

ACT

The magazine for the crane, lifting and transport industry

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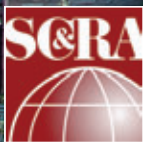
ACT100

Exclusive listing of
North America's
leading crane
companies

Sims' Tadano AT performs magic at Disney

Cinderella story

Official domestic
magazine of
the SC&RA



10TH ANNIVERSARY ISSUE
SC&RA
10-year report
P57

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10 that
flew by

W as it really 10 years ago that I met a young man named Trevor Pease at the KHL Group booth at ConExpo in Las Vegas? With his elegant English accent, he explained that he was building a team that would soon launch a new magazine about the crane and transport business. Three months later he came to Texas and offered me the job of editor of *American Cranes & Transport*. From there, our small ACT team endeavored to assemble a broader team of industry leaders and readers who would guide us to where we are today.

While I knew a little bit about cranes and a fair amount about the construction industry, there was a huge learning curve getting up to speed on all the different types of cranes and related equipment and being able to ask intelligent questions about the work they performed and their impact on the market.

Aside from drawing on the knowledge and experience of my wonderful husband Jay Shiffler, lots of people helped teach me the ropes. I learned to ask a lot of questions, the most important being: "Is there something I haven't asked you about that is important to this article?" Often the answer to that question would be a critical piece of information. I still ask that question, even to industry insiders who I've interviewed time and time again.

To be successful in this industry, you have to stay on top of so much information. You have to study the equipment, the people, the trends and issues. With this magazine, our goal has been to bring readers the information they need to help them run their businesses better and more profitably.

Since the start of 2015, our ACT team has spent time reviewing the past 10 years of magazines and reminiscing about the articles we covered, the people we met and the events we attended. We are humbled by the success of the magazine and its positive reception by readers. Thanks for being on our ACT team for this past decade and we look forward to another 10 years of this vibrant industry taking us to new heights and solving ever increasing challenges.

On the occasion of our 10th anniversary, SC&RA has put together a 10-year report that starts on page 57. As well, this issue contains our 10th annual ACT100 listing of North America's top crane-owning companies.

Happy reading and happy anniversary!

D. ANN SLAYTON SHIFFLER

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Sims Crane's Tadano ATF 1106-5 makes a tall pick at the Cinderella Castle at Walt Disney World. See page 54.
PHOTO: Robert Dimmitt



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Official
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 of the
 SC&RA



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■ Intercomp has launched its CS1500 LED crane scale. With capacities ranging from 500-20,000 pounds, the NTEP certified scale comes standard with an enlarged 1.5-inch five-digit LED display and Intercomp's RFX wireless weighing technology for viewing and recording weights remotely. Battery life has been improved, increasing to 500 hours of continuous use and 9,000 hours in standby mode. The CS1500 can communicate with load indicators, printers, apps, software and other devices wirelessly.

■ HBC-radiomatic has opened an office in Houston to serve its customer base in the oil and gas sector and other important Gulf Coast markets.



Maxim acquires Crane Rental Corp. and Poindexter

Maxim Crane Works has acquired Orlando, FL-based Crane Rental Corporation (CRC). Financial terms of the transaction were not disclosed.

CRC provides operated and bare crane, rigging and lifting services from three locations in Florida and one in Alabama. The company's fleet includes primarily crawler, rough terrain, all terrain, fleet platform trailers, dual lane trailers, hydraulic gantrys, tower and truck operated crane equipment.

Maxim CEO Bryan Carlisle said the acquisition is a strategic move designed to



Maxim CEO Bryan Carlisle said acquiring Crane Rental Corp. will help accelerate the company's expansion into the Southeastern U.S.

expand Maxim's footprint in the Southeast and to facilitate continued growth in the region.

"Acquiring a high-quality crane rental outfit like Crane Rental Corporation will help accelerate our expansion in the Southeastern U.S., strengthen our team and add new equipment to our fleet," said Carlisle. "CRC is also a great fit for Maxim culturally, sharing our deeply held commitment to safety and service."

Alan Ashlock, president of CRC, agreed the combination is a great fit.

"We are excited to become part of the great team at Maxim. Our relationship with the Maxim management team goes back more than 20 years," said Ashlock. "We look forward to our heavy hauling, rigging and crane assets, and especially our experienced workforce, joining forces with Maxim to continue to provide services nationwide."

The transaction marks the second acquisition Maxim has completed in the last 30 days. On May 15, Maxim acquired

the assets of Indianapolis, IN-based Poindexter Transport Inc. and Crane Service.

Poindexter's crane services division was established in 1993, and according to Maxim, has one of the newest fleets in Indiana, including rough terrain, all terrain and hydraulic truck cranes up to 350 tons capacity.

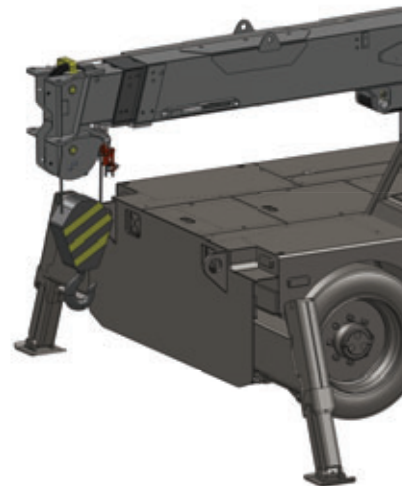
Maxim is owned by Platinum Equity which is looking for further acquisition targets, according to Louis Samson, Platinum Equity partner, who led the acquisition of Maxim in 2008. ■

Empire Crane named Wolffkran's U.S. dealer

Empire Crane Company has partnered with Wolffkran to become an authorized Wolffkran dealer in the United States. As a result, Empire will be expanding their product offering with the addition of Wolff tower cranes. In addition, Empire Crane's integrated parts company, Upstate Crane Parts, will also provide Wolff parts.

The new partnership with Wolffkran comes as Empire opens its new Bridgewater, NJ location. The Bridgewater location will allow Empire Crane to better serve the New England and Mid-Atlantic metropolitan markets.

