."



Miller Lifting Products has launched a line of solid overhaul balls. Previously, overhaul ball weights were constructed of two halves. The new design makes maintenance easier and incorporates a recessed surface feature for better protection of the identification label. Miller's overhaul ball assemblies are available with the full complement of top swiveling end attachments and are available in capacities up to 35 tons.



Garry and Colleen Camarda of G&C Crane Service, Jason MacKenzie of Empire Crane and Joshua Curtis of Terex Financial Services pose in front of a new Terex AC100-4L at ConExpo.

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ATF 50G-3 (55 ton)



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Photo: hydraulic offset jib (optional)

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GROVE
by **Manitowoc**

April and May saw the heavy equipment sector continue to rally as the mainstream market indicators stagnated. **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 continues

Regular readers of this column will remember that over the last 18 months or so, *ACT* has bemoaned the fact that the wider markets have enjoyed a remarkable rally while the American construction machinery sector, as measured by the *ACT* Heavy Equipment Index (HEI), has not done much better than standing still. However, the last few months have seen the situation reverse, with measures like the Dow, NASDAQ and S&P 500 indexes leveling-off, while the machinery segment has seen good growth.

This comes down to the fact that different drivers have been at work in different parts of the stock market. In 2013, indicators like the Dow were seen as a safe haven at a time when more traditional stores of wealth were underperforming. Gold was on the slide and instruments like T-Bills could only offer weak yields.

However, two things have happened since the start of the year. First, the tapering of quantitative easing (QE), which is to say the Fed's winding down of its money-printing program, has seen money flow back to the U.S. from riskier emerging economies as domestic yields have improved. This is because there is less money chasing these investments as the Fed's new money has been more scarce – a classic swing in supply and demand dynamics.

This has meant there are more games in town for investors looking for a safe bet with moderate yields than just the Dow and other blue chips, so money has gone out of the stock markets into better performing bonds.

That explains why indicators like the Dow have leveled-off or are declining, but why is the heavy equipment sector on the rise?

The simple answer seems to be improving market

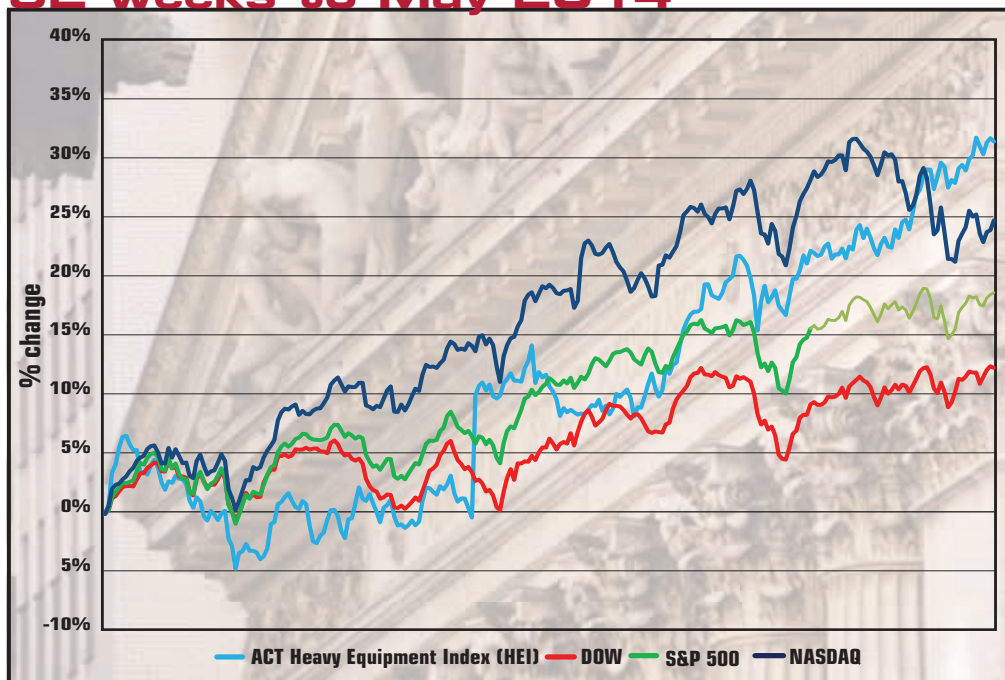
conditions, leading to better corporate performance. First quarter financial results for some of the big manufacturers point to strengthening demand for construction equipment, although those involved in mining still seem to be saying that this sector is still falling.

Nevertheless, the improving construction market, led by residential construction, is finally stimulating greater volumes of construction equipment sales at home, and market conditions seem to be improving in some export destinations.

There are some exceptions of course, and Q1 numbers for crane sales by both Manitowoc and Terex pointed to a downturn. However, both companies were bullish in their forecasts for the latter part of the year.

As ever, time will tell, but for the moment there is a palpable sense of optimism among equipment manufacturers.

52 weeks to May 2014



AUTHOR:

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





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Daniel Erwin
discusses
suspended load
safety.

Hanging around

With the increasing amount of clarification on the rules and regulations that govern our industry there are a few areas in which definitions and compliance methods are still a little “up in the air.” (Please pardon the lifting pun.) One of these is that of suspended loads. Do we truly understand when a load is suspended or when a load ceases to be suspended? Are there differences of opinion on this topic?

If we come across a word or phrase in regulatory language we don't fully understand, we have been conditioned to refer to the definitions section commonly found at the beginning of each standard. A glance reveals that the term ‘suspended load’ is not contained in these sections. A deeper look confirms that this term is not clearly defined in many different sources. Why is this? Why would a term that spawns several fine-inducing regulatory standards not have a clear definition?

The most common references in regulatory standards on suspended loads can be paraphrased through the following statements:

■ An operator shall not leave

the cab with a load suspended, (unless certain requirements are met).

■ Employees shall not work under a suspended load, (also unless certain requirements are met).

In a great many cases, these statements are easy to interpret. What becomes tricky to ascertain is the point at which these standards no longer apply. In other words when does a load cease to be suspended?

Best practices

Consider for a moment the following examples: tower crane erection, bridge construction, installation of roof trusses, steel erection processes, communication tower construction, wind turbine construction or oilfield rig construction. In each of these instances, common industry practice dictates that a crane remain hooked to a load for a period of time, in some cases for several hours up to multiple shifts, while work is being done on the load and even after initial connections are made securing the load to a structure. In several examples, a series of bolts are tightened securing the load to a structure, welds are made, and/or guy wires are placed and secured to the ground. A crane is left attached to the load as an extra level of security to prevent accidental displacement from high winds, process-induced vibration, etc. Is this load still considered suspended? Is it still to be considered a load? Could an operator leave the cab while these sometimes day-long processes are performed? Can personnel



Do we truly understand when a load is suspended or when a load ceases to be suspended? (See our Site Report Rigging on page 56 for more information about the project featured in this photo.)

work and/or pass under the load?

Common industry practice answers hundreds of times each day that no, these loads are no longer considered suspended. For that reason, in certain situations, operators can and frequently should for their own safety – for example in the oilfield industry where blow-outs can happen – temporarily leave the cab. And finally, in many cases, essential personnel can work around these still-attached but no longer suspended loads as it is the only time to accomplish the task(s) at hand.

I have also seen an opposing view. In speaking with compliance officers from different agencies, in many cases these same instances mentioned are viewed as citable offenses and the loads are considered to be suspended. I have heard of numerous citations issued in these cases. Several facilities that regularly rely on cranes take the view that if a crane is attached the load is considered

to be suspended, regardless of whether it is on a solid structure, bolted down, etc.

Answers needed

Does the potential for citation issuance for a practice that was initiated to increase safety in the industry change an accepted practice? How can essential work such as bolting up, connecting, torquing or wire line work be conducted if the load is deemed to be suspended and personnel cannot work in the area? How do crane companies adapt to 24-plus hour periods in which a crane and rigging is required to be connected but not hoisting as the load is secured via bolts and guy wires on an oil field job to prevent unnecessary sway, or vibration. Can operator(s) not leave the cab?

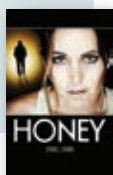
It will be interesting to see how these questions get answered. Hopefully, the end goal of creating safer workplaces can always be accomplished as we address these issues together. ■

THE AUTHOR



Daniel Erwin, director of safety for Houston-based TNT Crane & Rigging,

recently published his first novel, *Honey*, which is available at Amazon.com.



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The Group

Sicklesteel Cranes donates 20,000 calculators for use on CCO exams

In support of the National Commission for the Certification of Crane Operators' (NCCCO) policy of providing calculators for certain CCO written exams, Sicklesteel Cranes, Mt. Vernon, WA, has donated 20,000 calculators for candidates' use.

Calculators are supplied for CCO Mobile Crane Operator Specialty Exams, Digger Derrick Operator exams, Rigger Level II, Mobile Crane Inspector, Mobile Lift Director, and Tower Lift Director exams.

"Sicklesteel Cranes is delighted to show

its support of CCO certification programs and the safety benefits certification brings," said Thom Sicklesteel, president of Sicklesteel Cranes. "This highly visible sponsorship opportunity demonstrates Sicklesteel Cranes' commitment to NCCCO's primary mission of promoting safe lifting practices." Sicklesteel also currently serves NCCCO as its 2014 President. Candidates are permitted to keep the calculators after completing their exam(s).

Since NCCCO's policy allowing



calculators on certain exams went into effect two years ago, NCCCO has given away approximately 30,000 calculators to certification candidates. Only NCCCO-supplied calculators are permitted to be used – for security reasons, candidates may not bring their own calculators into the secure exam room. Candidates taking their exams at a computer-based testing test center continue to use an on-screen calculator.

Power Line Safety card is handy reference

The National Commission for the Certification of Crane Operators (NCCCO) is making available Power Line Safety cards to help operators understand and apply federal OSHA's new guidelines for operating cranes around power lines. The cards, issued in conjunction with the Florida Crane Safety Alliance, also provide references for best practices based on both consensus standard ANSI B30.5 and OSHA 29 CFR 1926 Subpart CC.

"Studies show that electrocution from contact with power lines account for a large percentage, if not the majority, of crane-related fatalities," said NCCCO Executive Director, Graham Brent. "While OSHA's new crane rule provides comprehensive requirements for operating cranes near power lines, applying the new rules can be challenging. NCCCO is distributing these power line safety cards as a handy reference for operators, lift directors, and others responsible for job site safety."

One side of the cards covers numerous items to check before starting to lift, including knowing the load, crane configuration and set up, boom configuration, radius of load, proper rigging, environmental concerns, external obstacles to consider, communication with riggers, and qualified lifting personnel. To better implement best practices, these items are cross-referenced by role, indicating which apply to lift directors, crane operators, riggers, signal persons, oilers/trainees, and management/supervision.

A flowchart on the reverse of the card helps users navigate the rules for working around power lines detailed in 29 CFR 1926.1408. The flowchart starts with "Identify Work Zone" and works through an extensive decision tree to determine exactly what precautions are necessary according to the OSHA requirements. Table A from the OSHA rule, "Minimum Clearance Distances," is also included for easy reference.

NCCCO piloted the cards at CONEXPO's Lift Safety Zone in March. Due to the popularity of the power line safety demonstrations and the importance of the information on the cards, NCCCO is distributing the reference cards to interested parties for a nominal charge to cover the costs of printing and mailing (nccco.org/plscard).



New eSubmit system speeds up certification

A new system for submitting CCO practical exam score sheets electronically that expedites the scoring and certification process has been introduced by the National Commission for the Certification of Crane Operators (NCCCO). Dubbed "eSubmit," and introduced as part of NCCCO's policy of continuing program improvement, the new system establishes a process that allows Practical Examiners to scan and email Practical Exam score sheets to NCCCO's testing services provider, International Assessment Institute (IAI) rather than shipping them using a traceable carrier.

The launch of eSubmit follows several months of pilot testing and is now available for NCCCO Practical Examiners in good standing. More than 100 NCCCO Practical Examiners had been approved to use eSubmit by the end of May, and approximately 40 percent of CCO practical exams were now being submitted using the new system, said Joel Oliva, Manager, Program Development and Test Administration.



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ACTEXCLUSIVE

Larry Weyers speaks on the public record for the first time about Manitowoc's federal lawsuit against Sany America and Sany Heavy Industrial.



Sound off

Manitowoc Cranes' ITC Complaint against Sany is more than just defending the company's intellectual property. It's about defending the industry.

I was in Washington D.C. recently to testify in the hearing regarding the ITC Complaint that Manitowoc Cranes filed in 2013 against Sany America and Sany Heavy Industrial. With that hearing process now complete, we expect to receive the ITC's initial decision early this summer.

This ITC investigation involves Manitowoc Cranes' claims of both misappropriation of trade secrets and patent infringement. We invented a first type of Variable Position Counterweight

(VPC) system for our Manitowoc Model 31000. In 2008, we began to explore the application of VPC technology to smaller capacity cranes. By January 2009, our engineers had created a new VPC architecture that would allow the crane to utilize a VPC in both a lift crane and max configuration. While the launch and testing of the 31000 crane was being performed, our engineers were applying this new, innovative and game-changing architecture to the design of smaller cranes – the MLC300 and the MLC650 – which were launched at ConExpo in March 2014.

Protecting the industry

What we are doing to protect our intellectual property and trade secrets is important for Manitowoc Cranes, but I believe it is also good for the industry as a whole. In my experience, there have been relatively few intellectual property disputes among the major crane manufacturers. Historically, there has been mutual respect by most companies of the intellectual property of others. On behalf of the industry, we felt that we needed to defend our innovation and our design process. We spend a tremendous amount of money in development. But if we don't defend our intellectual property, then why spend that money?

What would motivate us to spend that much money on research and design if we knew a competitor was going to copy our technology without adverse consequences? Is the industry just going to become a "let's wait until the other guy does it type of industry?" Pretty soon you would see the industry moving backwards because no one wants to invest all that money into R&D just to have it copied. We strongly felt we needed to enforce our intellectual property via our ITC Complaint. At Manitowoc Cranes, one of the things we do well is innovate with respect to features of crawler cranes, and we will defend our intellectual property for our designs.

As I said, we are defending our company, our employees and our shareholders, but we also believe that there's a broader benefit to our industry as well. We have some very good competitors and we respect that they are going to come out with innovative technologies and new cranes. We will do the same; this is what propels the industry forward. It propels Manitowoc Cranes to provide better lift solutions for our end users. As an industry, we must all continue to innovate with the assurance that our innovations will not be immediately copied by others. Otherwise, innovation will cease. ■



Manitowoc launched the new MLC300 and MLC650 crawlers, both featuring the Variable Position Counterweight technology, at ConExpo in March 2014.

Larry Weyers is global executive vice president of Manitowoc Cranes.

Tim Hillegonds reports that organizing and storing rigging gear is an important element in assuring safe operations.

Rigging done right

Hazel Crest, IL and Phoenix, AZ are roughly 1,700 miles apart. The climate in Hazel Crest is humid and goes through seasonal temperature changes while the climate in Phoenix is typically arid and warm. But even though it seems as if the two places are worlds apart, they're actually closely linked, by industry and by interest.

Hazel Crest is home to ASC/Python America, a manufacturer and distribution center for Crosby products and other rigging hardware. Phoenix is home to Southwest Industrial Rigging, one of the country's premier crane, rigging, machinery moving, heavy haul and warehousing companies.

