Docket S030
Ex. 14-1-5-4

32000 Mobile cranes in North America

State	Crane Companies			1.50% Year1	3% Year2	4.50% Year3	5.00% Year4	5.00% Year5	5.00% Year6	5.00% Year7	5.00% Year8
California	187	10.1%	3235	49	97	146	162	162	162	162	162
Florida	183	9.9%	3165	47	95	142	158	158	158	158	158
Ohio	95	5.1%	1643	25	49	74	82	82	82	82	82
Texas	76	4.1%	1315	20	39	59	66	66	66	66	66
Virginia	75	4.1%	1297	19	39	58	65	65	65	65	65
North Carolina	74	4.0%	1280	19	38	58	64	64	64	64	64
Ontario	70	3.8%	1211	18	36	54	61	61	61	61	61
Illinois	64	3.5%	1107	17	33	50	55	55	55	55	55
Arizona	51	2.8%	882	13	26	40	44	44	44	44	44
Georgia	51	2.8%	882	13	26	40	44	44	44	44	44
Colorado	47	2.5%	813	12	24	37	41	41	41	41	41
Louisiana	44	2.4%	761	11	23	34	38	38	38	38	38
Pennsylvania	44	2.4%	761	11	23	34	38	38	38	38	38
Massachusetts	42	2.3%	726	11	22	33	36	36	36	36	36
Alabama	40	2.2%	692	10	21	31	35	35	35	35	35
Wisconsin	39	2.1%	675	10	20	30	34	34	34	34	34
Indiana	37	2.0%	640	10	19	29	32	32	32	32	32
Iowa	37	2.0%	640	10	19	29	32	32	32	32	32
Kentucky	36	1.9%	623	9	19	28	31	31	31	31	31
Connecticut	35	1.9%	605	9	18	27	30	30	30	30	30
Washington	35	1.9%	605	9	18	27	30	30	30	30	30
Tennesee	33	1.8%	571	9	17	26	29	29	29	29	29
Maryland	31	1.7%	536	8	16	24	27	27	27	27	27
New Jersey	27	1.5%	467	7	14	21	23	23	23	23	23
New York	27	1.5%	467	7	14	21	23	23	23	23	23
Utah	27	1.5%	467	7	14	21	23	23	23	23	23
Minnesota	25	1.4%	432	6	13	19	22	22	22	22	22
Missouri	23	1.2%	398	6	12	18	20	20	20	20	20
British Columbia	20	1.1%	346	5	10	16	17	17	17	17	17
New Hampshire	19	1.0%	329	5	10	15	16	16	16	16	16
Oregon	19	1.0%	329	5	10	15	16	16	16	16	16
South Carolina	19	1.0%	329	5	10	15	16	16	16	16	16
Idaho	18	1.0%	311	5	9	14	16	16	16	16	16

Arkansas	16	0.9%	277	4	8	12	14	14	14	14	14
Kansas	15	0.8%	259	4	8	12	13	13	13	13	13
Nebraska	15	0.8%	259	4	8	12	13	13	13	13	13
Nevada	15	0.8%	259	4	8	12	13	13	13	13	13
Montana	14	0.8%	242	4	7	11	12	12	12	12	12
New Mexico	14	0.8%	242	4	7	11	12	12	12	12	12
West Virginia	14	0.8%	242	4	7	11	12	12	12	12	12
Oklahoma	12	0.6%	208	3	6	9	10	10	10	10	10
New Brunswick	12	0.6%	208	3	6	9	10	10	10	10	10
Wyoming	11	0.6%	190	3	6	9	10	10	10	10	10
Alaska	8	0.4%	138	2	4	6	7	7	7	7	7
Alberta	8	0.4%	138	2	4	6	7	7	7	7	7
Nova Scotia	8	0.4%	138	2	4	6	7	7	7	7	7
Michigan	7	0.4%	121	2	4	5	6	6	6	6	6
Maine	6	0.3%	104	2	3	5	5	5	5	5	5
South Dakota	6	0.3%	104	2	3	5	5	5	5	5	5
North Dakota	3	0.2%	52	1	2	2	3	3	3	3	3
Newfoundland	3	0.2%	52	1	2	2	3	3	3	3	3
Quebec	3	0.2%	52	1	2	2	3	3	3	3	3
DC	2	0.1%	35	1	1	2	2	2	2	2	2
Delaware	2	0.1%	35	1	1	2	2	2	2	2	2
Mississippi	2	0.1%	35	1	1	2	2	2	2	2	2
Hawaii	1	0.1%	17	0	1	1	1	1	1	1	1
Rhode Island	1	0.1%	17	0	1	1	1	1	1	1	1
Vermont	1	0.1%	17	0	1	1	1	1	1	1	1
Saskatchewan	1	0.1%	17	0	1	1	1	1	1	1	1
	1850		32000	480	960	1440	1600	1600	1600	1600	1600

Off Highway Research Aug 97

Existing cranes

Hydraulic	27500
Lattice boom	6000
Total	33500

Sales	1997	1998	1999	2000	2001	2002	2003
Rough terrain	1400	1500	1400	1450	1550	1600	1500
All terrain	160	160	145	150	160	170	160
Truck-mounted	325	325	275	275	250	275	250
Lattice boom	115	125	150	150	150	150	150
Total Sales	2000	2110	1970	2025	2110	2195	2060

Yengst Associates Inc. May 99

Capacity	%
0-25t	22
20-50t	36
50-100t	39
100t+	1

	All	Rough	Truck	Lattice	units	% market
0-25t	10	25	20	0	456	22.02899
25-60t	75	30	50	10	744	35.94203
60-100t	15	41	25	80	812.25	39.23913
100t+	0	2	5	10	57.75	2.789855
Total	160	1500	325	115		
				Total	2070	100