

PORTAL CRANE SYSTEMS UPDATE

SPRING 2010



PORTAL CRANE SUPPORT TEAM

**24 HOUR LINE:
800-633-1136**

P. (205) 951-6777

F. (205) 956-0201

1894 Woodlands Ind. Drive
Trussville, AL 35173

Freddie Duncan x.1503

Manager-Portal/Port

Keith Gravelle x.1504

Service Manager - Repairs,
Service or Breakdowns

Rhonda Shiflett x.1507

Rebuild / Parts Manager

Angela Ford x.1501

Parts Coordinator

Ken Aldrich x.1509

Safety Mgr

Tom Jetter x.1505

Inspection Mgr

Please have the serial number/location of crane/part number/contact name, phone, fax and address available when you call

Dana Bowen - NW Region

Product Support Sales Manager

C: (253) 820-6021

dana.bowen@konecranes.com

Réal Soucy

Product Support Sales Manager

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Portal Crane Mods Mgr.

Modernizations, Special Projects,

C. (414) 573-8062

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gotto@morriscranes.com

Morris Material Handling

1894 Woodlands Industrial Dr.
Trussville, AL 35173

Toll free 800-633-1136

Fax 205-956-0201

**MORE PORTAL
INFORMATION**

www.portalcranes.com

2010 USER MEETING - AUGUST 25-27, 2010

Improving Uptime and Performance

After a tough 2009 for the forest products industry, including cancellation of many activities including our User Meeting, we are rebounding with a commitment to make the 2010 P&H Portal Crane User Meeting the best and biggest ever. This is the 19th user meeting that we are sponsoring, and the primary focus will be on improving uptime and performance.

The Portal Crane User Meetings actually were started in 1990 at the request of our biggest single user, International Paper Co. who owned 15 of the 53 P&H/Heede cranes in existence at that time. In 1988, IPCO held a log crane conference in Shreveport, LA and the results were so positive that they asked us to sponsor an annual user meeting and also publish an industry newsletter to share information and openly communicate with all of the log crane users. That was the

start of the Portal Crane UPDATE Newsletter, and this is the 44th edition of the UPDATE.

There are many very good reasons to attend a user meeting. Here are just a few:

- Learn about the latest crane safety issues
- Get the latest training info
- Meet the portal service personnel
- Learn about crane runways
- Meet people who do what you do
- Learn about the latest technology
- Learn how modernization can save cost
- Talk to the grapple experts at Mack
- Learn troubleshooting techniques
- See various log stacking methods and procedures
- Meet the portal parts personnel
- Share your problems and solutions with others
- Learn how ergonomic cab designs increase productivity

[continued on page 6... UPTIME]

YOU'RE INVITED - 2010 PORTAL CRANE USER'S MEETING

You are cordially invited to the PORTAL CRANE USER MEETING at the Hyatt Hotel in Greenville, SC, August 25-27, 2010. Centrally located near our customer base, it's within driving distance for many of you. This resort offers some of the best accommodations for business conventions anywhere in the south. Greenville has many restaurants, shopping opportunities and other attractions within walking distance of the Hyatt. It's an ideal location for customers and spouses alike. Those flying have the Greenville airport as an option and free shuttle transportation will be provided with advance notice.

As everyone knows, we suspended this event in 2009 due to the poor economic condition of our industry. While many of you still struggle, we believe it is important that we show our gratitude for your continued support and we will do everything we can to keep your total investment cost to a minimum for this event. With time away from your responsibilities, transportation and lodging the only out of pocket expense to your mill, we believe the investment received from the presentations along with the opportunity to share crane experiences with peers is a value not possible in any other setting. Our two day seminar will again be focused on upgrades for your equipment, product support and improving up time and performance with planned repairs. We will concentrate on those topics you have

[continued on page 2... INVITE]

FROM THE EDITOR

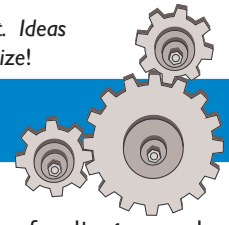
Dear Portal Crane Customer:

This issue of Portal Crane Systems UPDATE represents another step in the P&H commitment to serve our customers.