Both organizations, while operating on opposite ends of the country, share a passion for "rigging done right" and are led by personalities that have been staples of the crane and rigging industry for years.

Harry Baker, the hard-working owner of Southwest Industrial Rigging, has been known to keep a shop so clean you could eat off the floors. And Tony Fastuca, vice president, Python America & High Performance Products, can tell you virtually anything you've ever wanted to know about rigging products.

Recently, I had a chance to interview Baker and Fastuca about all things rigging.

THE SOUTHWEST INDUSTRIAL RIGGING SHOP IS ORGANIZED AND IMMACULATE. HOW MANY PIECES OF RIGGING GEAR DOES SWIR

THE AUTHOR



Tim Hillegonds spent 10 years in the heavy construction insurance industry before founding Thrive Creative Services, a creative copywriting agency dedicated to helping businesses tell their stories.

OWN AND WHAT'S KEY IN PURCHASING AND STORING IT?

HB: I would estimate that it's close to 3,000 pieces. I guess we're not as concerned with knowing how much we have as we are with knowing how good it is. As with almost everything else we do, quality is the most important factor to us, especially when we're purchasing new rigging.

TONY, DOES THAT RING TRUE?

TF: Definitely. I agree with Harry that quality is fundamentally important. You also need to make sure that you've got documentation in hand that verifies the rigging has undergone the proper certification and testing. You need to know the country of origin, too. In fact, it's required by OSHA that this information be provided to the buyer prior to the purchase.

HARRY, HOW DOES YOUR COMPANY ORGANIZE ITS RIGGING GEAR AND WHY?

HB: We have multiple rigging rooms and sheds where we store our rigging and it is all sorted by size, length, and category. This makes everything easier for us. It's easier to find when someone needs something for a particular job, and it's easier to inspect.

TONY, WHAT HAVE YOU SEEN COMPANIES DO OVER THE YEARS?

TF: Most of the really good companies out there have some sort of organizational system in place. I like to think that how you store your rigging gear should be similar to how you store tools in your garage. Everything has its place. Also, a lot of slings are produced with metric or imperial sizes on their tags. It just makes sense to organize them by length and diameter so you're less likely to pull the incorrect product when you're in a hurry.

Rigging gear is stored neatly by size and capacity according to its usage.



WHAT ARE SOME OF THE IMPORTANT FACTORS IN STORING RIGGING GEAR?

HB: At SWIR, we store all synthetic slings indoors and out of the sunlight. We keep them out of the dirt and store everything on racks or directly on the concrete floor.
TF: Yeah, Harry's right on point. At Python, we always recommend to our customers to store their rigging in a cool, dry place. High levels of moisture and heat can affect rigging and cause it to become unsafe. Having the right storage environment is extremely important.

WHAT ARE SOME OF THE MOST IMPORTANT FACTORS IN RIGGING GEAR INSPECTION?

HB: For our employees, we're always impressing upon them that they need to pay attention to the details. There's simply no excuse for not paying attention. When our folks are inspecting gear, they're looking closely for damage and wear. Anything that looks suspect is immediately flagged and pulled.

ANYTHING TO ADD TO THAT, TONY?

TF: Sure, it's definitely good to have a qualified rigging inspector take a look at your gear, as well. These inspectors are



SWIR owns close to 3,000 pieces of rigging gear.



usually employees of a rigging fabricator and have knowledge of rigging criteria that's based on current OSHA and ANSI specifications.

HOW DO YOU DETERMINE WHEN TO RETIRE RIGGING GEAR?

HB: Our inspections tell us. Any time someone sees wear and tear or damage on a piece of rigging that piece is taken out of service and a decision is made to restore or replace it.

TF: I'm sure Harry will agree with me on this. ASME is the Bible for inspection criteria and replacement. B 30.9, B 30.2, and B 30.26 are all standards you should be looking to for criteria.

WHAT ABOUT RIGGING RESTORATION? DOES YOUR COMPANY EVER RESTORE RIGGING? IF SO, HOW IS IT DONE?

HB: There are times when we do, but it depends on the circumstance. As needed, we will completely disassemble a load or working block and rebuild if necessary, or just clean and lubricate after a thorough inspection prior to placing the piece back in service. We also build engineered custom spreader bars for other companies, so our focus on quality and safety in what we use on a daily basis is very important. We are also a distributor for rigging gear so we keep our equipment very up to date.

TONY, ANY THOUGHTS ON RIGGING REPAIR OR RESTORATION?

TF: Only qualified rigging fabricators who have the proper equipment should do repair or restoration. Restoring rigging gear can certainly be done, but it can only be done by the right person, and many times proof loading needs to be completed as well. Sometimes mag particle or ultrasonic testing also needs to be done, and that obviously takes the right equipment and someone that knows what they're doing. ■



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WHECO President Dave Wood stands in front of a 1940s era Badger crane that was used in a rock quarry near WHECO's headquarters in Richland, WA. WHECO has five U.S.-based facilities and one in the Marshall Islands.

Dave Wood discusses how WHECO built its global reputation repairing and restoring cranes and other construction equipment.

Can-do leadership



WHECO has been a major player in the product support realm of cranes for many years, and yet the company's management team spends a lot of time explaining what they do. But when it comes time to repair an accident-damaged crane or restore and give new life to an older unit, WHECO is most often the company name that comes up.

"We specialize in the repair and remanufacture of equipment, with an emphasis on cranes," said Dave Wood, WHECO president. "We provide both engineered structural repairs to meet Federal OSHA requirements, and we have working relationships with many of the OEMs, and formal agreements with Manitowoc and Tadano America. WHECO was one of the first structural

repair companies to provide all the engineering and documentation with all its repairs. We've negotiated complete crane rebuilds for both the military and private companies."

Wood joined WHECO in December of 1986 after reconnecting with the company's founder, Ron Williams.

"I had met Ron Williams several years earlier on a project my dad's construction company was performing," he recalled. "Ron was on the BOD that owned the project. He later moved to the Tri Cities, where we reconnected. At the time I joined WHECO there were about five employees and the company specialized in hydraulic work. We started performing complete rebuilds of equipment for a private power line construction company and the military in the late 1980s. It was these two industries that led us into the crane world.

In 1994 Wood became a partner in WHECO and soon after was named president.

WHECO built its reputation early on as a can-do company, he said.

"We understood the need to get equipment back into the revenue-earning stream quickly and knew that many things

that were currently being replaced could be safely and economically repaired," he said. "We also understood the high liability side of the crane industry and from Day One documented everything we did."

Wood said the WHECO team has a philosophy to not "bruise" the customer, but to offer them a viable alternative to just replacing the damaged component. "We also earned a reputation within the insurance industry as a company that could work with both the insurance company and the insured to assure a timely and smooth return to service," he said. "We believe in being very transparent in what we do and that was something new to a lot of people. Also I think it's our team members that are more like a family and the fact they have the ability to react and grow as WHECO grows."

ACT had the opportunity to catch up with Wood about WHECO, recent projects, the product support market place and what he likes about working in the crane business. What we discovered is that Wood is an engaging, thoughtful and passionate business man who cares very deeply about the crane industry, its people and quality.

WHAT IS THE BIGGEST CHALLENGE FOR WHECO IN THE CRANE MARKET PLACE?

Working with the OEMs and showing

>30



WHECO restored a 38-year-old 300-ton truck crane for mining work, giving it at least 20 more years of working life.



The mine crane was shipped to WHECO's Santa Fe Springs, CA facility where it was completely disassembled to a bare weldment. The electrical, air and hydraulic systems were all updated or upgraded and a modern LMI system was installed.



them we are really an asset to their product, not a liability. For years, and yes even today, there are repairs being performed that in all reality do not meet the OEM's requirements or comply with Federal OSHA. WHECO has always performed its repairs with the cards face up on the table with full documentation of what we did or do. We have been repairing equipment for over 30 years and have learned a lot in that time. On the OEM side, this is a new avenue and the learning curve is long and hard for some cultures to change. That said we will continue to work at it and hopefully win them all over.

IS BUSINESS UP, DOWN OR THE SAME AS A YEAR AGO?

WHECO's volume is up but you have to work harder and smarter to get the business and there is less margin in the work. When the ball rolled off the table in 2008 a lot of equipment was parked, and when a piece did have an accident it was many times just parked and replaced with another idle piece. We have seen a resurgence in the use of equipment but with guarded optimism. We attended Con Expo and were encouraged by the exuberance of the attendees. We have also

broadened our scope in what we offer and expanded the type of customer we serve. We used to be geared more to the crane rental companies but now split that about evenly with the general contractors in the industry.

TELL US ABOUT A RECENT WHECO PROJECT IN WHICH YOU ARE ESPECIALLY PLEASED WITH?

We were contacted by one of the largest mining companies in the world about extending the life of a 38-year-old, 300-ton truck crane another 20 years. This crane is unique in that it can operate around the mine in full configuration with minimal support. A more modern crane takes more people and support equipment. The planning part of this project took almost two years of meetings until it was finally funded.

The crane was shipped to WHECO's Santa Fe Springs, CA facility where it was completely disassembled to a bare weldment. Every weld on the crane was third-party inspected and documented to assure it was still structurally sound. All systems were completely rebuilt or replaced. The power and torque was increased in the carrier to give it better maneuverability and performance in the mine. The electrical, air and hydraulic systems were all updated or upgraded where possible. The crane was made more service and repair friendly, which the guys in the field appreciated and had some input on. Lastly a modern LMI system was installed.

The crane has been performing at the

mine as hoped. This project has led other companies to take notice and contract with WHECO. We currently have two major crane remanufacture projects in our facilities and more being negotiated. With the replacement cost of new equipment many companies are exploring the remanufacture option if the return on investment works.

WHAT DO YOU LIKE ABOUT YOUR JOB?

I tell Karen, my wife, I may never really retire as I enjoy the industry so much. I grew up in the construction business and heavy equipment has been part of my life since I was a young kid and it gets into your blood. I enjoy the daily challenges as there are never two that are the same and every time the phone rings this proves to be true. I enjoy the people and the relationships that I have made over the years. Some have become very close friends. In the big picture, this is really a small industry of very hard working and good people. I enjoy our team members as they are like family and some have been with us for many, many years.

WHAT'S YOUR BUSINESS PHILOSOPHY?

Simple: "Honesty and Integrity." This was instilled in me by my dad who built his construction company based on those simple two words. If you treat people like that you can sleep at night. This is not only the companies you work with and for but the people that work for and with you.

WHAT'S YOUR FAVORITE ADAGE AND WHY?

"Every Day is an Opportunity Disguised as a Challenge." This is framed and on my desk. It speaks to the way I think, and the first time I read it I had to put it in print. It keeps you balanced when things may not be going the way you wished or thought they should. My wife will tell you I am the eternal optimist.

WHAT DO YOU LIKE TO DO IN YOUR LEISURE TIME?

My wife and I enjoy traveling and meeting new people and seeing new places. The Oregon Coast is our favorite place and we don't get there enough. This business provides us with the opportunity to travel even though many times it is work related. We also enjoy our yard, kids and grandkids. My one vice is antiques and especially old toys. My office is lined with old antique toys, some over 100 years old. Most all are crane and construction related.

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The average steel beam weighs from 15,000 to 40,000 pounds.

D. Ann Shiffler reports that dismantling the old Bay Bridge is a painstaking process.

Piece by piece

In the early 1930s, the crews that built the Bay Bridge that linked San Francisco to Oakland probably did not consider how difficult it would be to dismantle the historic crossing 77 years later. In fact, the joint venture company tasked with demolishing the bridge worked almost a year engineering the demolition, determining how to dismantle the bridge piece by piece, and taking into account all sorts of major league environmental and safety issues.

The contract for the project was awarded in January 2013 to a joint venture of Silverado Contractors and California Engineering Contractors. The first nine months of the project were consumed with engineering and planning, including detailed drawings and animations of every step of the demolition. Crews started work at the bridge site in September 2013,

shortly after the new Bay Bridge opened to traffic.

For the first six months work centered on removing the bridge deck and preparing the structure for precisely engineered demolition so that when a piece is taken off the rest of the bridge stays intact. Support beams were added in strategic places to assure the bridge doesn't collapse upon itself.

San Francisco-based Sheedy Drayage has supplied four mobile cranes for the project that is scheduled to be totally completed by July 2016. The cranes include two 200-ton Liebherr LTM 1160/2 all terrain cranes and two 90-ton Link-Belt HTC 8690 truck cranes.

"Generally, one crane is holding the steel piece that is being cut free, while the other crane is hoisting the man basket with men who are burning the pieces loose," said

Michael Battaini, co-president, Sheedy Drayage. "Each piece that comes down is in the exact predetermined sequence and it has been precisely engineered for weight, dimension, and centers of gravity. Our cranes lower the beams onto a waiting truck on the bridge adjacent to our cranes."

Each pick has been examined on an individual basis with 3-D modeling used to analyze weights and centers of gravity. One connection member may need to be cut into 10 pieces to be manageable for the crane being used.

"The cranes are working from the deck of the bridge that is being dismantled," said Battaini. "Looking at the pictures, it's amazing. The bridge is broken in two now and the cranes are working their way backwards. The cranes sit right back on the edge of that gap and are cantilevered out. The last point of support is a few hundred yards back."

The cranes are sitting on the lower deck of the double deck bridge. From the lower deck to the top of the truss varies from 94 feet up to 200 feet above the lower deck and it's an additional 200 feet below to the water.

Tower cranes to come

In a year or so, tower cranes will be installed to assist on the work needed to be done at higher elevations, according to Rich Riggs, project manager,

The cranes are sitting on the lower deck of the double deck bridge. From the lower deck to the top of the truss varies from 94 feet up to 200 feet above the lower deck and it's an additional 200 feet below to the water.



About the Bay Bridge

The Bay Bridge was built in 1936. It consists of two equal sections: the older western section connects San Francisco to Yerba Buena Island and the Eastern Section connects the island to Oakland.

Before it was closed and the new Bay Bridge opened in September 2013, the bridge carried close to 240,000 vehicles per day on its two decks.

During the 1989 Loma Prieta earthquake, a piece of the eastern section's upper deck collapsed on the lower deck and the bridge was closed until it could be fixed.

When the demolition is complete in three to five years, more than 58,000 tons of steel and 245,000 tons of concrete will have been removed.

Demolition facts

- Length of East Span: 1.97 miles
- Total steel: 48,209 tons
- Total concrete: 245,470 tons
- Pier/Foundation steel: 6,522 tons
- Yerba Buena Island Detour: 1,314 feet
- Cantilever Truss: 2,420 feet
- 504 foot Truss Spans: 2,569 feet
- 288 foot Truss Spans: 4,104 feet



PHOTOS COURTESY OF CALTRANS/SAM BURBANK

The Bay Bridge was split apart in mid-April when the first gap became apparent. Sheedy Drayage has four cranes on the project, two Link-Belt truck cranes and two Liebherr ATs.

Silverado Contractors.

"The lifts are limited by the capacity of the cranes," Riggs said. "Although there are structural members weighing over 100,000 pounds, we are limited by crane capacities and radii to varying degrees. An average range would be 15,000 pounds to a maximum of 40,000 pounds."

While every element of the project has been planned down to the Nth degree, there are still a range of challenges to overcome at every turn.

Environmental protection is a huge concern, as is the fact that the bridge has layers and layers of coats of lead paint.

What is the biggest challenge for crews working at the site?

"Demolishing a bridge while not allowing anything to enter the water below, even so much as a spark from a torch," said Riggs. "Containment measures are hung below the deck that we are removing. We designed custom man baskets to get the torch cutters to the work and that also act as localized containment measures."