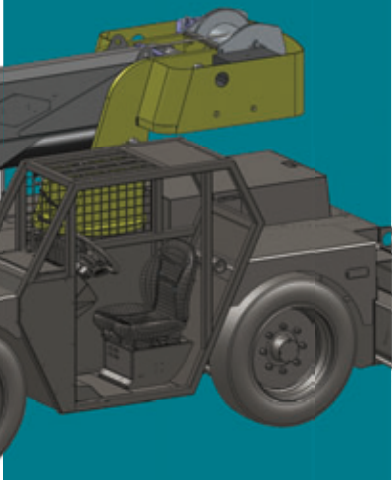
Wolffkran is headquartered in Switzerland and has manufacturing facilities in Germany. The Wolffkran crane system consists of a modular tower system and full range of top slewing, saddle jib and luffing jib tower cranes providing solutions for various construction jobs from small to large. Empire Crane Company has placed a stock order and Wolffkran units arrived during the first quarter of 2015 in Bridgewater, NJ.



■ Intermat in Paris in April had an attendance of 131,624, and 183,000 entries to the six-day event. This represented a fall of 8.5 percent compared to the last time Intermat was held in 2012, when there were more than 200,000 entries.

■ First quarter results for Manitex International showed net revenues increased 69.2 percent year-over-year to \$105.9 million compared to \$62.6 million. Adjusted EBITDA was \$8 million or 7.6 percent of sales, compared to \$4.7 million or 7.5 percent of sales, and adjusted net income was \$1.5 million or \$0.10 per share. Manitex posted a net loss of \$0.2 million or (\$0.01) per share compared to net income of \$1.9 million or \$0.14 per share, and it repaid \$2.8 million of term debt, including \$1.5 million advance payment of remaining 2015 principal requirements on term debt for the PM acquisition. Consolidated backlog as of March 31, 2015 was \$109.6 million.

Manitex will launch the CD100i, a 10-ton carry deck crane. Manitex said a lower price point will position this crane to quickly enter the rental industry. First deliveries are anticipated in July as a backlog of the product is already in-house. See the July 2015 issue for more information.



TNT acquires RMS

Houston-based TNT Crane & Rigging has acquired Rocky Mountain Structures, Inc. (RMS) and its subsidiaries. The terms of the transaction were not disclosed.

RMS, headquartered in Denver, CO, is one of the largest crane and rigging services companies in the Rocky Mountain region, serving Colorado and the surrounding states. Founded in 1977, RMS has longstanding ties to the area and a diversified customer base, making it a "natural strategic fit for TNT," according to the company.

The acquisition expands TNT's geographic coverage, end-market exposure and fleet composition with the addition of three Colorado branches and 66 cranes, the company said. RMS serves the manufacturing, industrial, cell tower, power, commercial and construction markets as well as other end markets throughout the Rocky Mountain Region.

"We are thrilled to be joining forces with TNT," said Cody Gilliland, CEO, RMS. "The company is an industry leader with a proven successful track record not only for profitable growth

but also for building a culture that puts its people first. This partnership enhances our ability to grow our business and creates opportunities for our employees. The economic outlook is solid for Colorado and the end markets we serve. In addition, the combined company will benefit from opportunities in the energy

sector when oil prices and drilling activities return to sustainable levels."

Mike Appling, CEO of TNT, said RMS provides TNT further geographic expansion into the western U.S. as well as end market diversification through Colorado's broad group of industry market sectors. ■

Lone Star acquires Davenport Transport

Lone Star Transportation LLC, a Daseke company, has announced that Davenport Transport & Rigging has joined the Lone Star Transportation team. Terms of the transaction were not announced.

According to Tex Robbins, president and CEO of Lone Star Transportation, Davenport Transport is one of the premier super-heavy transport carriers in the nation. The principals, David and Donnie Davenport, have more than 80 years of combined experience in the industry, beginning with Dave Davenport & Sons Trucking Company, which was started by their father in 1971.

"The experience and professionalism of the Davenport organization is second to none," said Robbins. "We've had a great working relationship with Davenport Transport for a long time, and it just made sense to combine forces and expand our joint capabilities."

The Davenport team will continue to operate the super-heavy transport group from its current facility in Angleton, TX, with the added capacity and support of the Lone Star team.

"We are very excited about the opportunities that lie ahead for us under Lone Star," said Donnie Davenport. "The personnel, location and phone numbers will remain the same, as well as the level of service our customers have been accustomed to receiving over the past 40-plus years."

XL releases new HDG

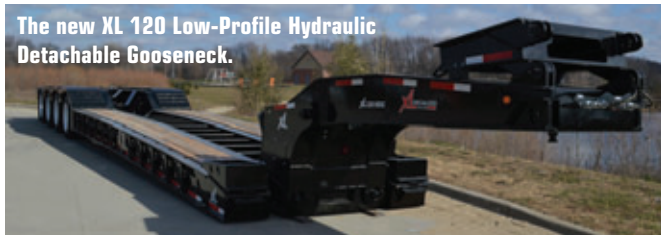
XL Specialized Trailers has introduced the XL 120 Low-Profile Hydraulic Detachable Gooseneck (HDG), the newest addition to their construction equipment hauling line. This model is rated at 110,000 pounds in 10 feet and 120,000 pounds in 16 feet in the center of the deck.

The new trailer features a low-profile neck construction that contractors need to

load their equipment over the neck. The 13-foot long gooseneck has a 36-inch long flip neck attachment for use with a four-axle truck. This set-up offers a 146-inch swing

clearance, allowing weight to be distributed to the steer axle of the truck. The five-position variable ride height allows users to adjust the neck height to fit their various loads. ■

The new XL 120 Low-Profile Hydraulic Detachable Gooseneck.



Crane Rental Corp. transports tank

Crane Rental Corporation helped transport three large liquid natural gas (LNG) tanks in South Florida. The tanks were 134-feet-long, 12.5-feet-wide and 14-feet-tall. Each weighed 83 tons. The tanks were sailed along the Miami River by barge.

Crane Rental Corp. offloaded the tanks from the barge and loaded them onto 18 lines of THP Goldhofer modular



trailer using a 275-ton capacity Grove GMK5275 hydraulic all terrain crane and a 240-ton capacity Grove GMK5240 hydraulic all terrain crane.