We hope this sharing of knowledge and experience will help you in your efforts to manage your yard efficiently.

Sincerely,

Gary Otto, Product Manager • Cell 414.573.8062
Portal Crane Products and Services



MAINTENANCE TIPS

Electrical Disconnect for Portal Cranes

We have been advised that some of our customers routinely use the main mill disconnect to shut down the crane. The only time that the high voltage (2300 or 4160V) feed via the mill main supply breaker & switchgear should be “thrown” is when critical work is being done on the crane such as:

- a) When working on or inspecting the HV slip rings and/or the HV Transformer
- b) Work being carried out in the trailing cable and reeling area, where the cable may be damaged by tools, appliances & metal objects, whilst this work is being carried out.

Reasons for this are:

- 1) The motors, cable reel slip ring assembly, and electrical control panels are all supplied with heaters for the purpose of preventing condensation.
- 2) At the moment of re-energizing the crane by throwing in the HV breaker, there is an inrush of current which results in a sudden force being applied to the cable conductors and transformer coils from their latent state. In normal operation, the cable insulation would be warm from the existing currents and the potential movement of the conductors can easily be absorbed, but a sudden surge produced by the inrush from the de-energized state over time can be harmful.
- 3) Sudden application of the High Voltage stresses the insulation of the HV cable & transformer windings. It can also result in spikes which can cause insulation failures

4) For cranes with Variable Frequency Drives, the sudden inrush of voltage can be detrimental to the drive electronics.

5) In the case of the cranes with Static Stepless drives, the hoist & gantry motions are fitted with a Magnetorque® which is constantly energized during rest at a value approx one third of its full excitation. This applies a braking effect and in the case of a hoist brake failure, would prevent the grapple from free falling by keeping the speed controlled as it comes down.

The same would apply for the gantry Magnetorques, which would provide some retardation torque in the case of a runaway caused by extreme wind conditions.

6) If heaters or air conditioners do not remain in operation during an outage, damage to control components could occur from extreme temperature ranges (hot and cold), and when re-energized, could result in immediate failures if critical components are not brought back to normal temperature. Control capacitors can freeze and VFD control micro-processor boards can cook in high heat.

So keep your crane energized and use the magnetic disconnect onboard the crane (start-stop buttons in the cab) for routine on/off operation. This means of turning off the crane leaves the critical systems powered up including the low voltage control and utility circuits.

Frank Kemp

continued from page 1 ... INVITE identified as important along with rebuild opportunities to offset new parts cost, continuing inspection upgrades for OSHA compliance, rail maintenance and many others. As usual, our attendees will include the entire Birmingham Portal Service Group, Gary Otto, MMH engineers, Frank Kemp, Mack Grapple, and many other vendors dedicated to your service requirements. A “first run” agenda will be mailed to you and your mill in the next couple of weeks with revisions as they are confirmed. Once you receive your agenda, please contact us if you have any special topics you would like addressed.

As a further incentive to participate, we are planning a special raffle for those “EARLY” registrars that could provide your mill with a discount on parts, free inspections, a free brake rebuild and other services we provide. More details of this will be provided in the next month or so but

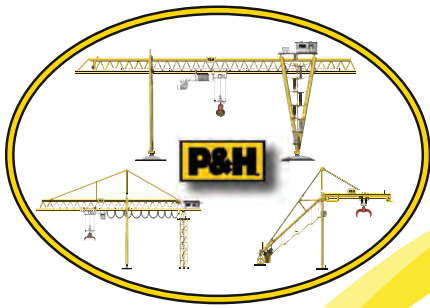
only those early registrars will be included so book now!

To reserve your room, please contact the Hyatt, via email or telephone, (see below). We also hope you will log on to the links provided to see the accommodations and Greenville. We anticipate many of you to attend this year so please call early. Remember this is YOUR User Meeting so please make arrangements to join us!!!!