Demolition work is inherently dangerous, so the precautions being taken are a huge part of everyday work. Due to the old lead paint on the bridge, crews must wear protective clothing and respiratory protective devices. Riggs said other safety concerns include fall protection, fire hazards and overhead hazards.

There are also windows where work has to be halted to allow for environmental concerns such as interrupting bird habitats and bird nesting. Additionally it's an active fisheries area so there are restrictions related to work that can be done in the water.

Riggs said that the joint venture group has coordinated work with a variety of entities and government regulations.

"These groups include the U.S. Fish and Wildlife Preserve, The Bay Conservation District, the Army Corps of Engineers, the U.S. Coast Guard, NOAA and others," he said. "There are approximately 20 agencies with jurisdictions and permits within the project limits."

Sheedy Drayage's cranes sit right on the edge of the bridge deck in order to get the man basket to the proper place for burning the segments loose.



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Niwa Crane's 140-ton and 100-ton Link-Belt truck cranes load 120,000-pound bridge beams.

John Skelly reports on the evolution of truck cranes and how these workhorses are still a mainstay in the taxi crane market in North America.

Ready to roll



Speed, accessibility, long reach and high capacity booms. That's what sets a truck crane apart from other cranes that have been pinching their market share over the last 30 years. Boom trucks completely wiped out truck cranes in the 20- to 40-ton market and have started to challenge in the 50- to 60-ton market. All terrain cranes have the lifting capacity, and more, but are difficult to mobilize and often require two or three overflow loads to transport them. Truck cranes are hardly niche equipment, but they fill a special need, and as a result drive innovation.

A big part of what makes a truck crane special is the ability to travel at highway speeds and their quick mobilization/demobilization.

"Truck cranes are best known for being taxi cranes," said Rick Curnutte, product manager, telescopic truck and all terrain cranes, Link-Belt Construction Equipment. "Get in, do the job, get out, and then move on to the next job."

Niwa Cranes of Medicine Hat, Alberta, Canada, is a rental company that operates on a 250-miles radius.

"It's nothing to drive 150 miles to a job, work all day and drive back home. Going up and down the roads is very important to us," said Greg Niwa, president.

What contributes to the speed of truck cranes is the relatively little man-power needed to operate and transport them.

"I think what best defines Link-Belt's success in the truck crane market is its focus on ways to save time (which is money) for the folks that make a living with our truck cranes. Fast mobilization features in combination with efficient ways to transport allow Link-Belt truck owners to cover more jobs throughout the work week," said Curnutte.

The crossover between boom trucks and truck cranes continues to happen at the lower capacity end of the spectrum, but the overall demand for truck cranes hasn't decreased.

"At the lower capacities of the truck crane product segment there have been some units that have converted to larger boom trucks," said Jay Barth, product manager, Terex Cranes. "However, the trade-off is not as dramatic as logic might drive you to think. Truck crane operators and owners remain very loyal to their products and do not readily convert to another form of crane, even if it is very similar in form and function," he said.

Greg Niwa has been renting Link-Belt cranes for 38 years.

"It started out with me and an HTC35. That was the first of its kind in Canada. We were just getting started with bigger cranes for the oil patch. I don't even care to guess how many Link-Belts we've had over the last 38 years," said Niwa.

Medicine Hat is subject to intense weather. Located in a region known as

Palliser's Triangle, winter weather is often turned upside down by what are known as chinook winds that can take a -5 F day and turn it into a 50 F or even 60 F day. It's no problem for Niwa. "We operate those cranes 12 months a year in 100 degree weather and 40 below," he said.

As far as boom trucks encroaching on

>38

“ I think what best defines Link-Belt's success in the truck crane market is our focus on ways to save time (which is money) for the folks that make a living with our truck cranes. **”**

RICK CURNUTTE

Product manager, telescopic truck and all-terrain cranes, Link-Belt Construction Equipment

truck crane territory, Niwa admits they've chewed into his market a little bit, but he's not concerned.

"Realistically, a manufacturer's chassis will still give you a far superior chart over a truck chassis. Cost-wise, at least up here, there's not much difference between a big picker and a 60-ton truck crane. We still like the choice of a manufacturer's truck crane over the picker just because it's a little bit more robust, has a better chart, and we think they have a little better degree of finesse in getting the job done."

So despite the boom in boom trucks, don't expect to see truck cranes go anywhere. The oil and gas industries are especially responsible for keeping truck cranes in demand.

"In recent years, customers have been

utilizing truck cranes in oil and gas exploration, and for maintenance work," said Andreas Cremer, global product director of all-terrain and truck-mounted cranes, Manitowoc Cranes. "As the tools in the oil industry get bigger and bigger, so do their need for larger cranes. Timing is an essential, critical factor for customers in the oil and gas industries. Having a good reliable crane that could move fast between multiple sites is important, thus making truck cranes popular among these customers."

Canada and the Gulf Coast of the United States have seen a lot of this activity, and Cremer expects it to continue in 2014.

"In general, these cranes are being used by rental companies in the 100-ton and below range where all-terrain cranes

With a capacity of 90 tons, a boom length of 36 to 142 feet and a maximum tip height of 237 feet, the Manitowoc TMS9000E is a popular unit in the truck crane market.



The Terex Roadmaster 9000 has a lifting capacity of 90 tons, a maximum boom length of 164 feet and a tip height of 242 feet.

are not roadable and taxi jobs require the cranes to travel long distances for multiple jobs," said Cremer. "While the truck crane market has not traditionally been a rental market, we have seen a steady demand for truck cranes from rental companies. The demand for these products is what we would see as a normal market condition demand. Nothing exciting nor alarming."

Additionally, Cremer indicated Manitowoc has seen some very early signs of recovery in the housing industry, but admittedly not anywhere near the level of pre-2008 markets. Still, it could mean good things down the road for truck cranes.

Where's the market?

The truck crane customer base is difficult to typecast, but the truck crane operator is not.

"Your operator basically has to wear a whole pile of hats all in one day," said Niwa. "We fill out two log books before the crane is even started up in the morning. They have to be a maintenance man, a mechanic, a truck driver, a rigger and a bookkeeper. All in a day's work."

Training operators can be challenging, Niwa adds, but once they're up to speed, they derive a lot of joy from their craft.

"People like doing it because you work with different people every day and in a different location," he said. "All-terrains are more geared toward longer jobs. Our guys don't like that."

Owners of these cranes are as diverse as your imagination, though.

"The truck crane is an extremely versatile and mobile machine and owners capitalize on this by being equally versatile and adaptable," said Barth. "The only limiting criteria of a truck crane is that the site preparation be suited to a machine that travels on the highway."



Crane demand continues to be steady despite economic fluctuations because of the loyalty of the customers and the commitment of the manufacturers. In August of 2012, Terex painted one of their T 340-1 truck cranes pink for Phoenix Crane Rental located just outside of Atlanta. Phoenix Crane Rental is a big supporter of the National Breast Cancer Foundation and their pink crane has been put to task all over the city for two years.

It's this type of partnership that propels the truck crane industry forward.

What's new?

"I really enjoy the fact that the crane business is still a people business," said Curnutte. "We strive to listen and learn from the folks that make a living with our cranes. We typically host over 100 factory visits each year, and we really value customer's input (both the good and the not so good). It makes us better."

Manitowoc's newest truck crane is the 110-ton TMS9000E. It's flush with new technology, including features like a tiltable vision cab, dual axis electronic controls, hydraulic counterweight removal system and powerful luffing extensions.

The TMS9000E has a 36 to 142 foot, five-section full power boom and a 33 to 56 foot bi-fold lattice swing-away extension, with optional lattice insert extensions for a 237-foot maximum tip height. It offers a 23 percent increase in overall capacities compared to the previous model.

The crane is being added to fleets all over the country, including ALL Erection & Crane Rental in Ohio. According to ALL's website, "The versatility of the new TMS9000E has had an immediate impact on our truck crane fleet. The 9000's on-the-road capabilities, plus its higher

capacity, bridge the gap between truck and AT cranes."

"Being a global leader in truck-mounted cranes, new product development is an ongoing process that pushes us to stay on the cutting edge of technology," said Cremer of Manitowoc. "As we move forward on finishing the Tier IV final enhancements of our larger truck crane line from the Grove brand, we will have new resources to develop new and exciting products in the coming months and years."

Terex now offers a Roadmaster 5300 in addition to their Roadmaster 9000. The 5300 combines a telescopic crane

with a commercial truck. According to Terex's website, "it's the perfect solution when the full off-road capability of an all-terrain crane is not a necessity."

The truck-mounted Roadmaster is "a cost-effective solution designed for frequent and long distance travel to ensure that you get the job done efficiently and rapidly. It's versatile and easy to operate as a one-man crane and is simple to service using easily available spare parts for low total cost of ownership."

The Roadmaster 5300 has a maximum lifting capacity of 100 tons and a maximum main boom length of 164 to

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“While the truck crane market has not traditionally been a rental market, we have seen a steady demand for truck cranes from rental companies. The demand for these products is what we would see as a normal market condition demand. Nothing exciting nor alarming.”

ANDREAS CREMER
Global product director, all-terrain
and truck-mounted cranes,
Manitowoc Cranes

196.9 feet and a maximum system length of 164 to 195.9 feet.

Link-Belt's newest truck crane is the HTC-86100, which was rolled out in 2011. It's been a few years since then but it's still Link-Belt's star performer. This crane's maximum capacity is 90 tons with a boom length of 38 to 140 feet.

“Our HTC-3140LB holds the distinction of being the largest truck crane in the market today and it goes head to head with all-terrain cranes in its class,” said Curnutte. “The HTC-3140LB has a blend of features that are drawn from the best attributes of a truck and all terrain crane. It has the reach and capacities of the all-terrain while also having the speed and transportability of a truck crane. Customers of the 3140LB are impressed at how much faster and efficiently this crane can get to and from, setup and tear down on a job over any of the all-terrain cranes offered. Link-Belt's HTC-8660 is intended to be a one-piece move with a gross weight of around 80,000 pounds. It transports with ease, and can cover several jobs in a day, Curnutte said. The HTC-8660 faces direct competition in the truck crane segment and also competes

against boom trucks.”

Link-Belt also continues in their efforts to be a green company by transitioning into the most current EPA emissions standards.

“One of the challenges for any crane manufacturer is keeping up with ever changing emission mandates while also staying on the cutting edge of true crane development. Today's emission requirements have a different fuel type, supplemental emission devices, diagnostic requirements and even supplemental fluids. Link-Belt goes to great efforts to make these systems simple so operators can focus just on crane work,” said Curnutte.

As the world economy continues to improve, crane manufacturers all across North America express optimism about their industry, especially the truck crane market. Truck cranes provide enduring value for customers because they are relatively inexpensive to maintain and they're versatile.

“If the crane can lift it safely and the site conditions are matched to the machine, you will likely see a truck crane at the job,” said Barth. ■



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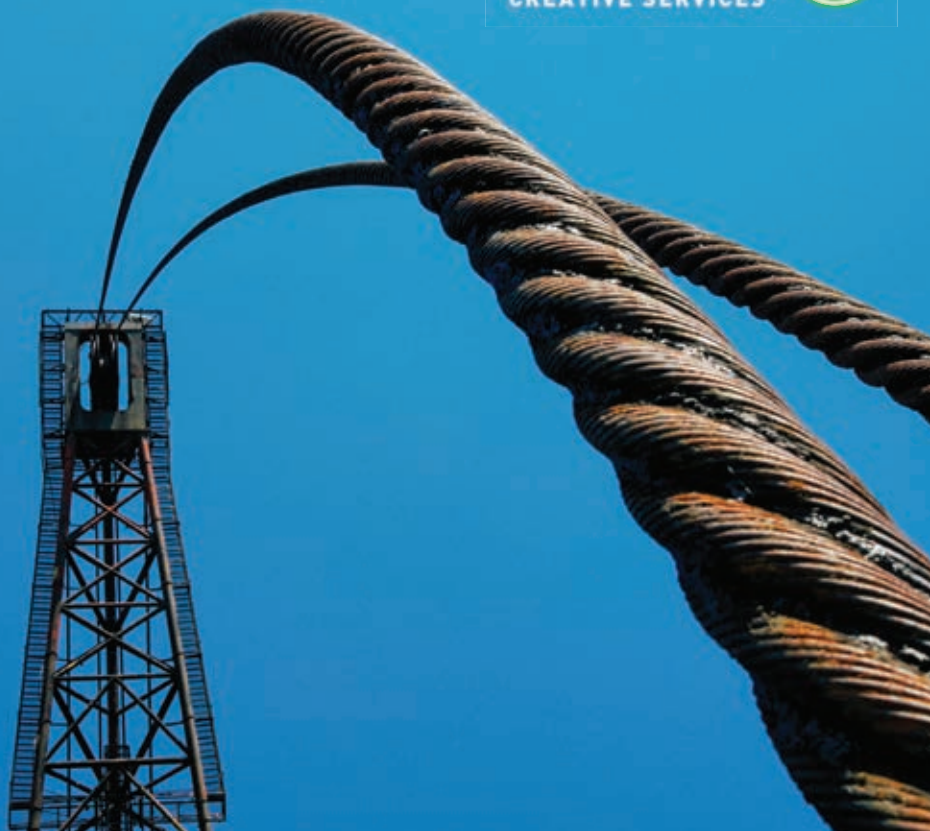
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NBIS faced some difficult challenges over the last year. We found ourselves in a position we never anticipated being in, and some of our policyholders—the folks we've fought to protect over the last eighteen years—were negatively affected. We at NBIS would like to formally and publically apologize.

As with any organization that undergoes a business challenge such as the one we faced in 2013, we had to make a decision as to how we wanted to respond. We could essentially try and downplay the mistakes that were made and save face, or we could acknowledge those mistakes, apologize, and rebuild ourselves as a better, stronger organization.

We're proud to say that we've chosen to be Stronger.

In fact, the NBIS commitment to its policyholders, both current and prospective, has never been stronger. We've invested significant resources into expanding our risk management offering and rebuilding our crane, rigging, and heavy haul program upon a foundation that's unshakable. With the addition of several, A XIV or greater AM Best-rated carriers, we continue to offer all five lines of coverage—general liability, inland marine, commercial auto, worker's compensation, and excess/umbrella, all with the same superior service and expertise you've come to expect from us.

At NBIS, we know that who insures you matters. Because you're not just buying a policy, you're buying a promise—a promise that guarantees your insurer will stand by you when you need them most.

We offer risk management and safety support.

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We stand by you from the onset. We make sure that you're getting far more than just an insurance policy. We make sure you're getting a promise from your insurance company to be there when you have a claim, to be there when you need us the most. Because for eighteen years, that's what we've done. And were not stopping now.



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PHOTO: Dura Crane



PHOTO: Deep South Crane & Rigging

This is the ninth year for the compilation of the *American Cranes & Transport* **ACT100** list of North America's largest crane-owning companies. And for all nine years one company has been No. 1. That company is Maxim Crane Works, which posted an ACT index of 401,198 US tons in capacity for its fleet of 2,175 cranes. Maxim owns 1,901 mobile cranes and 274 crawlers, with the company's largest crane being the 825-ton capacity Manitowoc 18000 with Maxer. While the company doesn't have the largest crawler fleet in the **ACT100** or even the largest mobile crane fleet in the **ACT100**, its total number of cranes and their total capacities put it at the top of the list.

