

IMPERIAL

Holiday Happenings

News from the Heavy Lift Specialists

Winter 2009

40th Anniversary Celebration



We were grateful to celebrate our 40th Anniversary Open House this September with loyal customers, employees, friends and local businesses. Around 700 people attended throughout the day to enjoy live entertainment, roasted pig and lamb, view equipment and congratulate Imperial on our safety accomplishments. Our shop, completely transformed for the celebration, held a DJ, live band and two open bars.

Guests were able to get a closer look at our equipment. Tadano, Sany, STROS and Barko, all equipment for which we are dealers, were showcased throughout the yard. TEC HOIST, a subsidiary company of Imperial, brought a STROS construction hoist to the event. Many of our guests climbed onboard to enjoy a ride and the view.

Our 40th anniversary is especially significant to Imperial. This second generation, family-owned business is continuing to grow and expand, tripling in the last four years alone.



1-888-HOIST IT



Imperial Takes Delivery of Third Sany Crawler Crane

After partnering with Sany Heavy Industry, Co. Ltd. earlier this year to become the Midwest distributor of crawler cranes, Imperial Crane Services has taken delivery of their third crawler, a SCC2500C, Sany America's most popular model.

The first delivery, a 352-ton SCC3200 was received this March. The latest deliveries were for two 285-ton SCC2500C; the last received this October. All three cranes came complete with luffer and all attachments, and are available for both rental and sales.

Both the 352-ton and 285-ton are designed for multiple applications and have been successfully used on large construction projects, at shipbuilding yards, in oil refineries and on road construction projects, particularly for bridge construction.



Imperial Makes Lift Downtown

In November, we worked conjointly with Hegele Logistics, Siemens Medical Systems and ARS Contracting to install more than 10 million dollars of state-of-the art medical equipment into the new Northwestern Memorial Hospital Outpatient MRI facility, located on Erie and Michigan Avenue in downtown Chicago.

The project required 36 hours of continuous hoisting, and a full closure of Erie from Michigan Avenue to St. Clair. Months of planning and coordination by Imperial Crane with City of Chicago departments, Northwestern's Hospitals and the high-profile businesses in the area made this project a success.

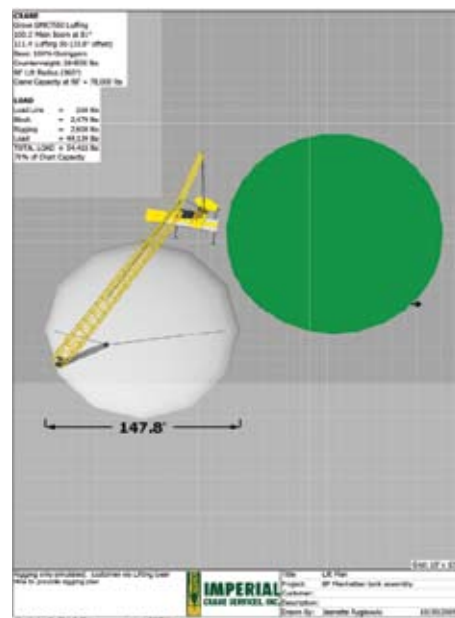


Successful Jobs Begin with Proper Preparation

HMT, Inc. of Merrillville, IN came to Larry Gedmin, General Manager of our Indiana Office, to lift a new lid onto an existing fuel storage tank for BP Amoco in Manhattan, IN. The three week completion process began with an initial site review, followed by the creation of a 3D Lift Plan, and finished with the execution of the plan. 3D Lift Plan is the closest program to simulate AutoCAD

for engineering of crane placement and lifts. The program allows our sales team to recreate not only accurate representations of the cranes, but also representations of the work site including obstructions such as buildings, power lines and other structures.

Jeanette Ryglewski, Sales Manager for Imperial Crane, gave the client an



A 3D Lift Plan gives customers an accurate visualization of their lift.

accurate visualization of the lift including crane clearances, capacities and safety margins before the crane ever arrived on site. "The most important part of the job, beyond the preparation and set up that goes into our 3D drawings, is the follow through. No amount of planning matters without proper execution."



Hurrying to Catch a Train

Norfolk Southern Railway teamed with Imperial to replace a rail bridge in Valparaiso, Indiana. This time-sensitive job needed to be completed within six days to keep with the train's schedule. We used a 360 ton Liebherr LTM 1300 with heavy lift attachment and full counterweight.

All bridge pieces were delivered by railcar, unloaded and placed around the crane on an access road. The 40 foot long, 8,000 pound box bridge beams were set up on posts that had been driven into the ground to support the bridge.

The job went smoothly and was completed in time for the next scheduled train.



Team Effort Avoids Potential Problems

When Howell Tractor found itself with a potential difficult assembly, they knew they needed to a partner with a company who was also prepared for any upcoming problems. The SENNEBOGEN material handler, weighing in at over a half a million pounds worth of machinery, was purchased by Midwest Generation to offload coal from a barge.

Gary Hammond, General Service Manager, choose Imperial because he knew he could depend on us from start to finish. "Although pricing is always important, the real reason I chose Imperial is because of [Wesley Austin, Vice President of Sales and Marketing.] I knew he would stay involved throughout the entire process and would be available and helpful with any situations that may arise."

Gary was confident in his decision after several obstacles did in fact occur on the job. For one, numerous contractors building support equipment on site made access to the assembly location difficult. After several site visits and a plan to overcome the minimal space, Austin worked with Hammond to reassess and reposition the cranes due to previously unknown underground issues.

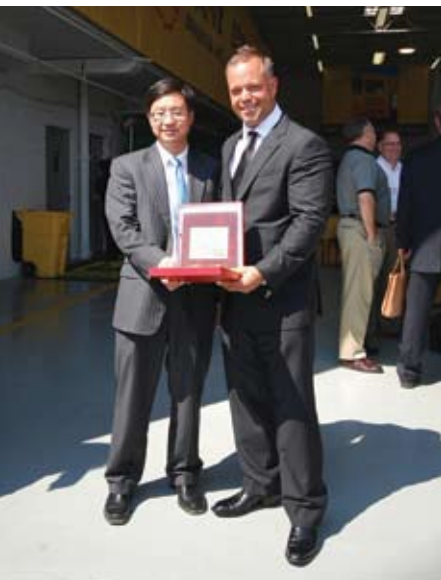
After creating a new strategy, Imperial used a 165 ton Grove and 300 ton Liebherr to simultaneously hoist the 71 ton top section of the SENNEBOGEN. Due to the proper preparation and diligence between Imperial and Howell before the assembly, the project avoided all potential problems and was completed successfully.



Talk Safety, Live Safety

Kevin Cunningham, Executive Vice President of Nation Builders Insurance, awarded President and Owner, BJ Bohne, for a phenomenal loss record. Cunningham presented to Bohne a crystal plaque of the Chicago skyline for 40 years of Risk Management Excellence.

Along with the award, Imperial is proud to announce two years and over 900,000 man-hours without a lost time accident.



3 convenient locations:

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