Contact: Hyatt Greenville 864-235-1234
https://resweb.passkey.com/Resweb.do?mode=welcoming_ei_new&eventID=2532034

<http://www.greenvillecvb.com/>
http://www.webcollateral.com/hyatt/Greenville/hr_greenville.html
<http://www.greenvillesc.gov/>

P&H Portal Crane Website www.portalcranes.com for additional information, and watch for information in future edi-



2010 USER MEETING

The Portal Service Group Invites You To Attend Our Annual User Meeting August 25 – 27, 2010 At The Beautiful Hyatt Regency In Greenville, South Carolina

MEETING AGENDA

Tuesday, August 24: Early Arrival Group Event TBA

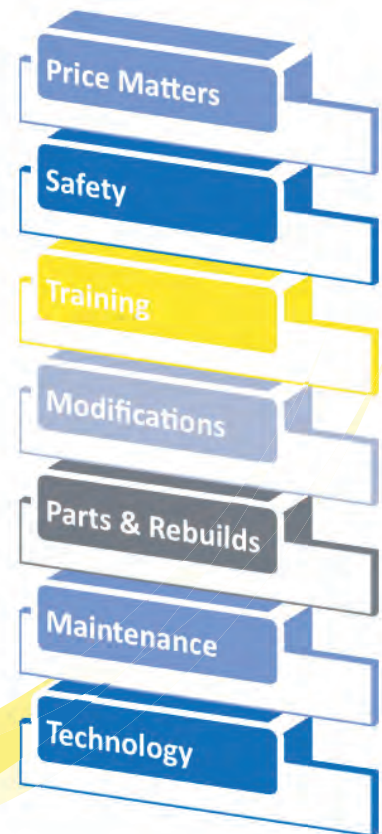
Wednesday, August 25: Early Arrival Group Event TBA
6 PM Registration And Meet & Greet
Cocktails & Hors D'oeuvres Provided

Thursday, August 26: 8 AM – 4:30 PM Meeting
(Breakfast & Lunch Provided)
6 PM – Group Dinner

Friday, August 27: 8 AM – 11:30 AM Meeting
(Breakfast Provided)
Afternoon Group Event TBA

Registration Deadline: July 23, 2010

Early Registrations By June 18th Will Be Entered Into Prize Drawings (More Information To Follow)



HOTEL INFORMATION

Hyatt Regency
220 North Main Street
Greenville, SC 29601

Shuttle Available To & From Airport

Reservations Toll Free: 888.421.1442
Direct To Hotel: 864.235.1234

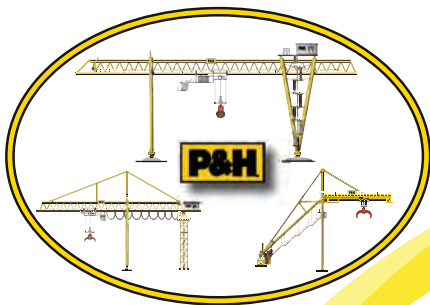
Rate: \$85 Per Night / Single + Tax
\$95 Per Night / Double + Tax

Online Reservations Can Be Made By Copying The Link Below & Pasting To Your Browser:
https://resweb.passkey.com/Resweb.do?mode=welcome_ei_new&eventID=2532034



Complete Registration Form & Return To:
Facsimile: 205.956.0201 OR
rshiflett@morriscranes.com

For Questions, Please Call Our Office at 800.633.1136



2010 USER MEETING

REGISTRATION FORM

User Meeting August 25 – 27, 2010
Hyatt Regency In Greenville, South Carolina

Please Complete This Form And Return To The Portal Service Group Office No Later Than July 23, 2010. If We Receive Your Registration Prior To June 18, 2010, Your Name Will Be Entered Into A Drawing For Some FANTASTIC Prizes!