Looking deeper into our No. 1 company we can report that Maxim Crane Works has grown in every category, including the expansion of branches and employees and increases in both its mobile and crawler fleets over last year. Interestingly, our total **ACT100** has not actually grown in every category, although the numbers show a positive year of growth.

All Erection & Crane Rental, our No. 2 company on the **ACT100**, actually owns more cranes than Maxim Crane Works at 2,410 units in its fleet. Its largest crane is the 1,000-ton capacity Manitowoc 21000. All Erection actually has the largest mobile crane fleet in North America with 2,040 units. All Erection has the second largest crawler crane fleet with 370 units, just short of the 373 crawlers owned by Lampson International. Last year All Erection reported a fleet of 385 crawlers. The sell-off in the past year was likely due to hefty crawler crane orders the company has inked with several manufacturers in the last few months.

In 2013, our **ACT100** showed 37,475 employees while this year we are reporting 35,758 employees for the total **ACT100**. Branch locations have also been trimmed with 617 for 2014 and 705 for 2013.

The total mobile crane fleet for the 2014 **ACT100** is 13,131, just a bit higher than the 13,188 posted in 2013. The total crawler fleet for 2014 grew a scant amount as well, from 2,804 in 2013 to 2,897 in 2014.

RANK 2014	RANK 2013	COMPANY NAME	HQ	BRANCHES	EMPLOYEES	SCOPE OF OPERATION	SENIOR CONTACT & TITLE
1	1	Maxim Crane Works	USA	32	2,300	National	Bryan Carlisle, COO
2	2	ALL Erection & Crane Rental Corp. (Central, Dawes, Jeffers)	USA	37	1,500	Continental	Michael L. Liptak, President
3	3	Lampson International	USA	10	262	Worldwide	Bill Lampson, President
4	4	Essex Crane Rental Corp. (including Coast Crane)	USA	22	276	Worldwide	Nick Matthews, President
5	5	Mammoet North America	USA	19	1,600	Worldwide	Joery van Vlierden, Managing Director
6	6	Bigge Crane and Rigging Co.	USA	13	450	National	Weston Settlemier, President/CEO
7	7	TNT Crane & Rigging	USA	23	1,200	National	Mike Appling, CEO
8	9	Deep South Crane & Rigging	USA	6	500	Worldwide	Mitch Landry, Vice President
9	12	AmQuip Crane Rental	USA	13	500	National	Al Bove, COO
10	11	Guay Inc.	Canada	18	500	National	Jean-Marc Baronet, President
11	10	NCSG Crane and Heavy Haul	Canada	18	721	National	Ted Redmond, President/CEO
12	14	Buckner Heavy Lift Cranes	USA	3	400	Worldwide	Doug Williams, President/CEO
13	8	J.F. Lomma Inc.	USA	7	120	National	James Lomma, President
14	13	Barnhart Crane & Rigging	USA	25	985	National	Alan Barnhart, CEO
15	19	Sarens North America	USA	10	560	Worldwide	Mike Hussey, Regional Director
16	15	Bragg Crane Service*	USA	14	600	Regional	Mike Roy, Executive Vice President
17	16	W.D. Grubb Inc.	USA	7	260	Regional	William O. Grubb, President
18	18	Sims Crane and Equipment Co.	USA	10	297	Regional	Dean Sims II, Vice President
19	17	Sterett Crane & Rigging*	USA	6	90	Regional	Jonathan Spong, President
20	23	Scott-Macon Equipment	USA	10	196	Worldwide	Robert B. Dimmitt, Exec. V. President
21	21	Marco Crane & Rigging	USA	6	188	National	Dan Mardian, Jr., President
22	20	Imperial Crane Services	USA	5	250	Worldwide	B.J. Bohne, President/CEO
23	25	ENTREC Corporation	Canada	15	674	Worldwide	Alan Swagerman, Exec. V. President
24	22	The Walsh Group*	USA	1	5,000	National	Michael Gibbons, Corp. Equip. Manager
25	NEW	M-L Holdings (Crane Service, Marks and United Crane & Rigging)	USA	9	231	National	Scott Wilson, President
26	29	Allegiance Crane & Equipment	USA	5	250	National	James Robertson, President
27	26	Crane Rental Corp.	USA	3	106	National	Alan Ashlock, President
28	33	Mountain Crane Service	USA	12	168	National	Paul Belcher/Lon Stam, Owners
29	24	H&E Equipment Services*	USA	66	1,600	National	John Brockway, Senior Vice President
30	31	Beyel Brothers Inc.*	USA	5	220	Regional	Joseph D. Beyel, President
31	32	Stevenson Crane Service Inc.	USA	3	130	National	Donna Stevenson, President
32	27	Irving Equipment	Canada	14	185	National	Steven Dykeman, Director, Sales/Marketing
33	30	Bay Limited*	USA	6	2,875	National	John McCain, Equip. Division Manager
34	37	Dozier Crane & Machinery Inc.	USA	2	50	Worldwide	Dozier Cook, President
35	38	Ness & Campbell Crane Inc.	USA	8	220	Regional	Tony Steelman, President/CEO
36	35	Kelley Equipment Company	USA	3	140	Regional	Daniel H. Gold, CEO
37	34	Dielco Crane Service*	USA	1	95	Regional	Richard Dieleman, President
38	60	Ring Power Crane	USA	7	65	Regional	Dave Glass, V. President/Gen. Manager
39	36	The Cianbro Companies*	USA	6	4,000	National	George Bell, V. President/Gen. Man. Equip.
40	40	Mr. Crane/Inquipco	USA	3	130	Regional	Andy Steinberg, CEO
41	41	Barcelona Equipment	USA	1	49	Regional	Bob Steiner, President
42	39	Laramie Enterprises Group*	USA	1	40	National	Gordon F. Laramie III, President
43	NEW	Circle 8 Cranes	USA	6	212	Regional	Phillip Bryson, CEO

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WEBSITE	MOBILE CRANES	CRAWLER CRANES	LARGEST CRANE	CAPACITY	ACT INDEX
www.maximcrane.com	1,901	274	Manitowoc 18000 w/Maxer	825	401,198
www.allcrane.com	2,040	370	Manitowoc 21000	1,000	183,650
www.lampsoncrane.com	72	373	Lampson LTL-3000	3,000	121,318
www.essexrental.com	244	365	Manitowoc 888 Ringer	661	96,221
www.mammoet.com	414	92	Mammoet PTC 200 DS	4,500	93,375
www.bigge.com	300	90	Liebherr LR1600	600	58,680
www.tntcrane.com	455	20	Liebherr LTM 1/200/9.1	1,300	57,487
www.deepsouthcrane.com	197	19	TC-36000 VersaCrane	2,500	44,900
www.amquip.com	425	48	Terex Demag CC3800	715	38,656
www.gruesguay.com	439	28	Liebherr LTM 11200-9.1	1,500	38,319
www.ncsg.com	257	43	Liebherr LTM 11200	1,440	34,437
www.bucknercompanies.com	15	72	Liebherr LR 11000/P1300	1,434	31,903
www.jflomainc.com	166	71	Manitowoc 18000 w/Maxer	826	31,720
www.barnhartcrane.com	223	19	Terex Demag CC4000 RL	1,760	31,705
www.sarens.com	146	38	Terex Demag CC6800	1,250	28,537
www.braggcrane.com	249	18	Manitowoc Grove GMK 7550	550	28,242
www.wogrubb.com	198	49	Manitowoc Grove GMK 7550	550	24,514
www.sims Crane.com	200	31	Kobelco SL6000	600	24,270
www.sterettcrane.com	128	32	Terex CC 2800-1	660	22,473
www.smequipment.com	418	67	Terex AC140	170	20,249
www.marcocrane.com	183	16	Manitowoc Grove GMK 7550 w/Megawing	550	19,994
www.imperialcrane.com	225	15	Liebherr LTM 1500-8.1	600	19,928
www.entrec.com	222	21	Manitowoc 2250 w/Maxer	500	19,432
www.walshgroup.com	112	79	Manitowoc 2250	300	18,752.5
www.mlholdingscranegroup.com	121	15	Grove GMK 7550 /Megawing	550	17,936
www.allegiancecrane.com	132	10	Liebherr LTM 1500	600	17,816
www.cranerental.com	56	39	Manitowoc 18000 w/Maxer	825	15,581
www.mountaincrane.com	71	18	Liebherr LR 1600/2	660	15,448
www.he-equipment.com	399	0	Manitowoc Grove RT 9130	130	15,299
www.beyel.com	123	24	Terex Demag AC 650	750	13,508
www.stevensoncrane.com	113	26	Manitowoc 18000 w/Maxer	826	13,381
www.irvingequipment.com	97	24	Liebherr LR 1750	825	12,770
www.bayltd.com	147	14	Terex American 11320	450	12,323
www.doziercrane.com	62	46	Terex Demag AC 350/6	400	11,269
www.nessandcampbell.com	86	1	Liebherr LTM 1500-8.1	600	11,240
www.kelleyequipment.com	40	33	Manitowoc 2250 w/Maxer	500	11,100
www.dielcocrane.com	71	12	Liebherr LR-1750	826	10,797
www.ringpowercrane.com	105	12	Manitowoc 16000	440	10,631
www.cianbro.com	76	46	Manitowoc 16000	440	10,516
www.mrcrane.com/inquipco.com	72	11	Manitowoc 2250 w/Maxer	550	10,294
www.barcelonaequipment.com	41	36	Tadano ATF 400G-6	450	10,172
www.laramiecrane.com	49	24	Terex Demag AC 1200	500	9,566
www.circle8services.com	65	0	Manitowoc Grove GMK 7550	550	9,385

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RANK 2014	RANK 2013	COMPANY NAME	HQ	BRANCHES	EMPLOYEES	SCOPE OF OPERATION	SENIOR CONTACT & TITLE
44	42	Southwest Industrial Rigging	USA	5	180	National	Mike Madge, General Manager
45	50	Digging and Rigging Inc.	USA	6	158	Regional	James Gregory, Sr, President
46	44	Wagstaff Crane Service	USA	4	95	Regional	Jim Wagstaff/Ron Wagstaff, Owners
47	56	Northwest Crane Service	USA	6	91	National	Andy Hodges, President
48	45	Crane Rental & Rigging Inc.*	USA	9		Regional	Ted Hickson, Executive, Director
49	54	Capital City Group	USA	4	95	Regional	Brian Gibson, President/CEO
50	46	R.H. Marlin Inc.	USA	1	75	Regional	Joe Fox, Vice President
51	47	Energy Transportation Inc.*	USA	4	150	National	Dan McGlade, President
52	NEW	Transportes y Gruas Auriga SA de C.V.	Mexico	9	155	National	Jose Cano Perez, President
53	48	Thackray Crane Rental	USA	4		Regional	Mark Thackray, Operations/Safety Director
54	57	Scott Powerline and Utility Equipment	USA	2	44	National	Jeff Johnson, Exec. Vice President/COO
55	53	CraneWorks Inc.	USA	3	100	Regional	Tom Yeilding, Vice President Operations
56	49	Edwards Inc.*	USA	5	425	Regional	Forrest Boone, Vice President
57	74	Burkhalter Rigging	USA	5	200	Worldwide	Brooke Burkhalter, President
58	68	Chellino Crane Inc.	USA	1	85	National	Greg Chellino, President
59	51	Wanzek Construction Inc.*	USA	2	800	National	Kevin McCrory, Crane Operations Man.
60	43	Kirby-Smith Machinery	USA	10	350	Regional	Ben Graham, Vice President
61	52	Giuffre Bros. Cranes Inc.	USA	6	62	Worldwide	Todd Proctor, Branch Manager
62	58	Clark Rigging & Rental Corp.	USA	3	55	Worldwide	David F. Clark, President
63	59	Salerno Heavy Lift	Panama	2	70	National	Omar Salerno, General Manager
64	73	Big B Crane	USA	2	55	Regional	Daniel Basden, President
65	61	Hill Crane Service	USA	2	85	Regional	Ronald Hill, Vice President
66	62	Eagle West Truck & Crane*	Canada		175	National	Bob Fairbank, President/COO
68	63	Alamo Crane Service Inc.	USA	2		Regional	Marvin Ohlenbusch, COO
68	64	Vic's Crane & Heavy Haul Inc.*	USA	2	80	Regional	Tim Harty, Operations Vice President
69	65	United Crane Rentals Inc.*	USA	2	31	Regional	Timothy Shinn, President
70	70	Budrovich Contracting	USA	3	65	Regional	Eric Struckhoff, Executive Vice President
71	66	Ideal Crane Rental*	USA	7	74	Regional	Robert Kalhagen, President
72	67	Nixon-Egli Equipment Co.	USA	2		Regional	Vern Gunderson, Vice President
73	NEW	Deep South Crane Rentals	USA	2	43	Regional	Jimmy White, Jr.
74	69	JPW Riggers	USA	1	100	National	Dave Schwalm, Executive Vice President
75	71	Connelly Crane Rental Corp.*	USA	3	48	National	Michael Connelly, President
76	72	Viant Crane*	USA	1	5	Regional	Nick Minari, Operations Manager
77	75	Crane Service Company	USA	5	95	Regional	Brian Mazzella, Vice President
78	76	J J Curran Crane	USA	1		Regional	Larry Curran, President
79	77	DLB Cranes*	Canada	5	35	Regional	Devlin Fenton, President
80	NEW	CSE Inc.	USA	5	205	Regional	David Goodman, Crane Sales
81	83	I.B. Dickinson & Sons	USA	3	40	Regional	Donald Dickinson, President
82	79	CraneWorks Inc.	USA	4	75	Worldwide	Keith Ayers, CEO
83	78	Alliance Riggers & Constructors	USA	1	75	Regional	Phillip H. Cordova, CEO/General Manager
84	80	Anglemyer Crane	USA	1	35	Regional	John Anglemyer, Secretary/Treasurer
85	82	AME Inc.*	USA	4	160	Regional	Greg Campbell, President/CEO
86	87	LaGrange Crane Service	USA	1	30	Regional	Judith Mooncotch, President
87	86	North Shore Crane*	USA	2	30	Regional	Tom Brown, President
88	92	Taylor Crane & Rigging	USA	2	91	National	James C. Taylor, Jr., President
89	91	Southern Crane	USA	2	34	Regional	Earl Johnson III, President