The tanks were then transported more than five miles to the site where they will be used to fuel locomotives with liquid natural gas. The transport was accompanied by police escort through Miami. Along the route they crossed railroad tracks and travelled under two bridges.



The first and third models of the Potain MR 418 sold in North America went to New York City's U.S. Crane & Rigging, where the company is helping to build several soon-to-be iconic skyscrapers and supertalls. Currently, the company's first 26.5-ton MR 418 is working on a condominium development located at 626 First Ave in Manhattan. From there, the crane will move to West 57th Street where it will build one of the city's tallest residential towers. The company's other MR 418 is working on the Brooklyn Hub, a building that will be one of the tallest in the borough.

SPMTs finally get their day

U.S. Customs and Border Protection (CBP) is revoking five ruling letters concerning the tariff classification of self-propelled modular transporters. Similarly, CBP is revoking any treatment previously accorded by CBP to substantially identical transactions. Notice of the proposed action was published in Customs Bulletin and Decisions, Vol. 49, No. 5, on February 4, 2015. This action is effective for merchandise entered or withdrawn from warehouse for consumption on or after July 6, 2015.

ALL adds ten MLC300 crawlers

All Erection & Crane Rental ordered 10 units of the new 330-ton capacity Manitowoc MLC300 crawler crane. The MLC300 features the Variable Position Counterweight (VPC) system where the counterweight is centered between the fully retracted and fully extended positions

to balance the crane's center of gravity. It moves on a rail system according to the boom extension.

"This is our bread-and-butter capacity range, and being able to create savings for our customers here, at this capacity, is part of why customers choose ALL," said

Michael Liptak, president, All Erection & Crane Rental. "Without hyperbole, I tell you that this technology will change the crawler category."

Advantages of the VPC are a smaller operating footprint with less ground preparation and lower ground-bearing pressure. Less matting is needed and there is no carbody counterweight.

"We can reduce the number of required mats by half," said Rick Mikut, crawler crane manager. "That's thousands of dollars in savings per month, and that's saying nothing of the reduced counterweight loads and the savings realized by reducing the required jobsite prep area."



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NCSG set to acquire B&G Crane Holdings

B&G Crane Holdings will be acquired by NCSG Crane & Heavy Haul Corporation and its investor group led by TriWest Capital Partners, Alberta Teachers' Retirement Fund and NCA Partners.

Tadano announced that the GR-1000XL/800EX, a large-scale rough terrain crane for markets outside of Japan that began production in 2011, has achieved the milestone of 1,000 units produced and sold.



A wholly owned indirect subsidiary of NCSG, NCSG Crane & Heavy Haul Holdings Inc., has signed a stock purchase agreement to buy 100 percent of the outstanding shares of B&G Crane Holdings. The majority owner of the business prior to the sale is The Sterling Group, L.P.

B&G was founded in Louisiana in 1946 by the Grilletta family which still owns a significant minority interest in the business. B&G is one of the largest suppliers of operated and maintained crane services, specialized rigging, and heavy haul transportation in the states of Louisiana and Texas. B&G has more than 180 master service agreements in

place with customer locations in the refining, petrochemical, midstream and other heavy industrial end markets.

The B&G management team, including Gawain Grilletta, Rich Haggard, Trip Grilletta and Xavier Grilletta, Jr., will continue to run the business on a day-to-day basis and will all become shareholders of NCSG.

"B&G is a great business with a proud history of providing outstanding service to its many customers in Texas and Louisiana, and the current B&G management team plans to continue to run the business and carry on with that tradition," said Ted Redmond, NCSG president. "We believe that the combination of B&G and NCSG is a significantly more diversified business that will allow us to get better overall asset utilization as we can share our project and maintenance cranes across a more diverse set of end markets."

■ Net sales for the first quarter of 2015 at Manitowoc Cranes were \$406.7 million, down more than 10 percent from the \$466.7 million in the first quarter of 2014. The manufacturer attributed the decline primarily to lower revenue from boom truck and rough terrain sales and the negative impact of foreign currency exchange rates.

■ Terex's revenues for the first quarter were down 9.6 percent to \$1.50 billion. Terex Cranes saw just a 1.7 percent decline in revenues to \$387 million, and the division returned an operating income of \$3.6 million for the quarter, compared to a loss of \$0.2 million a year ago.

■ Sales for Kobelco Cranes were up 25.6 percent to \$596 million in the fiscal year ending March 31. The company said crane sales were up in its domestic market thanks to increased public spending, and that demand was strong in export markets too, including North America and Asia.

Crane Service Inc. jacked a 130,000-pound transformer and used the Hydra-Slide HT500 to slide it on to a heavy haul tractor. The transformer was later offloaded on-site by their Link-Belt ATC3275, a 275-ton all terrain crane. The project required their Advanced Movement Division to jack the transformer to the height of the drop-deck trailer and then to move the transformer safely onto the trailer. Once the transformer was on the trailer their heavy haul driver had to maneuver the tractor and trailer out of the substation to where the transformer was ultimately offloaded.



Tadano telecrawler at Bruins training facility

AmQuip put a Tadano Mantis 15010 telescopic crawler crane to work on the site of the new Boston Bruins training facility, Warrior Ice Arena, in New York. The 15010 was supplied by distributor Empire Crane. It has a 112-foot main boom and pick and carry ability. Work on the Warrior Ice Arena began in December 2014 and it is scheduled to open in September 2016. The main contractor for the project is S&F Concrete.

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Share prices in the heavy equipment sector showed some signs of improvement in May, but the sector is still struggling compared to the mainstream markets. **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.

First quarter results mixed

Shares in the heavy equipment sector edged upwards in April and May, but on a long-term scale they still look weak.

ACT's Heavy Equipment Index (HEI), which measures the strength of the sector remains some 16 percent lower than it was a year ago. At the same time, mainstream indicators like the Dow, S&P 500 and NASDAQ are anywhere from 8 percent to 20 percent stronger than they were this time last year.

The up-tick for heavy equipment shares in recent weeks was linked to the first quarter annual results season.

Although global markets remain generally weak and profits are under pressure in the sector, a few companies managed some pleasant surprises in their Quarter 1 numbers.

