

TO: Mr. Connell
FROM: Norman C. Hargreaves
DATE: May 27, 2004
SUBJECT: Mobile Crane Testing

Dear Mr. Connell,

The SAE J987 and J1063 Standards were developed by the American Crane manufacturers and published as by SAE. These Standards have been used for over 25 years to verify the accuracy of calculations and are still used today. While calculation methods are more sophisticated today, they are still dependent upon the accuracy of the data which is inputted by the engineers. For this reason, we believe that testing be required to verify the accuracy of the calculations. Testing has proven to be very effective and the end result is that we have ensured that the products are safe. Over the years, Terex has acquired a number of crane companies, including Demag, a German company. If it is decided not to require the testing according to J987 and J1063, then we would recommend that high stress areas be verified by testing. This would require testing in accordance with testing option 1(B) for the configurations required in the J987 and J1063 tables.

Norman C. Hargreaves
Director of Product Safety
Terex Corporation