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WEBSITE	MOBILE CRANES	CRAWLER CRANES	LARGEST CRANE	CAPACITY	ACT INDEX
www.swirusa.com	70	4	Manitowoc Grove GMK 7550	550	9,126
www.digrig.com	59	0	Liebherr LTM 1750-9.1	900	8,059
www.wagstaffcrane.com	62	0	Manitowoc Grove GMK 7550 w/Megawing	550	7,840
www.northwestcraneservice.com	23	2	Liebherr LTM 1750 9.1	750	7,250
www.cranerent.com	63	7	Liebherr LTM 1500-8.1	600	7,074
www.ccgroupp-inc.com	68	12	Manitowoc Grove GMK 7550	550	6,904
www.rhmarlin.com	65	15	Manitowoc Grove GMK 7550 w/Megawing	550	6,900
www.energytran.com	35	6	Liebherr LR 1600/2	660	6,526
www.auriga.mx	40	2	Manitowoc 18000 w/Maxer	825	6,300
www.thackraycrane.com	124	6	Liebherr LTM 1400/7.1	500	6,076
www.scottpowerline.com	86	90	Tadano Mantis 20010	100	6,055
www.craneworks.com	128	2	Terex Demag AC-350	400	6,005
www.edwardsinc.com	73	1	Terex Demag AC 500-2	600	5,963
www.burkhalter.net	20	10	Manitowoc 18000	825	5,800
www.chellinocrane.com	15	10	Kobelco SL6000	600	5,699
www.wanzek.com	20	16	Terex Demag CC 2800-1	660	5,661
www.kirby-smith.com	138	2	Manitowoc Grove RT 9130E	130	5,593
www.giuffre.com	206	0	Liebherr LTM 1090/2	110	5,562
www.clarkrigging.com	56	4	Terex Demag AC500-2	600	5,323
www.salernoheavylift.com	26	1	Liebherr LTM 1800	1,000	5,068
www.bigbcrane.com	17	25	Kobelco CK2500-II	250	4,980
www.hillcraneservice.com	45	0	Liebherr LTM 1400-7.1	500	4,900
www.eaglewestcranes.com	93	1	Liebherr LTM 1300	300	4,572
www.alamocrane.com	38	1	Liebherr LTM 1400-7.1	500	4,571
www.visco.com	40	4	Terex Demag CC2500-1	550	4,520
www.unitedcranenj.com	31	6	Terex Demag AC 500-1SSL	600	4,461.5
www.budrovich.com	43	5	Manitowoc Grove GMK 7550	550	4,223
www.idealcranerental.com	60	3	Manitowoc Grove GMK 6350	350	4,118
www.nixon-egli.com	50	4	Link-Belt RTC150	150	4,000
www.deepsouthcranes.com	45	2	Terex AC 500-2	600	3,996
www.jpwriggers.com	15	4	Terex AC 500-2	600	3,850
www.connellycrane.com	45	8	Liebherr LTM 1300-1	360	3,761.5
www.viantcrane.com	18	6	Manitowoc 2250	300	3,722
www.craneserviceco.com	26	2	Manitowoc Grove GMK 7550	550	3,310
www.jjcurran.com	47	0	Manitowoc Grove GMK 6300	300	3,300
www.dlbcranes.com	19	6	Liebherr LG 1750	750	3,080
www.commercialsteelinc.com	27	3	Manitowoc Grove GMK 6350	350	2,635
www.ibdickinson.com	16	0	Terex Demag AC 1300	500	2,268
www.crane-works.com	61	0	Terex T780	80	2,253
www.allianceriggers.com	27	6	Liebherr LR1300	330	2,250
www.anglemyercrane.com	27	2	Manitowoc Grove GMK 6350	350	2,250
www.ameonline.com	28	0	Manitowoc Grove GMK 7550	550	2,143
www.lagrangecrane.com	19	0	Manitowoc Grove GMK 6350	350	1,565
www.northshorecranenyc.com	28	0	Liebherr LTM 1200	240	1,400
www.taylorcrane.com	15	1	Liebherr LTM 1220-5.2	265	1,353
www.southern-crane.com	21	0	Liebherr LTM 1160-5.1	190	1,237

*ACT estimates

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RANK 2014	RANK 2013	COMPANY NAME	HQ	BRANCHES	EMPLOYEES	SCOPE OF OPERATION	SENIOR CONTACT & TITLE
90	89	Mansfield Crane Service Corp.	USA	1	20	Regional	Trapper Wyman, President
91	96	Jcrane	USA	1	20	Regional	Jack Stull, President
92	90	Modern Construction*	USA	1	18	Regional	Dwayne Scalf, President
93	93	Limehouse & Sons Cranes Inc.*	USA	1	55	Regional	James. L. Limehouse, Senior V. President
94	94	Diamond Steel Construction Company*	USA	1	50	Regional	David Collins, President
95	97	Runnion Equipment Company	USA	2	26	Regional	Patrick Runnion, President
96	95	Southwestern Industrial Contractors & Riggers	USA	1	78	Worldwide	Bill Fiske, President
97	98	Zartman Industrial Services	USA	1	120	Regional	Dean Paul, Vice President Operations
98	99	PSC Crane & Rigging Inc.	USA	3	125	Regional	Randy Sever, Executive Vice President
99	NEW	Waggoner Equipment Rental	USA	1	15	Regional	Alana Yount, General Manager
100	100	Dura Crane	USA	1	10	Regional	Gregg Duralia, President
				617	35,758		

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PHOTO: Wagstaff Crane Service

The total capacity of all cranes on the **ACT100** index is 1,918,442 tons, up from 1,835,822 tons in 2013.

The top 10 companies with the largest crawler fleets have 1,876 crawlers. The top 10 companies with the largest mobile fleets own some 7,048 units. The top 10 employers have some 23,255 people working for them.

We have seen one major consolidation this year with ML Holdings coming in at No. 25 on the **ACT100** and representing the crane fleets of three companies, Crane Service Inc., Marks Crane & Rigging and United Crane & Rigging. Also new to the list year are No. 43 Circle 8 Cranes, No. 73 Deep South Crane Rentals, No. 80 CSE Inc. and No. 99 Waggoner Equipment Rental.

The top five crane companies held their



Largest crawler fleets

RANK	COMPANY NAME	WEBSITE	CRAWLER FLEET
1	Lampson International	www.lampsoncrane.com	373
2	ALL Erection & Crane Rental Corp.	www.allcrane.com	370
3	Essex Crane Rental Corp.	www.essexrental.com	365
4	Maxim Crane Works	www.maximcrane.com	274
5	Mammoet North America	www.mammoet.com	92
6	Bigge Crane and Rigging Co.	www.bigge.com	90
7	Scott Powerline and Utility Equipment	www.scottpowerline.com	90
8	The Walsh Group*	www.walshgroup.com	79
9	Buckner Heavy Lift Cranes	www.bucknercompanies.com	72
10	J.F. Lomma Inc.	www.jflommainc.com	71

Largest mobile fleets

RANK	COMPANY NAME	WEBSITE	MOBILE FLEET
1	ALL Erection & Crane Rental Corp.	www.allcrane.com	2,040
2	Maxim Crane Works	www.maximcrane.com	1,901
3	TNT Crane & Rigging	www.tntcrane.com	455
4	Guay Inc.	www.gruesguay.com	439
5	AmQuip Crane Rental	www.amquip.com	425
6	Scott-Macon Equipment	www.smequipment.com	418
7	Mammoet North America	www.mammoet.com	414
8	H&E Equipment Services*	www.he-equipment.com	399
9	Bigge Crane and Rigging Co.	www.bigge.com	300
10	NCSG Crane and Heavy Haul	www.ncsg.com	257



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WEBSITE	MOBILE CRANES	CRAWLER CRANES	LARGEST CRANE	CAPACITY	ACT INDEX
www.mansfieldcrane.com	8	0	Manitowoc Grove GMK 5275	275	1,200
www.jcrane.com	10	0	Manitowoc Grove GMK 5275	275	1,028
	9	1	Manitowoc Grove GMK 5275	275	1,026
www.limehousesons.com	11	0	Manitowoc Grove GMK 5210	210	927
www.diamondsteel.com	21	0	Manitowoc Grove GMK 5150B	150	861
www.runnionequipment.com	49	0	Manitex 5096 S	50	763
www.southwesternindustrial.com	10	0	Lorain MC 1650	165	757
www.zartman.com	11	0	Manitowoc Grove GMK 5225	225	747
www.pscind.com	10	0	Manitowoc Grove 5165	165	725
www.waggonerequipment.com	18	0	Link-Belt RTC 80100	100	688
www.duracrane.com	6	0	Manitowoc Grove GMK 5275	275	525
	13,131	2,897		1,918,442	

*ACT estimates



PHOTO: Dozier Crane

posts in 2014 and the top 10 saw a little bit of a flip flop. Deep South Crane & Rigging moved up one; AmQuip moved from 12 to 9; Guay Inc. moved from 11 to 10 and NCSG Crane & Heavy Haul moved from 10 to 11.

Biggest gainers on the **ACT100** include Sarens from 19 to 15; Entrec from 25 to 23; Allegiance from 29 to 26; Mountain from 33 to 28; Dozier from 37 to 34; Ness & Campbell Crane from 38 to 35; and the biggest jumper, Ring Power Crane from 60 to 38. Others who moved up on the **ACT100** were Northwest Crane Service from 56 last year to 47 this year; Digging and Rigging from 50 to 45;

Scott Powerline from 57 to 54; Chellino Crane from 68 to 58; and Big B Crane from 73 to 64.

When it comes to the largest cranes, Mammoet holds that distinction with its 4,500-ton capacity Mammoet PTC 200 DS. Behind Mammoet in the mega crane category is Lampson with its 3,000-ton capacity LTL-3000 which is followed by the 2,500-ton capacity TC-3600 VersaCrane owned by Deep South Crane & Rigging.

In terms of the most popular cranes in the **ACT100**, the majors are six Manitowoc 18000s, five Manitowoc 2250s and 11 Manitowoc Grove GMK 7550s.

Of the largest cranes in a fleet, Manitowoc/Grove leads the **ACT100** with 42 of the largest cranes on the list; Liebherr has 28 cranes on the list; Terex has 20 on the list; Link-Belt has two including its new RTC 150; Tadano has two, including the debut of its 450-ton ATF 400G-6; and Manitex has one, its 50-ton 5096S.

In terms of scope of operation, 49 firms say they work on a regional basis; 36 work throughout the country; and 16 work around the world.

Methodology

Developing a credible list of North America's largest crane-owning companies turns out to be a 12-month effort, with most companies being extremely cooperative and pleased to send us their **ACT100** survey forms to make the

ranking. For this list, we surveyed close to 650 companies in the U.S., Canada and Mexico. While the **ACT100** is much more comprehensive than it was when we started nine years ago, we realize there are probably 25 to 30 major crane companies not represented on the **ACT100**. Some companies just don't want to share information about their fleets.

You will see an asterisk by some companies. For these companies, we didn't necessarily get updated information and instead relied on an estimate formula based on data obtained last year and through other sources. All of these companies on the list were contacted, some several times, and given the opportunity to supply fleet information and related data.

Because the vast majority of crane

>50



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Top 10 largest cranes

RANK	COMPANY NAME	LARGEST CRANE	CAPACITY
1	Mammoet North America	Mammoet PTC 200 DS	4,500
2	Lampson International	Lampson LTL-3000	3,000
3	Deep South Crane & Rigging	TC-36000 VersaCrane	2,500
4	Barnhart Crane & Rigging	Terex Demag CC4000 RL	1,760
5	Guay Inc.	Liebherr LTM 11200-9.1	1,500
6	NCSG Crane and Heavy Haul	Liebherr LTM 11200	1,440
7	Buckner Heavy Lift Cranes	Liebherr LR 11000/P1300	1,434
8	TNT Crane & Rigging	Liebherr LTM 1/200/9.1	1,300
9	Sarens North America	Terex Demag CC6800	1,250
=10	ALL Erection & Crane Rental Corp.	Manitowoc 21000	1,000
=10	Salerno Heavy Lift	Liebherr LTM 1800	1,000

owning companies are privately held, it can be difficult to obtain and verify figures, although we do approach independent industry sources for assistance and use related web resources and research when we use an estimate.

Disclaimer

We rely on the integrity of the companies that participate, wholly assuming that the information they provide is accurate and truthful to the best of their knowledge.

We work to insure the accuracy of the information provided but take no responsibility for errors, or omissions. We will continue to work to make the **ACT100** the most comprehensive list of crane-owning companies in North America.

Companies are ranked by their **ACT100** Index, which is calculated by adding together the maximum lifting capacities in U.S. tons of all crawler cranes and mobile cranes in a company's fleet. ■

ACT Top Lists

American Cranes & Transport presents four top lists each year. In our June issue is the largest list, the **ACT100** list of North America's largest crane-owning companies. In the August issue is the **ACTTOWER CRANE50**, which lists the largest tower crane-owning companies in North America. In the December issue each year we feature the **ACTTRANSPORT50**, which features the largest specialized transportation providers in North America. And finally, in the March issue we present the **ACTSPECIALIZED LIFTING50**, which lists the top companies offering specialized lifting/rigging using gantries, strand jacks and the like. If you would like to participate in any or all these lists, please e-mail D. Ann Shiffler at d.annshiffler@khl.com or John Skelly at john.skelly@khl.com.

ACT100 2015

Submit information for the 2015 **ACT100** by emailing d.annshiffler@khl.com

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Leading the way

The pilot car sector has recovered from the downturn but with the increase in business comes increases in the cost of doing business.



John Incontrera, president, High Wide & Heavy, describes the pilot car business as in a state of limbo.

"Rules and regulations for pilot cars are all over the map. There is little if any consistency from jurisdiction to jurisdiction," he said. "We strive to get above all the requirements and provide escorts and pilot cars that exceed requirements."

While the New York City Taxi & Limo Commission requires all taxi cabs to have a medallion and yearly inspection to work in New York City, the same is not true for escort vehicles, Incontrera said.

"A similar program to monitor the status of escort vehicles should be advocated," he said. "This would even the playing field, allowing our customers to obtain quality regulated escort vehicles to safely move their loads. Escort drivers are tasked with great responsibility without any authority, therefore the public does not take them seriously."

Pilotcarz4u, owned by Kaye Greene-Smith, said her business has shown a decent upswing since enduring the "huge

losses in the downturn debacle, especially 2008-2009."

"While we are ahead of last year's and 2012's numbers, the increase of the cost of doing business is on the rise as well," she said. "Business in general is extremely competitive. Everyone is looking to save a buck. That holds true to the trucking companies as well."

Rate competition

Customers are looking for good rates and a way to free up their time.

"We are not the most expensive nor are we the cheapest service out here in the pilot car world," Greene-Smith said. "We stay ahead of our competition by offering 100 percent customer satisfaction."

Incontrera said his business has been consistently growing for the past several years.

"True, we have had some good luck. However, we work diligently to provide a service that is unequalled," he said.

As far as the future, he describes it as exciting.

"We expect to expand our offices add staff and add more company escort

vehicles to better accommodate our clients," he said.

Kaye Greene-Smith said that while numbers indicate a large increase over last year, "when you factor in all of the costs, we are a little over last year's numbers for the first quarter. It is my belief since our industry gets into full swing in late spring after the ice thaws through late fall, the best numbers are to come. We are an industry driven by certain factors such as weather, economy and gas prices. Any or all of these factors can help or harm our bottom line profit."

However, she forecasts that Pilotcarz4u will have one of the best years yet in 2014.

"It is my belief that our industry will be driven by focus being placed on the need of infrastructures being repaired or rebuilt. Also, wind energy continues to drive this industry," she said. "These are just two of the many reasons why I believe that the pilot car industry will continue to grow coupled with the fact that there will always be the need to move oversized machinery."

During economic hard times, a few trucking companies went as far as to use their own staff to handle pilot car/escort duties. Incontrera said this still happens on occasion, but it's not a "growing phenomenon."

"There are those companies that do it," he said. "If it works for them good. I can't assume to tell them how to run their businesses. Of course I want to provide as many escort/pilot vehicles as possible, but if a heavy haul company is comfortable working that way, it's fine with me."

Greene-Smith said some of the larger companies have hired their own escort fleet thinking they will save money, but have returned to a respected pilot car



A hot subject among pilot car services companies is whether there should be some sort of mandated pilot car certification program.

Much of the work of pilot car companies deals with infrastructure and construction-related components such as steel beams, concrete bridge spans and the like.



company that can cover their nationwide needs.