Most notable of course was Caterpillar, which is the

bellwether for the equipment sector. Although it saw revenues lower in the first quarter of 2015 than the same period last year, profits were up, which was an unexpected surprise for the markets. This not only lifted Caterpillar's share price, but it also gave a boost to the industry as a whole.

But the results season did not bring good news across the industry. Manitowoc, for example, saw its revenues and earnings fall in the first quarter on the back of lackluster demand for cranes around the world and some unfavorable changes in exchange rates.

Emerging market issues

The consensus from various companies' results seems to be that for various reasons, it is the world's emerging markets which are causing the problem.

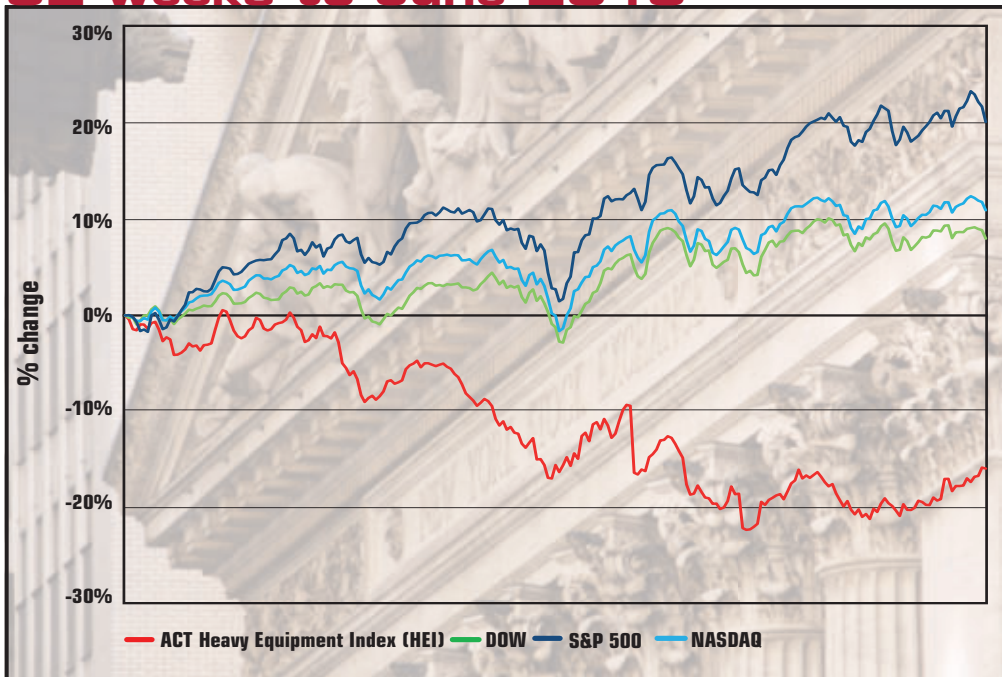
North America still remains in good health – hence the strength of U.S. share price indicators like the Dow – and Europe has some pockets of strength.

However, continuing weakness in global commodity prices is hurting countries which rely on these raw materials for their economic strength, and those low prices are symptomatic of weaker output in former manufacturing powerhouses in the developing world.

That in a nutshell is the root of the present malaise in the global economy, and it looks like a long road back to health.

But there are still good pockets of growth to be found around the world, and companies with more exposure to stronger markets like North America, Europe and key markets in Asia could do well over the coming months. ■

52 weeks to June 2015



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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SC&RA, NCCCO and KHL Group request your help in spreading the word about Lift & Move USA in Chicago, IL. **ACT** reports.

At every crane, rigging and transportation-related event we discuss the same issue: the labor gap. The average age of an employee in our industries is rising and we're not replacing retirees with a younger generation.

Kids and students in their teens are being guided towards secondary education more than ever before. There's all sorts of college institutions offering online educations, part-time educations, and no-time educations who push the idea that it's not possible to live a financially stable life without a degree. That idea pervades high schools and eliminates a career in trade or vocational work before it's ever considered.

The question is how do we get through to these kids? It's not a panacea, but

Recruiting workers

SC&RA, KHL Group and NCCCO are starting the conversation with an event called Lift & Move USA.

Lift & Move USA is a two-day event that will take place on the Southside of Chicago, June 16-17. The event organizers have planned a full schedule of presenters, demonstrations and activities designed to educate students in high school, community college and technical school students as well as veterans about the plethora of jobs available with crane and transport companies.

"The aim of Lift & Move USA is to highlight the thousands of rewarding jobs created by the industry each year," said Joel Dandrea, executive vice president, SC&RA. "These jobs offer the potential for long-term careers."

Chicago-based Imperial Crane Services will host a barbecue and equipment demonstration at its Bridgeview, IL

WHAT: Two-day careers event

WHERE: Hotel: Chicago Marriott Midway

WHEN: June 16-17, 2015

COST: Free to students and parents

REGISTRATION: www.liftandmoveusa.com/registration.html

INFORMATION: www.liftandmoveUSA.com

facility on the evening of June 16.

"With the critical shortage of skilled labor in our industry, we are pleased and proud to be part of such a worthwhile initiative," said Bill Tierney, general manager, Imperial Crane Services.

The event also has the cooperation of SkillsUSA, a national organization that helps students prepare for careers in technical, skilled and service occupations.

■ Details of the event can be found at the event website: www.liftandmoveUSA.com.

Schedule

Tuesday, June 16, 2015 (all times p.m.)

- 1:05 – 1:30** Welcome & Introduction
- 1:30 – 1:45** What Jobs? Positions, Career Paths and Salaries
Courtney Lockwood, Bengal Crane & Rigging
- 1:45 – 2:00** The Skills Gap in the United States
Brent Kindred, SkillsUSA Wisconsin
- 2:00 – 2:15** What are Employees Looking For?
Chad Pingel, Manitowoc
- 2:15 – 2:30** Value of Professional Certification
Graham Brent, NCCCO
- 2:30 – 3:30** Moderator Discussion & Tradeshow
- 3:30 – 3:50** Crane Project: Technical Challenges on the Crown Project
Bill Tierney Jr., Barnhart Crane & Rigging
- 3:50 – 4:05** Career Case Study of an Employee - Crane Operator
Robert Kaleta, Imperial Crane Services
- 4:05 – 4:20** Career Case Study of Young Employees - Cranes
Chad Rados & Brian Meek, ALL Erection
- 6:00 – 9:00** **BBQ AT IMPERIAL CRANE FACILITY**
- 5:45** Buses take attendees to Imperial Crane facility
 - Crane & transport simulators
 - Tours of CAD design department, workshop, crane walk-around

Buses take attendees back to host hotel from 8.30 p.m. onwards.