ATTENDEE NAME:		REGISTRATION DATE:	
TITLE:		ARRIVAL DATE:	
COMPANY:		ARRIVAL TIME:	
ADDRESS:		DRIVING OR FLYING:	
CITY, STATE, ZIP:		DEPARTURE DATE:	
OFFICE NUMBER:		DEPARTURE TIME:	
CELL NUMBER:		ARE YOU BRINGING YOUR SPOUSE?	
EMAIL ADDRESS:		SPOUSE'S NAME:	
DID YOU ATTEND 2008 MEETING?		T-SHIRT / JACKET SIZE:	
SPECIFIC TOPIC(S) YOU WOULD LIKE DISCUSSED AT MEETING?			
WHO ELSE FROM YOUR MILL IS ATTENDING?			

DON'T FORGET TO MAKE YOUR HOTEL RESERVATIONS

Call The Hyatt Regency at 888-421-1442 or Online Reservations Can Be Made By Copying The Link Below & Pasting To Your Browser:

https://resweb.passkey.com/Resweb.do?mode=welcome_ei_new&eventID=2532034



Complete Registration Form & Return To:

Facsimile: 205.956.0201 OR

rshiflett@morriscranes.com

For Questions, Please Call Our Office at 800.633.1136

ALL ABOUT REBUILDS

We hear you loud and clear! **PRICE MATTERS!**

SIZE	REBUILD PRICE	NEW PRICE	RELINED SHOE P/N	RELINED PRICE	NEW PRICE
5"	\$2,500	\$4,371	915F84-7R	\$136	\$626
8"	\$2,900	\$5,042	915F84-4R	\$153	\$738
10"	\$3,696	\$6,045	915F84-2R	\$202	\$777
13"	\$5,265	\$9,468	915F84-1R	\$226	\$989
16"	\$6,439	\$10,616	915F84-3R	\$312	\$1,660
19"	\$8,791	\$17,876	915F84-5R	\$526	\$2,481
23"	\$11,259	\$22,294	915F84-6R	\$723	\$3,159
30"	\$TBD	\$TBD	915F84-8R	\$951	\$3,245

That's why we haven't raised our Brake Rebuild and Shoe Reline prices in 3 years.

Who better to rebuild your P&H brake assemblies than the OEM? Brake assemblies are torn down to the base and all old bearings and bushings are removed. All parts are

sandblasted and checked for wear and/or cracks. Any parts that are damaged are replaced with new. Bases are checked for wear at the bearing surfaces and pivot points and any wear in the bearing housings are brushed and re-machined. Brakes are re-assembled with new bolts and keeper hardware. All adjustments are set back to factory specifications. Both our brake assembly rebuilds & brake shoe relines come with the same warranty as brand new!



You don't have to worry about price OR delivery time for brake rebuild and shoe relines. We keep rebuilt brakes and relined shoes on our shelves ready to go. All you have to do is send us your old one(s).

Also, don't forget to register and attend our **Annual Portal Crane User Meeting, August 25-27, 2010** in Greenville, South Carolina. One of the topics we are going to cover is STORM BRAKES 101! You don't want to miss it! And if that's not enough to entice you to attend, maybe this will: **ALL REBUILD CUSTOMERS WHO REGISTER BY JUNE 18TH WILL BE ENTERED INTO A DRAWING FOR A FREE BRAKE REBUILD!** (To qualify for drawing you must have participated in the Rebuild Incentive Program during the 2010 calendar year).

For any rebuild inquiries, simply call Rhonda Shiflett at 800-633-1136, extension 1507. Quality isn't expensive, it's priceless!

Rhonda Shiflett
Rebuild / Parts Manager

Crane for sale or relocation?:

The market is constantly changing and companies are adapting to the current market conditions. In the last few years, a few customers made business decisions to buy chips instead of making their own, and therefore end-up with a woodyard crane for sale.

Most of the time, P&H is the first line of contact and is well positioned in helping to find a new home for those cranes.

Over the years P&H helped many customers with their crane relocations: P&H has been involved in crane take-down, up-grade while the crane on the ground, erection, commissioning and start-up.

If you are looking for a used crane or ready to sell yours, then with no obligation, give us a confidential call and we will review our list of potential buyers and be ready to discuss any of your needs.