"Trucking companies are always looking for ways to cut their costs," she said. "While the grass may look greener, it has been my experience that with the rising costs of many state certifications, insurance, gas, incidentals such as deadhead miles/no backhauls, food, repairs, motels, accidents (just to name a few), that it just isn't worth the few pennies they 'might' save."

Today, heavy haul business is centered on infrastructure improvements, bridge beams and the like, Incontrera said.

"We do our fair share of 'toys' like boats, but mostly it's construction-related loads. We are based in New York City, and I don't think we are going to see many wind farms sprouting up in Midtown. With all the subsidized work on the books, we should continue to grow at a steady pace."

Greene-Smith has been escorting everything from high profile armed government loads needing two pilot car drivers in the same vehicle as well as airplanes, machinery, bridge beams and steel structures.

Pilot car certification?

A hot subject among pilot car services companies is whether there should be some sort of mandated pilot car certification program.

"I am one of a few nationwide and Canada pilot car companies that represents the SC&RA's Pilot Car Task Force," Greene-Smith said. "We developed what was considered the 'best practices' for the pilot car industry. Many states have adopted these practices when implementing their state certification programs. I do not want the federal government dictating what we can

and cannot do with our businesses. With that said, states are getting out of control nickel and diming these Mom and Pop businesses with their own state certifications. It seems no two states require the same procedures and equipment and everyone is expected to know that states' laws and how that one officer is going to interpret that law."

Incontrera advocates a national pilot car certification, like the endorsements on a driver's license for double, triples and/or hazmat.

"I also advocate for the regulation of the pilot car itself along with the driver," he said. "All vehicles should have to undergo an inspection every two years to be sure

they meet the national standard. The driver should be held to similar standards as a CDL driver of a non-CDL vehicle traveling the interstate, such as hours of service, medical certification and a national endorsement on the driver's license. We take the task of piloting and escorting as seriously as it was intended. Our first responsibility is to warn and protect the public, which is a very serious concern. When I am escorting, and I do very often, I think of the other vehicles on the road around me as if they were carrying my family. I would not allow any action of the driver to possibly hurt them or any other person. This is how we train our staff."



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With increasing safety concerns and adherence to more stringent regulations in crane operation, the load moment indicator market has expanded. **John Skelly** reports on updates in LMI technology.

LMI technology steps up

The sky is the limit when it comes to load moment indicators.

Choosing one can be difficult considering how many options are available. So what should be considered when investing in an LMI on a new crane or replacing one on an older unit? Consider product support first.

"Downtime in our industry comes at such a high cost, finding a company that offers global support 24 hours a day, seven days a week, in multiple languages should be a major factor in decision making," said Mike Brooke, North American sales manager, LSI-Robway. "Users should also consider which LMI system is best for their specific application based not only on which factors they want to monitor in addition to the weighing system, but also based on how they want to view their data and how they want their equipment to respond when there is an issue."

New features in LMIs run the gamut from color displays that are more legible, various weather resilient materials such as stainless steel for offshore and harsh environments, compliance with increasing global safety standards, telematics integration and OEM-proprietary controllers and displays. So what's new?

Hirschmann took another step

forward in developing its iSCALE control system by introducing the qSCALE I2 – a management solution for load moment devices on mobile cranes. The qSCALE I2 integrates visualization and load moment indication in one device.

Using the qSCALE I2 Configuration Tool, programming is not necessary. CoDeSys knowledge is not required, enabling the configuration functions for applications to be executed by the system integrator. The easy configuration of the qSCALE I2 also provides cost-effective use in the area of retrofitting, the company said. Numerous cranes of older design can be consequently upgraded.

What's new?

TWG developed the INTELLIGUARD II Hoist Monitoring System which integrates a drum rotation indicator and last layer indicator into one monitoring system. This solution allows operators and managers to achieve OSHA-required

The INTELLIGUARD II Hoist Monitoring System integrates a drum rotation indicator and last layer indicator into one monitoring system.



The i4510 all-in-one rated capacity indicator is designed to accommodate all types of cranes for manufacturers working in the construction industry.



The qSCALE I2 integrates visualization and load moment indication in one device.

hoist drum rotation indicator compliance, without the need for video cameras, mirrors or other temporary alternatives.

Utilizing CAN J1939, the device is able to interface with the LMI or telematics systems to further aid operating in safe working conditions. By acquiring data on the hoist's duty cycle, operators and managers can more accurately predict maintenance requirements thus extending the life of the equipment and reducing costly downtime during time sensitive operations.

The Rayco-Wylie Systems team presented its latest technology, the i4510 all-in-one rated capacity indicator, at ConExpo in Las Vegas in March. Designed to accommodate all types of cranes for manufacturers working in the construction or offshore industry, the i4500 is the new generation of rated capacity indicators. It offers more complete integration with the crane and the ability to monitor advanced operational parameters, such as boom sequencing, outrigger monitoring, range limiting and wind speed. This i4500 has the capability to centralize the safety information, engine data and camera images all on one clear, full color display.

LSI-Robway is offering the crane and

lifting market an advanced cable-based load moment indication system (LMI/RCI/RCL) that has the capability to control all aspects of the crane.

The cable-based LSI Crane Controller and LMI/RCI-8510 Graphical Color Display work for OEM and retrofit crane applications. With the option of either a seven-inch or four-inch graphical color display, crane operators can monitor load data, outriggers, A2B, wind speed, boom angle, boom length and engine/transmission data such as temperatures, speed, RPM and oil pressure. Monitoring the core aspects of the equipment helps to reduce maintenance costs, increase security, manage maintenance and reduce downtime. The LMI/RCI-8510 system features an extensive load chart memory and has fully PIN-code protected calibration facilities. The Crane Controller features analog and digital inputs along with multiple output options, which can include RS232, RS485, CAN Bus and J1939.

Sounding the alarm

In the final stages of development is the Worksite Radio Modem from LSI-Robway that will allow users to wirelessly transfer the output signals from the LMI/RCI-8510 system and all other LSI-Robway systems (cable-based and wireless) to the Equipment Tracker Database. Along with crane indicator sensor data, the Equipment Tracker Database can monitor engine/transmission data received from a J1939 input, for example.

Useful for maintaining equipment and worksite security, the Equipment Tracker Database can show users when their machines are low on fuel or need servicing, as well as if they have left their designated area without authorization (via GPS

and geofencing). The user-configurable database will send messages via text or email when a crane indicator alarm is sounding and with the occurrence of mechanical issues, such as low tire pressure and/or engine malfunction, LSI-Robway said.

LSI-Robway's database has the ability to produce reports based on short-term and long-term data for anything from the crane indicator sensors to the crane's mechanical performance. This type of data logging is necessary when a crane accident occurs, but is also useful in everyday operation to keep up with maintenance and safety standards.

The cable-based LSI Crane Controller and LMI/RCI-8510 Graphical Color Display are ideal for OEM and retrofit crane applications.



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A large red lattice crane is lifting a complex industrial structure, possibly a platform or a large vessel component, at night. The structure is illuminated by bright lights, and the crane's lattice is clearly visible against the dark sky. The text "ned ng" is overlaid on the left side of the image.





Due to the small window of time allowed for the project, work was performed around the clock. One of the modules ended up flying at night.



A Grove RT530E was used as an assist crane on the project.

year prior to the actual lifting of the new cold train modules. Under the direction of Mountain's Engineering Director Jared Belcher, the engineering team created 3-D models of the unit in CAD and used the models to determine the parameters and constraints for the actual lifts.

"The initial challenge in completing the project was selecting the right crane for the job," said Belcher. "Many cranes have the capacity to make the lift, but very few could fit into the extremely tight working area inside of the crude unit. Mountain Crane's Manitowoc 2250 with Maxis-2000 fit the bill perfectly."

During demolition the Manitowoc 2250 only had two feet of clearance on its tail swing to existing structures. After the demolition was complete the Maxis-2000 wagon was added, changing the crane's

capacity from 300 tons to 500 tons. This provided the capacity needed for hoisting the new modules.

Mountain Crane's engineering team worked closely with Chevron to develop a 127-page lift plan that included nearly 50 3-D drawings detailing all aspects of the rigging, module transportation, crane erection, demolition of the existing cold train unit, installation of the new cold train modules and ground-bearing pressures for all lifting scenarios.

The execution

After a year of planning, Mountain Crane transported the first new cold train module to the crude unit using its Goldhofer modular trailers. The modules were then rigged to Mountain Crane's Manitowoc 2250 with Maxis-2000.

Mountain Crane's team designed more than 21,000 pounds of rigging to allow for quick transitions between the different modules and varying numbers of picking points. After lifting the modules off of the Goldhofer trailers, the Manitowoc 2250 pivoted and tracked into the crude unit while suspending the modules over existing refinery structures.

After a year of planning, Mountain Crane transported the first new cold train module to the crude unit using its Goldhofer modular trailers. The modules were then rigged to Mountain Crane's Manitowoc 2250 with Maxis 2000.

Due to the small window of time allowed for the project, work was performed around the clock. One of the modules ended up flying at night, according to Belcher.

A Grove RT530E was used as an assist crane on the project. The 30-ton capacity rough terrain crane performed some other turnaround work at the plant and it was used for some demolition work, pulling exchanger bundles, flying pipes and the like.

Mountain Crane actually had nine cranes performing work at the refinery during the turnaround.

Due to expert planning and precise performance, Mountain Crane was able to hoist all four modules into their permanent location exactly as planned.

Mountain Crane Project Manager Tyler Poulson said: "It is very fulfilling to see over a year's worth of planning executed flawlessly by our operators."

Mountain Crane helped Chevron and its other contractors successfully complete the construction of the new cold train unit during the previously scheduled crude unit turnaround, resulting in minimal downtime and maximum efficiency for the refinery.



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Blizzard conditions, makeshift roadways and 90-degree turns were among the challenges.

Scott-Woods Transport moved seven steel tanks to a remote location where the weather and roads were atrocious.



Remote haul

Electrical power is critical to remote parts of the arctic regions of Canada. So when Scott-Woods Transport was contracted to move seven steel tanks that would be used for fuel storage on Baffin Island, it was understood how critical the timing of the move would be to the project's success.

The tanks measured 34 feet in diameter, were 40 feet tall, and weighed 80,000 pounds each.

"The biggest challenge was the pressure we were under to meet our client's deadlines and to perform flawlessly as the safe, pristine delivery of the tanks was a matter of significant importance," said Eric Rolf von den Baumen. "It is important to note that these generators are the only source of energy available in this part of the world and if there were any issues or delays at all during the move, the safe delivery of the tanks would be jeopardized and our client would be forced to shut down their entire operation for a full eight months."

While the schedule was a challenge, the destination was another issue. Baffin Island is one of the most isolated locations on the planet and experiences some of the harshest conditions in the world with temperatures ranging from 44 degrees F to -65 degrees F, and averaging -22 degrees F in the winter. This part of the world experiences 24-hour darkness from November to January and 24-hour

daylight between May and August. The loads would be transported through frozen tundra over roads fashioned out of six inches of crushed rock. There were no hotels, restaurants, fuel stations or convenience stores.

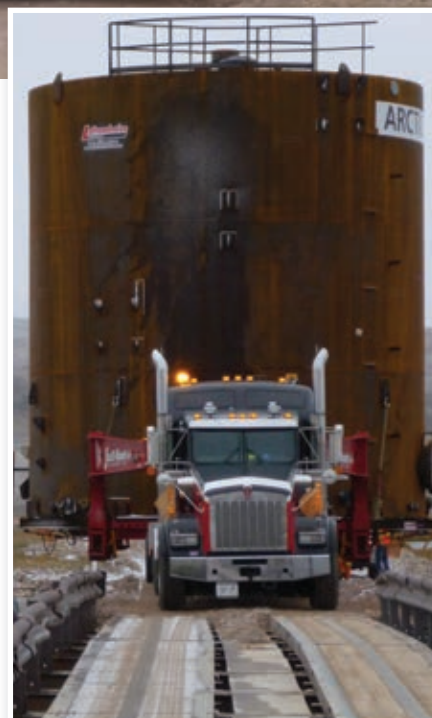
The crew flew to the island for a planning trip to ascertain the challenges. They discovered hilly terrains with some grades in excess of 18 percent, many 90 degree turns, tire-crushing roadways, sustained winds gusts of up to 50 mph and blinding snow. Plus they were tasked with assuring the pristine environmental conditions were not disturbed.

By land and by sea

Equipment chosen for the job included two tri-drive tractors, one 80-ton expandable perimeter 13-axle deck transporter, a 75-ton modular nine-axle transporter, two heavy duty pickup trucks and sea containers packed with parts, tires, tools, supplies and counterweights. The timeframe for the project was Aug. 2, 2013 to Oct. 8, 2013.

The first phase was moving the tanks from the manufacturer to the ship, which was across the street. An onboard ship crane loaded the tanks, the tractors, trailers and supplies.

The Scott-Woods team included a project manager, two heavy haul drivers and two maintenance staffers. They travelled 2,050 miles to meet the ship,



taking three planes, the last being a private plane that landed on a dirt runway.

After meeting the ship they spent the first day running the 60-mile route empty. On the second day the first load was transported. They left the beach under sunny and clear conditions but less than half way the weather took a drastic turn into a snowy blizzard. Tire chains were installed and speeds were reduced to a crawl. It took 12 hours to make the 60-mile trek, with much of the distance walked by the crew to ensure the driver had eyes at every point on the road. The remaining loads continued in pretty much the same manner. The tanks arrived on time, under budget and damage free. ■



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Reason to stay

As companies in this industry become increasingly dependent on the vision and adaptability of their core staff, leaders around the world find themselves addressing an emergent theme: What does it take to retain top talent?

All of us, at some point, have likely "lost" a quality staff member. It happens. Opportunities come along that, for one reason or another, are too good to pass up. Or so we convince ourselves that such was the case. But here's the problem. Are we truly asking ourselves why that opportunity was so much better than the one they had with us? Indeed – someone came along and gave them a reason to leave. But were we giving them enough reason to stay?

It's not personal – it's business. Ever heard that one? Well, what about *your* business? You know, the one this person was working within before they were offered something more engaging, more profitable, more fulfilling? What about the fact that you just lost a key piece to your company's puzzle – and who else among your talented ranks might now be watching with intrigue as that person boxes up their desk?

Retaining talent

Crane, rigging and specialized transport is no different than any other innovative global industry in today's competitive marketplace. As leaders, it's no longer enough to simply acquire talented folks, especially young folks, and put them to work in the hopes that their talents will realize great benefits to the overall success of our ever-changing operations. We can't expect that this investment, once acquired, is secure simply out of respect for the name on the letterhead. It's a leader's responsibility to recognize the landscape of the industry from the office suite to the job site. In just the way that our industry is evolving, so are the many other global industries that often intersect with it. Skill sets in one place could be perceived as better

served in another place. "If I can do this here, imagine what I can do *there*." The grass is, well, we know about the grass. But are we doing enough to secure our investments? We put volumes of thought, buckets of sweat and millions of dollars into equipment – to make sure it realizes its worth, and becomes a long-term asset to our company. Are we doing the same with our people?

When we lose a talented member of the team to another opportunity – no matter their position or role – we're faced with a reality check. In most instances, we have to admit a harsh truth: they're leaving for a reason that was better than the reason to stay. It's easy to gloss it over and convince ourselves that "...good people come and go. It was bound to happen. You can't take it personally – you gotta move on."