Wednesday, June 17, 2015 (all times a.m.)

- 9:05 – 9:20** From Family-Owned to Multinational
Jennifer Gabel, JK Crane
- 9:20 – 9:35** Career Case Study of Employee
- 9:35 – 9:55** Specialized Transportation Project
Brett Berard, Berard Transport
- 9:55 – 11:00** Moderator Discussion & Tradeshow
- 11:00 – 11:15** Career Case Study of Young Employee - Specialized Transport
Yannick Sel, ALE
- 11:15 – 11:30** Career Case Study of Young Employee - Rigging
Danny Gomez, Lifting Gear Hire
- 11:45 – 11:55** Safety Career Opportunities
- 11:45 – 11:55** Wrap-up
Joel Dandrea, SC&RA







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Daniel Erwin asks and answers this question: What are the qualities of a good safety professional?

The lifting and transportation industry is an exciting, profitable and productive sector that is going through a shortage of acquiring fresh talent. One of the leading areas of need for this fresh talent is in the realm of safety and risk management. The safety industry is great to be in but what does it take to thrive in it? In other words, what are the qualities that make a good safety professional?

I am in no way an expert on the topic, however I have pulled from my experience as well as talked to management members of different groups to compile what I think is a short, but potentially still valuable list.

1. A good safety professional must understand his or her role.

Safety is designed to be a support role. There is no law or regulation that states that companies must employ safety professionals in order to do business. It is a common mistake for a safety professionals to think that they are there to run the show. They are there to support management in what is hopefully a shared goal of

Do you have what it takes?

helping the workers protect themselves, (most of the times from themselves), and ensuring that the company provides a safe and healthy environment in which to perform work.

I think we have all seen signs of those who have lost sight of this role. They can include consistently writing tickets and disciplining workers; repeatedly butting heads with management; and rejecting spending time in the field as the office is the "correct" place for a safety manager. It must be remembered that without the work taking place every day in the field, a safety professional would not have a job.

2. A good safety professional should have a genuine concern for the health and safety of workers.

I have mentioned before that I consider my dad to be the best safety professional I have met. For years he worked tirelessly in the field: training, educating, auditing and doing whatever it took to make sure the workers understood he was there to help. Several years ago when he finally decided to retire in his mid-70s, he commented to me that he was "getting out just in time" as the field has changed from a focus on the well-being of people to numbers, lagging indicators and doing whatever it takes to get the next job by inputting just the right wording into a network.

3. A good safety professional should maintain a positive outlook by not truly ever believing that every incident is preventable.

We can all think of a safety

person who is negative. It seems the only time they speak to the workers is to complain about incidents. This wreaks havoc on a safety culture, and can cause employees to associate safety with negativity. We all know it is trendy to make zero incidents our only goal and to make sure that "every incident is preventable" is written in a manual somewhere.

In my experience a safety professional who believes this is one who struggles with a negative attitude. A belief instead in doing everything possible to reduce incidents by learning from every mistake, reporting and tracking first aid cases and near misses, and sharing lessons learned will always make for a more positive outlook. This will be contagious and help improve the overall safety culture.

4. A good safety professional wants to better themselves.

Safety, more than many other fields out there, affords the opportunity to consistently gain in knowledge as standards and regulations are constantly changing. The mentality of "if it ain't broke, don't fix it" does not apply well to safety. A good safety professional should take advantage of training, technology, and/or certifications to better support the company.

5. A good safety professional knows when to stay and when to go.

I have been asked a few times lately to help companies find the right fit for an open safety position. I have noticed how big of a trend it is for

safety professionals to hop from job to job showing little allegiance, gaining little real experience and only chasing the dollar. A behavior-based safety culture cannot be gained in a short time, it takes perseverance and relationships.

Now, I think a good safety professional also needs to know when to leave a company where there is no or little support for the goals they want to accomplish. If every request for improvement in safety compliance, culture, or personal development is met with rejection from management a safety professional is holding themselves back by remaining. In my experience, those who do not place importance in the safety of their employees will learn this lesson in one way or another; there is no rule that says a safety professional has to hang around to "go down with the ship."

Again, in summary, these are just a few of my thoughts and opinions of others I have acquired. The truth is that the career in safety and risk management has been a great one for me, offers plentiful opportunities for knowledge and growth, and is one that I would recommend to anyone with a desire to join the industry. ■

“ A behavior-based safety culture takes perseverance and relationships. **”**



AUTHOR:

Daniel Erwin is a crane, rigging and transportation safety consultant and author.

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NCCCO Safety Conference at ConExpo Latin America

An international line-up of experts is being assembled by the National Commission for the Certification of Crane Operators (NCCCO) for the NCCCO Crane and Rigging Professional Safety Conference to be held in conjunction with the inaugural CONEXPO Latin America (CELA) conference and exhibition, October 21-24, 2015, in Santiago, Chile.

In addition to an extensive exhibit featuring all of NCCCO's ANSI/ISO-accredited personnel certification programs, NCCCO will be presenting the one-day crane and rigging safety conference where attendees will learn from top-level industry experts.

Speakers already confirmed include: David Rodrigues, CEO, Makro Engenharia, Fortaleza, Brazil; Jorge Vial-Undurraga, Vice President, Vial Equipment S&S, Santiago, Chile; Jim

Wiethorn, P.E., Principal/Chairman, Haag Engineering, Houston, TX, and Joel Oliva, NCCCO Director of Operations and Program Development.

Topics range from promoting a safety culture in the Latin American crane and transport industry; crane accidents and their causes and trends; best practices in crane inspections; and crane operator



certification. In addition, the Crosby Group will present a paper on crane block concepts, inspection, terminations and the load hook.