If you want to sell your crane or interested in buying a used crane, please give us a call and we'll be happy to help!

Réal Soucy 678-665-5225

REPAIR UPDATE - Crane Pins

Crane pins should be monitored for wear and tear on a regular basis to minimize stress on pins and the entire crane structure. Our routine service inspections will keep track of pin wear and tear. Pins are VITAL connections on the crane and excessive movement in these pins induces impact loads into the crane structure, greatly reducing the working life of the crane. Movement in only a few pins can prematurely wear many other pins on the crane.

We have been restoring new life to truck, equalizer, leg end connections and link pins for the last 20 years. Our engineers develop procedures on how to repair any pin connection safely and with the shortest downtime possible.

We work on all kinds and brands of cranes.....NO PROBLEM! On non-P&H cranes we will usually require a P&H experienced engineer/crane designer to help determine the correct parts and procedures. Working with the original equipment manufacturer has proven to offer real peace of mind for our customers.

We have nine (9) dedicated and experienced woodyard crane service technicians that are ready to help you. No job is too big or too small and we are experienced on all brands. We welcome P&H and non-P&H crane owners alike.

Réal Soucy 678-665-5225

REPAIR UPDATE - Runway Rail

P&H is the woodyard crane market leader and offers all kinds of services such as: OSHA quarterly service and annual structural inspections, break-down, service repairs, rebuilds, spare parts and so much more. Many customers are not aware that P&H also offers trolley and gantry rail replacement, gantry rail re-surfacing and Thermit welded rail connections.

P&H has the expertise and experience for repairing ballast & sub-ballast, improving ground drainage and has been involved for years with sole plate replacements and grout repair. P&H also offers pilings for under the gantry rail concrete foundation.

We have pictures showing the step by step repairs available for your review and are ready to help with any outstanding issues that you may have.

We would be pleased to meet with you and to discuss your next rail repair project.

Réal Soucy 678-665-5225

GOT A SPARE?

PORTAL CUSTOMERS NEVER CEASE TO AMAZE ME.....For those who may not know me, my name is Angela Ford and I have been the portal parts coordinator for almost two years. For those of you who do know me, I appreciate your patience as I continue to learn more and more each day about your cranes. I know playing "stump the parts girl" is entertaining to some....I actually don't mind because it gives me the opportunity to further understand each of your mills individual needs.

I have a very interesting story that I would like to share with each of you..... Approximately two months ago, I personally witnessed an act of kindness this business is famous for and it was something I will never forget. I just happened to be the on call person the weekend this happened. (FYI - we are always available for your every need 24/7/365). While suffering



from one of the worst cold/sinus infections of my life, I received an emergency breakdown call on Saturday. My customer needed a wheel and a bearing and needed it NOW. I started researching the wheel and discovered this customer is the ONLY customer who uses this specialty made wheel. A call to one of my very helpful and knowledgeable sales managers led me to research a wheel that although was not exactly the same, was functionally similar. With more research, I found several customers who had recently purchased this similar wheel. A call to one of these long standing customer contacts (this person was not on duty that week end) led to an immediate response. We could borrow his wheel to send to my other customer that was down. My extremely dependable hot shot service was able to pick up the wheel within two hours from one mill and drive three states away to the other mill. The parts were delivered in a timely manner so the customer was able to get his crane up and running.



The two mills involved are not affiliated with each other in any way; but yet, were willing to help one another. In these difficult times with the condition of the economy and the unemployment rates you would think most people would have the mindset of "every man for himself". But on this day, I witnessed the most unselfish act. This just confirms that the people I am fortunate enough to work with everyday are still willing to help a neighbor without gaining anything in return.

As stressful as each of these customers' weekends were, both called and checked on ME the following Monday to see if I was feeling better. Talk about two very special people who continue to amaze me....

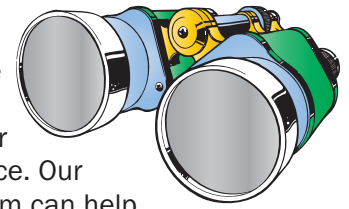
A very special thank you to Gary Otto and Seko Hot Shot Service for your assistance in helping our customer get back up and running!