But it is a big deal. This industry, this economy, this marketplace, these times – it's all a labyrinth of interwoven efforts and outcomes, causes and effects, hopes and dreams. And the glue that keeps it all together in this prevailing landscape is people – the people we've put in place to take our companies and make them better. You never want to lose the right person for the wrong reason – and in this case, that reason would be a lack of understanding for what could keep this person around. Some statistics reveal that an estimated 25% of high-talent employees have considered leaving their jobs within the year.

Ask yourself this question: As a leader, are you doing what it takes to keep your talent where you need it most? ■

EXECUTIVE VICE PRESIDENT



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The Products Fair this year was bustling with innovative ideas and productive interaction. The Fair floor was packed with **90** exhibitor booths.

Record numbers at the Annual Conference mix education with interaction.

Mike Chalmers reports.



Success in

This year's Rigging Job of the Year winners were: Fagioli (Italy), Omega Morgan (Washington) and Barnhart Crane & Rigging (Tennessee).

In case you weren't able to attend, the 2014 SC&RA Annual Conference, April 22–26, was an unquestionable success. This year's annual get-together of owners, senior management and top executives celebrated not just the vision and durability within the crane and transport industry, but showcased the breathtaking grounds and stellar

accommodations provided by the Boca Raton Resort in Boca Raton, FL.

In addition to the professional yet relaxed environment, the Annual Conference provided some of the industry's most renowned leaders from around the world a chance to interact – from the exhibit room floor to boardroom meetings to education sessions, and even formal receptions.

Each year, this gathering strengthens the Association, as well as the industry, by providing valued members the chance to network, explore new ideas and products, establish partnerships and pursue untold avenues of opportunity. Education sessions with top-notch speakers further enhance the experience, ensuring that attendees return year after year to build on existing relationships and discover new ones. Association committees provide invaluable updates on the industry's most important safety, legislative and labor relations issues. Job of the Year recognition allows hard-working members a chance to shine during the Hauling and Rigging Job of the Year presentation. And to top it off at this year's conference, SC&RA members enjoyed the chance to participate in the golf and tennis tournaments, the 15th-annual CCO 5K Fun Run/Walk and the casino tables and dance floor at the SC&R Foundation Gala.

By the numbers

Apparently, the word is spreading. This year's Annual Conference numbers tell the tale – with a record **740** in attendance – including **78** internationals and **104** first-timers.



Hauling Job of the Year winners at this year's conference were: Berard Transport (Louisiana), Northwest Crane Service (Oklahoma) and Precision Heavy Haul, Inc. (Arizona).



moments was the actual conference. And this year's schedule was remarkable. Tuesday April 22 saw **DAY ONE** take off with the Tennis and Golf Tournaments. The First-Timers Reception gave newcomers an opportunity to meet and greet early in the evening. And the Acoustic Alchemy Guitar Reception rounded out the night for all members in relaxed style.

Wednesday saw **DAY TWO** begin with an arrangement of committee meetings from 8 a.m. to the Opening Session at 2 p.m. – where highly anticipated speaker, Doc Hendley, set the stage for three days of unforgettable presentations. Hendley's session – *Wine to Water* – detailed an endeavor that started in 2003 when he came up with the concept to bring clean water to people around the world while bartending and playing music in nightclubs around Raleigh, North Carolina. In 2007, "Wine To Water" became an official 501 (c)(3) and his dream became a reality. Hendley's work aims to help the 1.1 billion people worldwide who lack access to clean water. His presentation emphasized the importance of staying true to your values and your objectives – no matter the obstacles that will undoubtedly arise.

Jim O'Connor (Milliman) followed up Hendley at 3:15 p.m. with his well-considered and timely presentation: *Healthcare Reform: Employer "Pay or Play" Assessment & Strategies*. O'Connor skillfully navigated the tricky topic of financial and long-term impacts on our industry from shifts in healthcare. He provided insight and answers to questions like: How does healthcare reform affect your company, and what essential factors are required for employers to be compliant with the law?

DAY THREE began with an early laugh



Ron Montgomery proudly turned over the gavel to incoming President Alan Barnhart, who was enthusiastically received by the **300** in attendance at the closing night ceremony.

at the Link-Belt breakfast. Seasoned presenter, Mark Mayfield, started the morning off with humor and purpose as he discussed the critical aspects of customer loyalty and how the ABCs of human behavior will help you bring customers back. In his interactive session, Mayfield examined credibility, empathy, reliability and responsiveness, and how an appreciation for these elements can help companies consistently provide genuine, long-term customer service. Finding common ground is the key, Mayfield explained, because differences dissolve when people choose to move toward one another, instead of away.

Following Mayfield at 1p.m. was Jeff Jorge, Executive Partner with Global Development Partners. Jorge shared first-hand accounts, rare insights and proven methodologies in an effort to show SC&RA members how to accelerate their company's growth into international markets. His focused crowd took away a wealth of information and actionable tools that can be applied to future global expansion ideas and efforts.

Day Three also featured simultaneous afternoon breakout sessions. Tim Hillegonds (Thrive Creative Services LLC), D. Ann Shiffler (KHL) and

Some of the industry's top owners and executives were at their best during dozens of committee meetings – analyzing and discussing the industry's latest issues.



The Foundation Gala attracted **263** people in a show of support for the Foundation's efforts to provide industry research, education and scholarships and grants. The Golf Tournament saw an enthusiastic crowd of **140** – and who could blame them? The Boca Resort boasts one of the finest golf experiences in Florida. And the resort's tennis facility was rated one of the "**50** Greatest Tennis Resorts in the United States" by *Tennis Magazine*. As a result, the Tennis Tournament saw **21** registrants swinging away in the Florida sun. The 15th anniversary of the CCO 5K Fun Run/Walk was also well attended – with **36** runner/walkers braving the early a.m. start time and ever-present humidity. The Ladies Brunch saw an impressive crowd of **87**, and the Closing Night Awards and Recognition Reception/ Dinner was packed, with a dressed-to-impress group of **300** in attendance.

Mixed in with all these unforgettable

Jillian Williams (SC&RA) offered up a marketing presentation to a full room of folks interested in what amounted to be the name of the session: *Maximizing Your Message in the Media*. The three-person panel carefully delivered their own message highlighting the importance of knowing how to effectively market your company and work with the media/press in today's ever-evolving promotional marketplace. The presentation outlined how to effectively get your news out to the right press, navigate social media and generate business through maximizing the value of your own brand.

The second of the two breakout sessions – *Business Owner Survival Guide: What You Must Know to Assure the Successful Continuation of Your Business, Preservation of Your Assets and Protection of Your Family* – was presented by brother-team Leon B. and Terrance K. Resnick. The session focused on the area of estate, business succession and

liquidity issues for the privately held business owner so that he or she will be able to successfully pass the business to the next generation, or other successors.

DAY FOUR began early again, this time with the Trail King breakfast, and popular speaker Carey Lohrenz. As a former F-14 Tomcat Fighter Pilot in the U.S. Navy, Lohrenz knows about pressure, and her message to the crowded room stressed



Doc Hendley, reminded his overflowing audience about the importance of staying true to values and objectives. His presentation – *Wine to Water* – was an inspiring look at one man's determined mission to make a difference in the world.

the importance of staying relevant to your customers, especially during challenging economic times. She urged the audience to steadily deliver value to their customers, because in life, business and even aerial combat, complacency kills.

The Products Fair followed Lohrenz, and provided attendees the opportunity to see and interact with the industry's newest offerings in products, equipment, accessories and services. This year's fair featured **90** booths and included an Apple iPad as a giveaway grand prize.

DAY FIVE saw the 2014 Annual Conference come to an elegant end with the Closing Night Awards & Recognition Reception/Dinner. Similar to the Guitar Reception, the President's Reception and the SC&R Foundation Gala earlier in the week, this event was a perfect symbol of gratitude and acknowledgment from SC&RA to its many valued members.

The Job of the Year presentations were a key example of such recognition. In the Rigging Job of the Year category, Fagioli (Italy) took home honors in the Over \$750,000 category. Omega Morgan (Washington) captured the \$150,000 – \$750,000 award. And Barnhart Crane & Rigging (Tennessee) received the Under \$150,000 award. In the Hauling Job of the Year Category, Berard Transport (Louisiana) took home honors for the Moving Job of the Year. In the Over 150,000 pounds (net) category, Northwest Crane Service (Oklahoma) nabbed the distinction. And in the Under 150,000 pounds (net) category, Precision Heavy Haul, Inc. (Arizona) proudly accepted the award.

As a fitting end to a productive and stimulating week, outgoing SC&RA President Ron Montgomery graciously turned over the gavel to incoming President Alan Barnhart, who delivered an inspiring acceptance speech – recognizing his family and the many integral folks he has to thank at Barnhart Crane & Rigging for giving him the strength to take on this new leadership role. ■



James Lomma was the 12th recipient of SC&RA's Golden Achievement Award at the closing night ceremony – for outstanding contributions to the industry. He received a long, well-deserved standing ovation from his peers.



The SC&R Foundation Gala put the fun in fundraising yet again with a dinner/dance, including a live auction and casino tables.

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Chris Nelson and
Robert C. Moore discuss
what you should know
about DOT Drug and
Alcohol Compliance.

What tests are required and when does testing occur?

So in part one of this two-part series we answered the question "Am I Covered?" In other words - are you and/or your employees subject to the DOT drug and alcohol regulations. If you concluded the answer was yes, this article (part two) will help ensure that that you are conducting the right test(s) and that your testing program is following the guidelines set forth in the regulations.

What types of DOT tests must I conduct?

PRE-EMPLOYMENT: An employer must receive a negative drug test result before permitting a CDL driver to operate a CMV. (382.301).

POST-ACCIDENT: Drug and alcohol tests may be required after crashes according to the following chart (382.303):

WHEN IS TESTING REQUIRED

TYPE OF ACCIDENT INVOLVED	CITATION ISSUED TO THE CMV DRIVER	TEST MUST BE PERFORMED BY EMPLOYER
■ Human Fatality	Yes	Yes
	No	Yes
■ Bodily Injury With Immediate Medical Treatment Away From the Scene	Yes	Yes
	No	No
■ Disabling Damage to Any Motor Vehicle Requiring Tow Away	Yes	Yes
	No	No

RANDOM: CDL drivers must be randomly tested throughout the year (382.305); an employer who employs only himself/herself as a driver, who is not leased to a motor carrier, shall implement a random testing program of two or more covered employees in the random testing selection pool as a member of a consortium (see 382.305 interpretation 11).

Establishing Random Testing Rates

The DOT Agency that regulates a specific transportation industry sets the random testing rate. The Administrator of each DOT Agency is authorized to either increase or decrease the random drug and alcohol testing rates. To establish an appropriate rate, Administrators use information reported from the drug and alcohol Management Information System (MIS) form required by 49 CFR Part 40 and other indicators. The rates are always effective starting January 1 of the calendar year. To check for the current rate, visit ODAPC's website at: <http://www.dot.gov/ost/dapc/rates.html>.

2014 DOT Random Testing Rates

The following chart outlines the annual minimum drug and alcohol random

testing rates established by DOT for 2014.

The random rates are annual minimum requirements. The DOT Agency requires a drug testing rate of 50 percent and an alcohol testing rate of 10 percent. An employer with 100 safety-sensitive employees would have to ensure that 50 or more random drug tests and 10 or more random alcohol tests were conducted during the calendar year.

How are employees notified to report for a random test?

Every employee should be discreetly notified according to your company's policy, but random testing must also be conducted in strict confidence with a limited number of people having knowledge of the selection list.

Why? Because it helps maintain the element of surprise.

BEST PRACTICES: Every employer should have procedures in place to ensure that each employee receives no advanced notice of selection. But, be sure to allow sufficient time for supervisors to schedule for the administration of the test and to ensure that collection sites are available for testing.

REASONABLE SUSPICION/REASONABLE CAUSE: Drivers who appear to be under

THE AUTHORS:



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Robert C. Moore is Transportation Program Manager, NBIS Construction & Transport Insurance Services.

NOTE: This is the final article in a two-part series on DOT Drug and Alcohol Compliance. The first article was published in the May issue of ACT.

DOT AGENCY	2014 RANDOM DRUG TESTING RATE	2014 RANDOM ALCOHOL TESTING RATE
Federal Motor Carrier Safety Administration (FMCSA)	50 percent	10 percent



the influence of drugs or alcohol can be immediately tested (382.307). Employers must train CDL driver supervisors to detect the symptoms of driver impairment (382.603).

RETURN-TO-DUTY: Required for drivers who tested positive, refused, or otherwise violated the prohibitions of 49 CFR Part 382 Subpart B; and who have completed the return-to-duty process with a DOT-qualified substance abuse professional. This test is directly observed, and a negative result is required before resuming driving duties (382.309 and 40.305).

FOLLOW-UP: Required for drivers who tested positive, refused, or otherwise violated the prohibitions of 49 CFR Part 382 Subpart B; and who have completed the return-to-duty process with a DOT-qualified substance abuse professional, and have tested negative for a return-to-duty test. This testing is prescribed by the substance abuse professional for a minimum of 6 directly observed tests in 12 months, but can be extended an additional four years (382.311 and 40.307).

What must I do when an employee tests positive,

or refuses a test, or has some other violation of the DOT drug and alcohol regulations?

You must immediately remove the employee from safety-sensitive functions and give the employee a list of qualified Substance Abuse Professionals (SAPs). This list must have SAPs who are suitable to you and readily available to the employee. Instead of a list of SAPs, you may provide the name and phone number of a SAP network that will offer qualified SAPs to the employee when they contact the employee or the employee calls them.

- Double-check to make sure your SAP meets all the DOT's Part 40 qualification requirements. These include checking for credentials, training, and examination.
- NOTE: When an applicant fails or refuses a pre-employment DOT test, you cannot let the applicant perform safety-sensitive duties for you, and you must provide a SAP listing to the applicant.
- You cannot charge an applicant or an employee for the SAP list, and you may have your TPA or another service agent provide the list.

Can I fire an employee who tests positive/refuses a test?

That's a company decision, subject to your policies and applicable legal or collective bargaining requirements. DOT regulations don't decide this for you. The same goes for other personnel decisions – like other disciplinary action, hiring, suspensions, or leaves of absence. What the DOT regulations require is that *no one who violates a drug and alcohol rule can perform safety-sensitive functions again until successfully completing the SAP return-to-duty process.*

Be sure that your insurance carrier is your partner in interpreting the regulations. The NBIS Risk Management team of experts regularly supports insureds' on this and other types of risk management programs *before* an event can occur resulting in a claim, injury or financial impact to the company. ■

For additional information on Controlled Substance and Alcohol Compliance and/or the NBIS Risk Management Support System please call: 770.257.1787, or email: Transportation@NBIS.com

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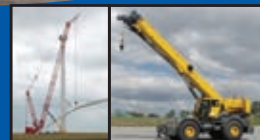
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MOBILE TECHNOLOGY: WHY YOUR BUSINESS NEEDS TO EMBRACE IT

As smartphone and tablet use continues to grow in the workforce, it is more important than ever for businesses to learn the benefits of mobile technology. Think the crane and rigging industry doesn't need it? Think again. Join Jeff Curran, President of Fleet Cost & Care and Chief Financial Officer of JJ Curran Crane Company, to learn how the latest mobile technology integrated with your fleet management software can improve the way your business gets work done. He will offer insights on how today's remote devices can positively impact: safety and certification, liability, risk management, equipment and accessory tracking, repairs and maintenance, security concerns, fuel and travel costs, payroll and labor hours and much more.