"Crane and rigging safety is a global issue and we are very pleased to welcome NCCCO, with its impeccable qualifications in this area," stated Melissa Magestro, senior director exhibitions

with exhibition owner and organizer, Association of Equipment Manufacturers (AEM). "CONEXPO Latin America visitors will benefit from their knowledge and expertise."

"CONEXPO Latin America is an ideal venue for us to reach the Latin American marketplace," stated Oliva. "We are marking our 20th anniversary as a certification body, by sharing our insights into how effective training and certification can contribute to improved crane safety within this important world region."

AEM plans to hold subsequent CONEXPO events in various cities throughout the region to create a cohesive network between manufacturers, distributors, and their customers from all over Latin America.

For the latest attendee and exhibitor information, visit www.conexpolatinamerica.com.

CCO-Certified crane inspectors play vital role in crane safety

The National Commission for the Certification of Crane Operators' (NCCCO) ANSI-accredited CCO Crane Inspector certification is proving to be a valuable tool for those responsible for maintaining the nation's fleets of cranes.

"We are seeing that our CCO Crane Inspector certification program is increasingly popular with owners and employers who understand the safety and cost benefits of a professionally developed assessment process and who recognize its place within a comprehensive risk management process," stated NCCCO Manager of Business Development, Matthew Eckstine.

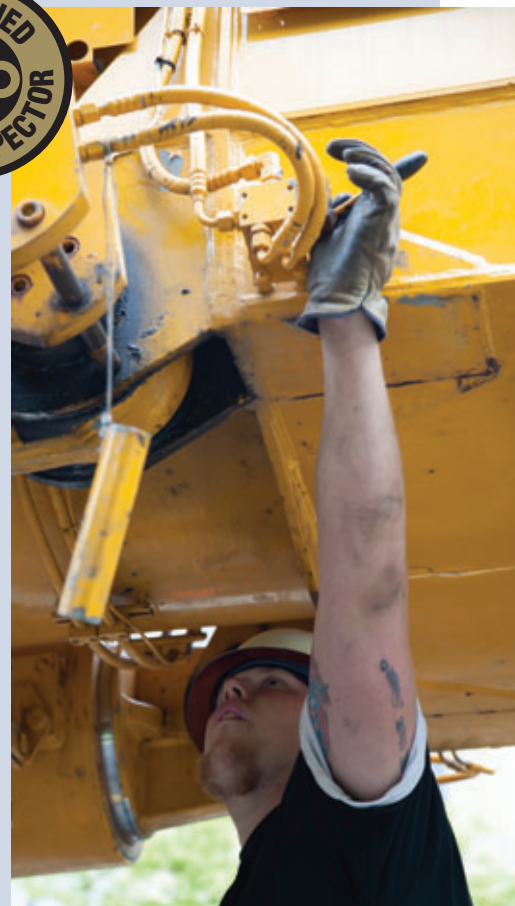
Moreover, CCO certification is providing an effective means of complying with OSHA's new Cranes and Derricks standard and its detailed requirements for the periodic inspection of cranes and derricks used in construction and the records that must be kept. OSHA's requires cranes to be inspected after assembly, repair, jumping (tower cranes), and disassembly, in addition to daily (shift), monthly and annual inspections.

Equipment professionals review inspector certification

Recently, representatives from NCCCO and Stephenson Equipment, Inc. (Harrisburg, PA) reviewed those requirements with attendees of the Association of Equipment Management Professionals' (AEMP) 2015 Management Conference and Annual Meeting in Orlando, FL. The 300+ meeting attendees were responsible for the maintenance and safety of more than a million pieces of equipment in the U.S.

The national CCO Crane Inspector certification program followed the development by NCCCO of the Washington State Crane Certifier program, and was created jointly by NCCCO and the Crane Certification Association of America (CCAA). The CCO certification was initially launched in November 2011 and became accredited by ANSI in December 2012. Inspectors can be certified to inspect mobile cranes, tower cranes, and/or overhead cranes. Requirements for certification include at least five years of documented crane-related experience and/or formal technical education and passing rigorous written exams for the certification(s) being pursued.

A directory of CCO certified inspectors is available at nccco.org/Ccdirectory.



Editors **D. Ann Shiffler** & **John Skelly** take a look at the high and low points of the past decade in the crane, rigging and specialized transportation industry.

Flipping through

Anniversaries are for reminiscing, and on the occasion of the 10th anniversary issue of *American Cranes & Transport*, we have done just that. Flipping through the pages of the past 120 issues, we've created a general timeline that chronicles some highs, some lows and some interesting events that impacted the crane, rigging and specialized transportation sector over the past decade. This is by no means a comprehensive timeline of major events, rather milestones that the editors personally chose to highlight.

2005



Campbell Cranes uses its 360-ton capacity LTM 1300/1 to disassemble a Liebherr 315

EC-H tower crane at a dam intake modification project in Oregon.

JULY 2005: Maxim Crane Works was ranked No. 1 in the first ACT 50 with an ACT Index of 175,100. In the June 2015 issue Maxim was No. 1 with an index of 438,089.

OCTOBER 2005: On August 23, 2005, *Hurricane Katrina*, clocking winds in excess of 174 mph, ripped through New Orleans and the Gulf Coast region. It was the costliest natural disaster and one of the deadliest hurricanes in the history of the U.S. Hundreds of cranes were damaged or destroyed. "I've heard that there's not a crane available south of the Mason-Dixon line for rent or sale," said Jose Longoria, Kobelco Cranes' service manager, who was

in New Orleans setting up two new cranes purchased to repair railroad bridges in Louisiana.

2006



Bigge Crane & Rigging used its 600-ton Terex AC 500-1 to replace a 28,000-pound chiller.

APRIL 2006: Veri-Tek purchases Manitex from Quantum Value Partners.

MAY 2006: Link-Belt will introduce the TCC-450 telescopic crawler crane to the North American market.

AUGUST 2006: Maxim Crane Works, Essex Crane Rental and Marino Crane Rental made headlines by making it known they are either for sale, open to a merger, seeking investors or "exploring options."

2007



From east to west, ACT returns with its Transport 50 listing of North America's top specialized

transportation companies.

JANUARY 2007: Kobelco will launch the 600-ton SL6000 crawler and Sims Crane will take the first unit.