Don't forget, our Annual Portal Crane User Meeting is August 25-27, 2010 in Greenville, South Carolina. I hope you can join us. For those parts customers who register early (by June 18th), your name will be entered into a drawing to receive a Free Parts & Operations Manual and a certificate awarding your mill a parts discount for 1 Quarter.

For all of your portal parts needs, please call Angela 800-633-1136, Ext. 1501

INSPECTION INSIGHTS

With times being tight and the uncertainty of the economy let us help you with your crane maintenance. Our inspection program can help you be aware of issues and help control your maintenance budgets. Our comprehensive quarterly inspection program is an easy way to track wear items and problem areas on your crane. Call us for a competitive proposal to inspect your cranes and keep you in compliance with OSHA.



Tom Jetter
Inspection Manager Portal

REBUILD SERVICES

- Electrical Motors (All Sizes)
- Controllers & Transmitters
- Electrical Drives
- Brake Assemblies (All Sizes)
- Brake Shoes (All Sizes)
- Reactor Assemblies
- Magnetorque Eddy Current Brakes
- Gearbox Assemblies
- Hoist Drum Assemblies
- Trolley Assemblies
- Bottom Blocks (All Sizes)
- Limit Switches
- Slip Ring Assemblies
- Equalizer Assemblies
- Drive & Idler Truck Assemblies
- Electrical Modules
- Brake Control Boards

**WARRANTY • OEM SPECS •
SAVINGS • QUALITY •
QUICK TURN-A-ROUND**

continued from page 1 ... UPTIME

- Get lots of maintenance tips and ideas
 - Ask lots of questions/get good answers
- Those who have attended previous meetings either come back or send other mill personnel the next year. The meetings are attended by woodyard management, maintenance, planning, production, safety, and operator personnel. P&H has service, parts, sales and management personnel present to make your time invested worthwhile.

Make the commitment now to attend and participate in this worthwhile event.

Gary Otto

MANAGER'S MINUTE

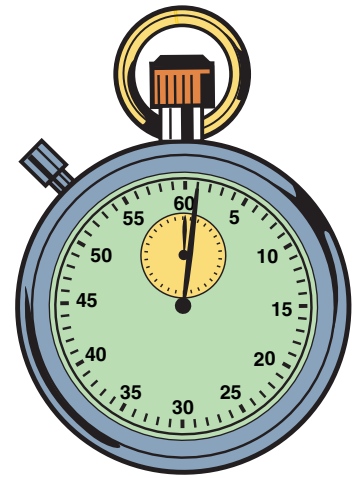
Congratulations to each of our customers for surviving 2009. We understand how difficult it has been in our industry this past year and while 2010 should be better, we fully understand that it is still a struggle for many of you. Morris Material Handling (P&H) remains dedicated to providing our customers with "A quality job at a fair price". We continue to:

- Hold 2009 pricing for all service inspections
- Maintain pricing for most of the projects that were quoted in 2009
- Expand rebuild center opportunities
- Grow our Motor and Brake exchange program to reduce down time
- Add experienced service technicians in areas that will result in less travel costs and faster response time
- Make every effort to work within our customer's budget and time table for each project
- Utilize the P&H Engineering resources to create solutions that are safe, cost efficient and effective
- Continue with our current hourly rate structure through 2010 and beyond, if needed

Should you, our customers, have other ideas that will make your job easier; please contact us in Birmingham so we can be a better service provider. We, the Birmingham Portal Service Group, are dedicated to providing each of you with the most comprehensive total crane service on the market today. We will continue to evaluate our performance and ask that you continue to allow us the opportunity to be your Portal Crane "One Stop Shopping" resource.

I would also take this opportunity to invite each of you to your 2010 Portal Crane User Meeting to be held August 25 - 27 in Greenville, SC. More details are outlined in this newsletter but please join us. We look forward to seeing each of you.