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JULY 16
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TECHNOLOGY: BOOM OR BUST FOR SPECIALIZED TRANSPORTATION

Managing risk is a year-round process with insurance playing a key role, but it's just the beginning. With emerging technologies like Electronic Logging Devices (ELD's), in-cab cameras and GPS, where is the specialized transportation industry headed? Real risk management is about addressing the unpredictable, which includes managing your company's total cost of risk and aligning your culture around performance data. The availability, analysis and utilization of data from technology is changing the profession, equipment and operational landscape for carriers. During this webinar, Mr. Nelson and Mr. Moore will provide you with a better understanding of how business models are changing as a result of this new technology, with a focus on the technology and the legal implications new technology and data can play in certain scenarios.



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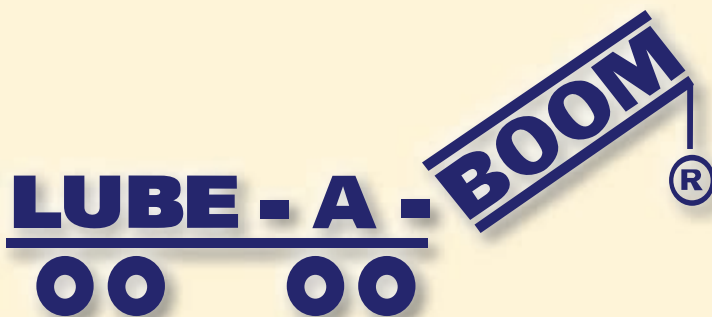


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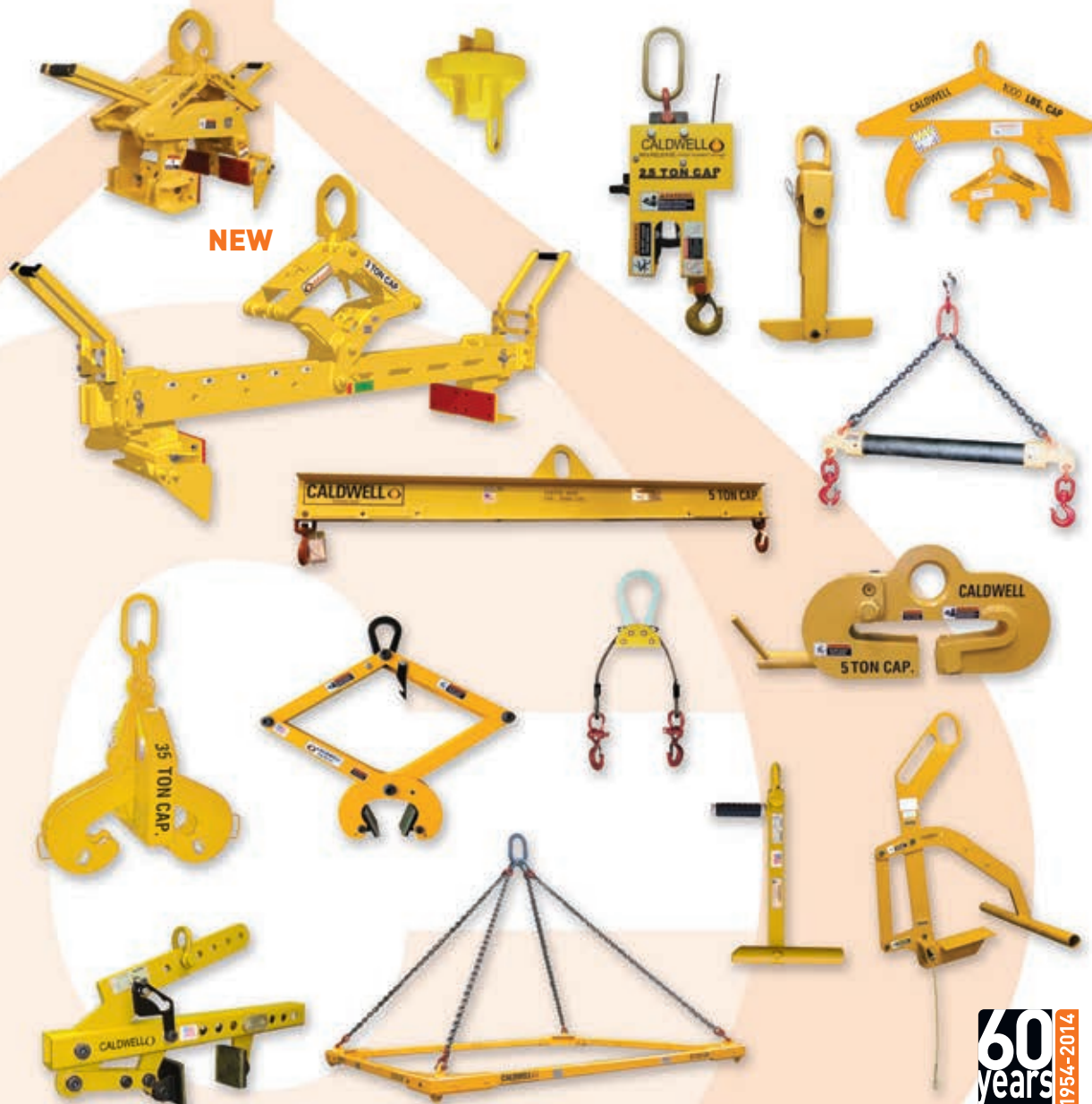
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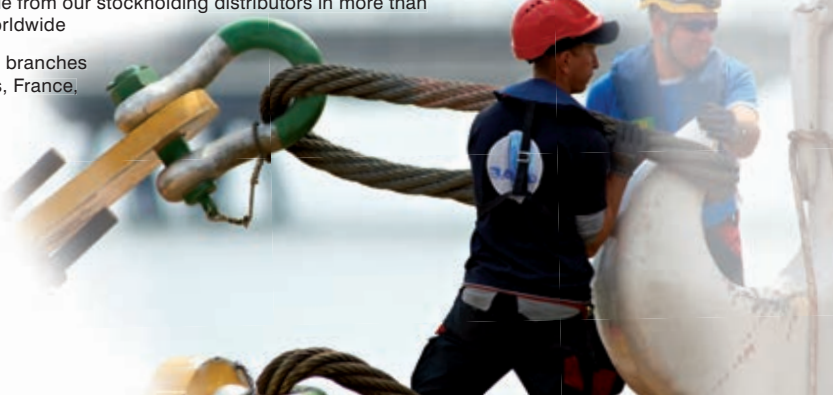


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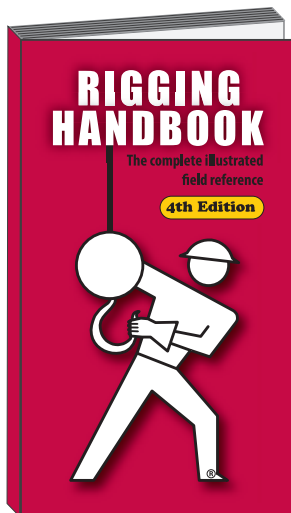
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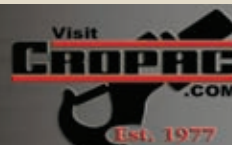
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Cummins, Self Erection, Luffer & Third Drum Prepped 220' # 82 Main Boom, 40' # 134 Jib, Block, Ball, One Owner Machine, House Repainted, FOB Florida, Several units available through out the United States

Manitowoc 888 Series 2 1999

230 Ton Crawler Crane, Cummins, Self Erection & Luffer Prepped 220' # 22 Main Boom, 40' # 134 Jib, Block, Ball, A/C Cab, Certified, One Owner Machine, Repainted 2011, FOB Cleveland Ohio

Manitowoc 777 Series 2 2001

Self Erection Luffer & Third Drum Prepped, Free Fall On Both Drums, 180' # 78 Main Boom, Block, Ball, FOB Cleveland Ohio

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150 Ton Crawler crane, 180' Main Boom, Block, Ball, Self Erection Option, Cummins QSC 8.3 L Engine, Serviced & ready to go. Certified, FOB Cleveland Ohio, Several Units available through out the United States

Manitowoc 10000 NEW 2011

100 Ton, Hino Tier 3 Engine, Self Erection, Third Drum, & Luffer Prepped, 190' Main Boom, 60' Jib, Block, Ball, A/C Cab, FOB Cleveland Ohio

Manitowoc 10000 2005

100 Ton Crawler Crane, Mitsubishi Engine, 180' Main Boom, 60' Jib, Block, Ball, Swing and Travel Alarm, A/C Cab, Free Fall On Both Drums, Retractable Side Frames, Cleveland Ohio

Manitowoc 8000 2007

80 Ton Crawler, Self Erection, Third Drum Prepped, 160' Main Boom, 30' Jib, Upper Boom Point, Block, Ball, A/C Cab, Mitsubishi Engine, 7250 Hours, FOB Cleveland Ohio

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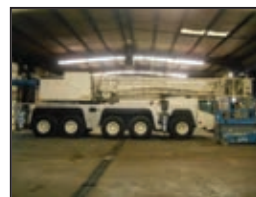
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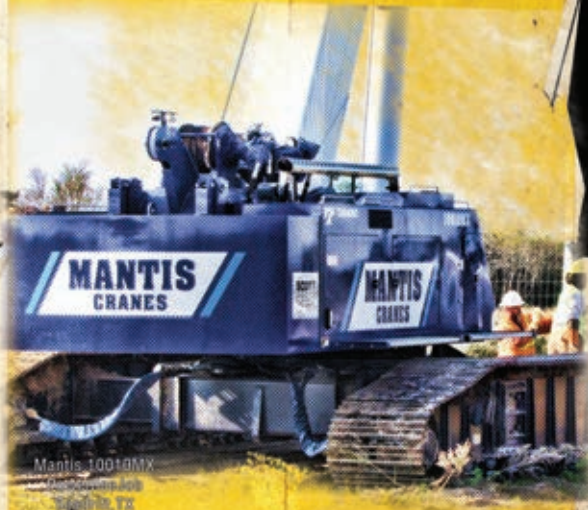
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■ Cummings Inc. announced that **Jeff Jones**, vice president of North American engine business and marketing communications, will retire from the company at the end of June. Jones began his career as an application engineer at GM before joining Cummins in 1997. **Amy Boerger** and **Lori Thompson** will take over for Jones. Boerger joined Cummins in 1984, holding a number of titles, most recently general manager of field sales and support. She'll take charge of the leadership of the North American engine business, while Thompson, who began her career with Cummins in 1979, will become vice president of engine business marketing.

■ Florida Crane Owners Council awarded three service awards during their April membership meeting in Boca Raton, which was held in conjunction with the SC&RA Annual Conference. The three former executive board committee members receiving the awards were **Janet Conner**, vice president, DC Crane Service; **John Dewhurst**, general manager, Hunter Crane and Merchant Transport & Rigging; and **Martha Kirby**, vice president, Crane Rental Corporation.

■ **Ken Mulryan** of Dawes Rigging & Crane Rental was named Engineer of the Year by the International Union of Operating Engineers, Local 139, District D. Mulryan joined Local 139 in 1986 as a crane operator and has become known for his mentoring activities.

■ **SC&RA's 2014 Membership Directory** is now available. Free copies were mailed to members in May. To purchase additional copies please visit www.scranet.org.

Barnhart to be keynote speaker at WC&TS

Alan Barnhart, president, Barnhart Crane & Rigging, will be the keynote speaker at the World Crane & Transport Summit in Miami, Nov. 12-13.

Barnhart, who is also president of the Specialized Carriers and Rigging Association, will talk about his career leading one of the largest and fastest growing crane and lifting companies in North America.

More than a dozen other speakers have also been confirmed for the conference, including:

- **Edoardo Ascione** (president/CEO - Americas, Fagioli)
- **Ted Redmond** (CEO, NCSG Crane Rental & Heavy Haul Services)
- **Scott Bragg** (vice president, Bragg Companies)
- **David Rodrigues** (CEO, Makro Engenharia)
- **Bill Stramer** (vice president, marketing, sales and customer support, Link-Belt)
- **Keith Anderson** (chief rigging engineer, Bechtel)
- **Joseph Collins** (heavy lift manager, Becht Engineering)
- **Rodney Rather** (vice president, ALE)

The full provisional line-up and the online booking page can be found on the conference website:

www.khl.com/wcts

The conference, which takes place at the Biltmore Hotel, starts the afternoon of Wednesday, Nov. 12 and concludes on the evening of Thursday, Nov. 13 with a gala dinner.

Topics covered will include a roundtable session on lifting and transport in the oil and gas and energy markets; new research into the impact of energy investments in the construction equipment sector; operator training and safety; and project reports,



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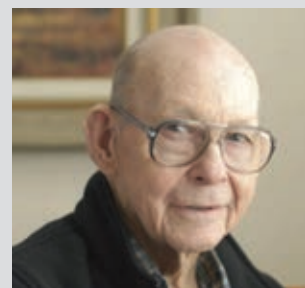
Boom truck pioneer Ray Pitman dies

Raymond Floyd Pitman, Sr., 89, who is known for developing the cherry picker crane, boom trucks and other equipment, passed away on May 7, 2014. Born in Webb City, MO, Pitman spent most of his childhood in St. Joseph, MO. After high school he worked in the Kansas wheat fields before being drafted into the U.S. Army. He proudly served in World War II in the South Pacific Theater with the 873rd Engineer Aviation Battalion. In the Army he learned about hydraulics, which led to his life-long passion for designing and manufacturing construction and utility equipment.

After the Army, he founded Pitman Construction, which specialized in underground utility work. As the company grew, he started designing and building equipment. He and his team at Pitman Manufacturing designed the cherry picker crane, boom trucks, fire trucks and utility trucks. Pitman had several patents, and he started several companies, including RO Corporation and Pioneer Engineering. In 1993, on the 100th anniversary of the Equipment Manufacturers Institute, Pitman was honored as one of the 100 most significant contributors to the mechanization of the construction and agriculture industries.

"The industry has lost a true pioneer and innovator who embodied why we call his the Greatest Generation," said Ron DeFeo, CEO of Terex Corporation. "Ray's legacy will live on in the equipment he designed and built."

Pitman married Betty Jean Bodwell shortly after his return from WWII; they were married for over 60 years. He is survived by his wife Susannah, six children, 14 grandchildren and several great grandchildren.

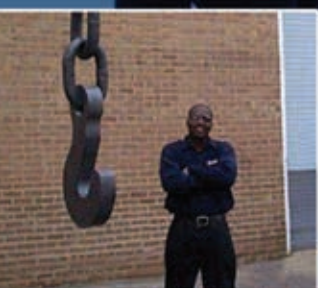




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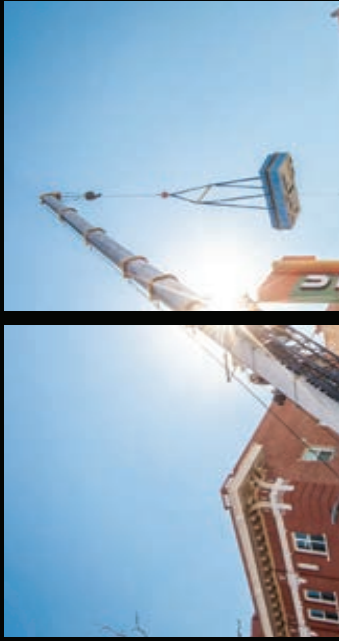
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