MARCH 2007: Goldhofer launched a new heavy transport trailer system for the North American market based on the THP/DL system.

APRIL 2007: AmQuip acquires Shaughnessy Crane Services.

JULY 2007: Coast Crane was acquired by Northwest Capital Appreciation.

SEPTEMBER 2007: Cranes start

removing debris from the Interstate 35 W bridge collapse in Minneapolis.

DECEMBER 2007: Landstar Carrier Group is No. 1 on the ACT Transport 50.

2008



R. Baker and Sons rigged and removed some of the most historic and prized military aircraft.

MARCH 2008: Manitowoc announces a 2,200-ton crawler known as the Model 31000.

AUGUST 2008: Graham Brent, executive director of NCCCO, testifies before the U.S. House of Representatives Committee on Education and Labor about the importance of ensuring that all personnel whose work brings them in contact with cranes be certified through an accredited certification program. Brent called for the publication of the OSHA rule based on the C-DAC report completed in 2004.

NOVEMBER 2008: Business News writer *Chris Sleight* reports sharp share price falls in the ACT Heavy Equipment Index. "Even if you live on a rock in the far reaches of the solar system you cannot have failed to be aware of the difficulties in the global banking sector that reached crisis points in September."

2009



Barnhart Crane & Rigging used an innovative tailing procedure to install a reactor at a refinery in

Montana.

FEBRUARY 2009: Cranes lowered U.S. Airways Flight 1549 onto a barge after it was recovered from the Hudson River in New York. The plane took off from LaGuardia and the pilot, Captain Chesley Sullenberger, made an emergency landing in the nearby river.

MARCH 2009: The Wells Fargo Construction Industry Forecast showed the Optimism Quotient fell from 80 in 2008 to 42 in 2009.

AUGUST 2009: Sarens acquired 100 percent of the shares of Rigging International.

2010



Precision Heavy Haul transports an agglomerate drum. (Note the new cover design with the AC&T logo)

JANUARY 2010: The Department of Labor's full regulatory agenda, published in the Federal Register on December 7, 2009, noted that the Cranes & Derricks in Construction Standard had entered the final rule stage.

APRIL 2010: Testing begins on the Manitowoc 31000 crawler purchased by Crane Rental Corp. The crane features

Manitowoc's Variable Position Counterweight (VPC) system.

JUNE 2010: In Editor Comment, *D. Ann Shiffler* wrote: "For this issue, we had anticipated being able to provide firsthand a recap of what went on at Bauma 2010 in April in Munich. But as fate would have it, volcanic ash grounded our entire KHL USA team, as well as many others in the crane and transport industry."

the pages

SEPTEMBER 2010: Mammoet orders nine Kobelco CKE 2500-2 models, and Turner Bros. took delivery of the first Liebherr LTR 11200 in North America.

2011



PSC Crane & Rigging installs a tandem press line for an automotive manufacturer.

FEBRUARY 2011: Link-Belt and Tadano announced the termination of their supply agreement for ATs. Link-Belt will debut its new ATC-3275 at ConExpo 2011.

APRIL 2011: In Editor Comment, *D. Ann Shiffler* wrote: "Some people view ConExpo 2011 as a milestone in the economic upturn. All the while, the heart-wrenching news from Japan is a monumental concern for everyone in the crane, rigging and transport sector. The impact of the devastating earthquake and tsunami and the related nuclear power plant issues will be felt for years to come. Our hearts go to out to the people of Japan and our industry colleagues from there and working around the world."

NOVEMBER 2011: Frank Bardonaro was named vice president and managing director of global sales for Terex Cranes.

MAY 2011: Jack Fendrick was appointed president of Kobelco Cranes North America.

AUGUST 2011: XL Specialized introduces the 13-axle West Coast trailer known as the XL MG 170.

DECEMBER 2011: A new national crane inspection program was launched to provide separate certifications for mobile, tower and overhead cranes. The CCO program was jointly set up by NCCCO and the Crane Certification Association of America.

2012



W.O. Grubb dispatched its Grove GMK 7550 AT to repair damage from an earthquake at

the National Cathedral in Washington D.C.

JANUARY 2012: A Manitowoc 16000 and a GMK 5120B owned by All Erection erected a 443-foot tall 2.5 MW wind turbine at the headquarters of Lincoln Electric.

JUNE 2012: James Lomma, owner of New York Crane and J.F. Lomma Inc., was acquitted on all criminal charges related to a tower crane collapse in Manhattan in 2008.

AUGUST 2012: TNT Crane & Rigging acquires Turner Bros.

NOVEMBER 2012: Frank Bardonaro was appointed president, sales and business development, for Maxim Crane Works.

2013



Beyel Bros. uses its Terex AC 350/5 to take down an overhead crane at the NASA VAB.

JANUARY 2013: In Editor Comment, *D. Ann Shiffler* writes: There's a looming controversy regarding

OSHA's interpretation of crane operator certification requirements. We've decided to get to the heart of the matter by interviewing NCCCO's Graham Brent.

MAY 2013: Headline: Hot topics for OSHA – type and capacity

JUNE 2013: One World Center is topped out with the erection of the spire using two Favelle Favco tower cranes. Manitex rolls out the TC700, a new 70-ton capacity boom truck.

JULY 2013: Manitowoc files an ITC complaint saying that Sany violated certain patents associated with its Variable Positioning Counterweight System.

SEPTEMBER 2013: ACT debuts its tablet edition.

OCTOBER 2013: Altec to launch AC45 at ICUEE. NCSG acquires Scorpion Industries. Lanco acquires Brodersen.

NOVEMBER 2013: The K-25 Power Booster makes debut at Precision Equipment in Florida.

DECEMBER 2013: Counterfeit cranes are a concern for Terex. Manitex International announces purchase of Valla Cranes.

2014



Cranes and welders in a specially designed man basket take down the old Bay Bridge, one

piece at a time.

JANUARY 2014: NC Services acquires Mullen Rigging and Doug's Crane.

FEBRUARY 2014: Link-Belt and A1A Software partner on a new telematics system.

MARCH 2014: Trail King

designs transformer transporter.

APRIL 2014: Nicholas Matthews is named president of Essex Rental Corp.