Keith Gravelle
Service Manager



PACIFIC NORTHWEST TERRITORY UPDATE



We would like to introduce our newest member to the Portal Team, Dana Bowen. He was born and raised in the Pacific Northwest Territory which includes; Montana, Idaho, Washington, Oregon, California, and Western Canada. Dana has been in the Material Handling Industry for 13yrs, 2 of

which were in the Crane Industry. The Portal Group is excited to have a new local presence in the region and is now taking a more proactive approach to better serving every customer in the Pacific Northwest.

Please give Dana a call for any portal crane product support need that you may have and keep an eye out for Dana as he makes the rounds and personally introduces himself to all of our valued customers in the region. Remember that we service and support all brands and types of log handling cranes. Give Dana a chance to show you how he can help you achieve higher uptime and productivity.

Dana Bowen Product Support Sales Manager
Northwest Region
Cell: 253-820-6021
E-mail: dana.bowen@konecranes.com

SAFETY ... It's everybody's concern

Let P&H help you with your safety concerns on your wood yard crane. We have introduced a cost effect emergency egress system for your operators. Let's hope that it is never needed, but let's be prepared. This system is designed for quick egress from the operator's platform on your crane. The kit comes complete with a harness and all attachments to make a quick and safe descent. We will have a sample on display at the Annual User Meeting August 25 - 27, 2010 - At The Beautiful Hyatt Regency In Greenville, South Carolina!

FYI: Early registrants will be eligible for the drawing of a free kit. (2 will be given away)

Ken Aldrich - P&H Portal Safety Manager



MORRIS

MATERIAL HANDLING®

Morris Material Handling
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Oak Creek, WI 53154 USA
P 262-821-4020
F 262-641-9206
www.morriscranes.com

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Attention Mailroom: If undeliverable to addressee, please reroute to Portal Crane Maintenance Manager.

INDUSTRY GROUPS AND EVENTS

CWF-TAPPI CRANE USER GROUP

For information on this group, visit:

www.craneusers.org

MOTAG

MILLYARD OPERATORS
TECHNICAL ADVANCEMENT GROUP

For information on this group, visit:

www.motag.org

WWW.PORTALCRANES.COM

The P&H Portal Crane web page can be viewed by simply going direct to www.portalcranes.com. Find the latest in product news, Update newsletter index, all back UPDATE issues, product support information, case studies, and a crane modernization shopping list.

TRAINING UPDATE

STATIC STEPLESS CLASSES

Classroom

July 13-16, 2010

Nov 2-5, 2010

Lab

July 19-22, 2010

Nov 8-11, 2010

SMARTORQUE BULL 425

Nov. 16-18, 2010

Call for more information.

866.821.4006

Operator training customized for your crane and application

Our portal specialist, John Groth, will come to your mill and work with your operators to increase productivity, reduce damage to the crane and log trucks, and promote safe operations. Inefficient habits can creep into your operations over time, and an operator training session can clean out those bad habits and set your crane operation on a new and more productive course.

PORTAL CRANE OPERATOR TRAINING COURSE #838

Is there a significant difference between those you would rate as your BEST portal crane operators and those you'd rate as average? Would you like all of your operators to perform up to a higher standard? Would reduced log damage and truck damage benefit your operation? Is this all attainable?

KEY BENEFITS: Companies who have taken this course in the past have benefitted from decreased downtime, increased operator efficiency, longer wire rope life, longer grapple life, increased plant safety and reduce damage to logs and trucks.

GENERAL DESCRIPTION: This course includes classroom and hands-on training for portal crane operators. Major crane components, protective devices and safe operating procedures are covered in detail.

COURSE OBJECTIVES

- Identify and explain the function of all major crane components
- Explain and apply all hand communication signals
- Explain the function of all safety devices
- Perform recommended operating procedures
- Explain and apply recommended safety precautions
- Discuss emergency shutdown and exit procedures

COURSE OUTLINE

- Major crane components
- Safety devices
- Recommended operating procedures
- Communications
- Safe operating practices
- Hands-on training
- Practice Emergency shutdown procedures.