Manitowoc and Samson debut new synthetic host rope. Lampson's Millennium 4100 draws strong interest at ConExpo 2014.

MAY 2014: "Magic, impressive, fantastic. Those were typical reactions of visitors to the Goldhofer stand.

The tradeshow was a great success," said Stefan Fuchs, CEO, Goldhofer, regarding his reaction to ConExpo 2014.

JUNE 2014: DICA introduces FiberMax crane mats.

JULY 2014: In a \$70 million investment, Morrow has expanded its Liebherr tower crane fleet by 56 cranes over the past 12 months to meet growing demand in North America.

AUGUST 2014: Manitex International acquires PM Group SpA.

2015



Rogers & Sons Concrete constructs the tallest residential building in the world with a

Potain MR 415 electric tower crane.

JANUARY 2015: Chris Sleight reports that the price of oil drops below \$70 per barrel for first time since 2008.

MAY 2015: The International Trade Commission rules in favor of Manitowoc in its patent infringement case filed against Sany.

JUNE 2015: Maxim Crane Works acquires Crane Rental Corp. and Poindexter Crane. ■



JUNE 2005:

The first issue of *American Cranes & Transport*



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Engineered Rigging's new Pipe Modular Lift System eliminates the hazards of suspended loads by employing a platform that mechanically raises and lowers heavy cargo via a system of structural elements.

ACT reports exclusively that Engineered Rigging is unveiling an innovative pipe modular lift system.

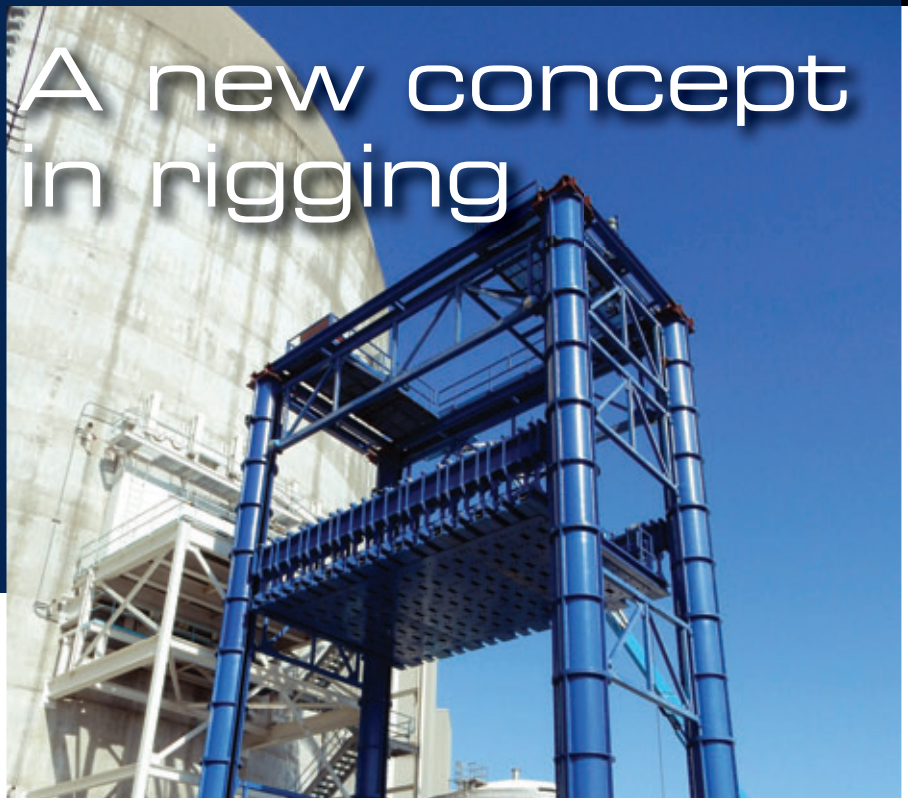
Since the ancient Greeks invented the first construction crane around the year 900 B.C., a certain amount of risk has always been inherent in the use of a hook to lift heavy objects. Engineered Rigging has created what it terms "a revolutionary game changer" with its patent-pending Pipe Modular Lift System (PMLS). The PMLS eliminates the hazards of suspended loads by employing a platform that mechanically raises and lowers heavy cargo via a system of structural elements. To maximize safety, the self-locking PMLS provides synchronized lifting and positive mechanical engagement of the cargo and the platform, and its performance is not affected by unbalanced loads.

The PMLS's freestanding modular design enables customized capacity and footprint configurations. The system can accommodate lifting capacities of 400, 800 and 1,200 tons at a vertical travel distance exceeding 50 feet. The standard column section can be incrementally increased in 10-foot sections and it can be configured into square, rectangular and round layouts. It is designed for 5 percent side loading with clear span openings configurable to 50 feet or larger.

Designed to be safe and versatile, the PMLS is easy to transport, can be deployed quickly, has a high lift speed and high wind tolerance. It ships in 12 standard ground transportation trailers without wide or heavy load requirements.

With a lifting speed of 20 inches per minute, the PMLS is twice as fast as strand jack systems. There are no cable drums or strands that can fail or hydraulics that can leak. If the PMLS loses power, the load remains safely in place on the secured platform until power is restored.

A new concept in rigging



The PMLS is designed to withstand 120 mph winds and operates in winds up to 50 mph, which is in excess of the 20 mph wind tolerance of many lift systems. Its wind capacity and enclosed structural elements enables work to safely continue despite inclement weather conditions, which is important in keeping critical path projects on schedule, the company said.

By eliminating high-risk lifting operations and safely handling critical components, the PMLS creates a minimal load handling environment. The platform was developed to accept any mobile material handling equipment, including fully loaded Self Propelled Modular Transporters (SPMT) with cargo in place. This approach eliminates the need for additional equipment and lifts to transfer the component from one system to another. Once the cargo is loaded on the platform, the computerized system controls the desired vertical travel distance based on the user's input.

Redundant safety limits have been incorporated into the system to eliminate travel beyond the required distance. When the desired elevation is reached, the mobile material handling equipment transfers the cargo from the platform to the adjoining structure for delivery. By

minimizing the number of load-handling evolutions, the PMLS mitigates high-risk activities.

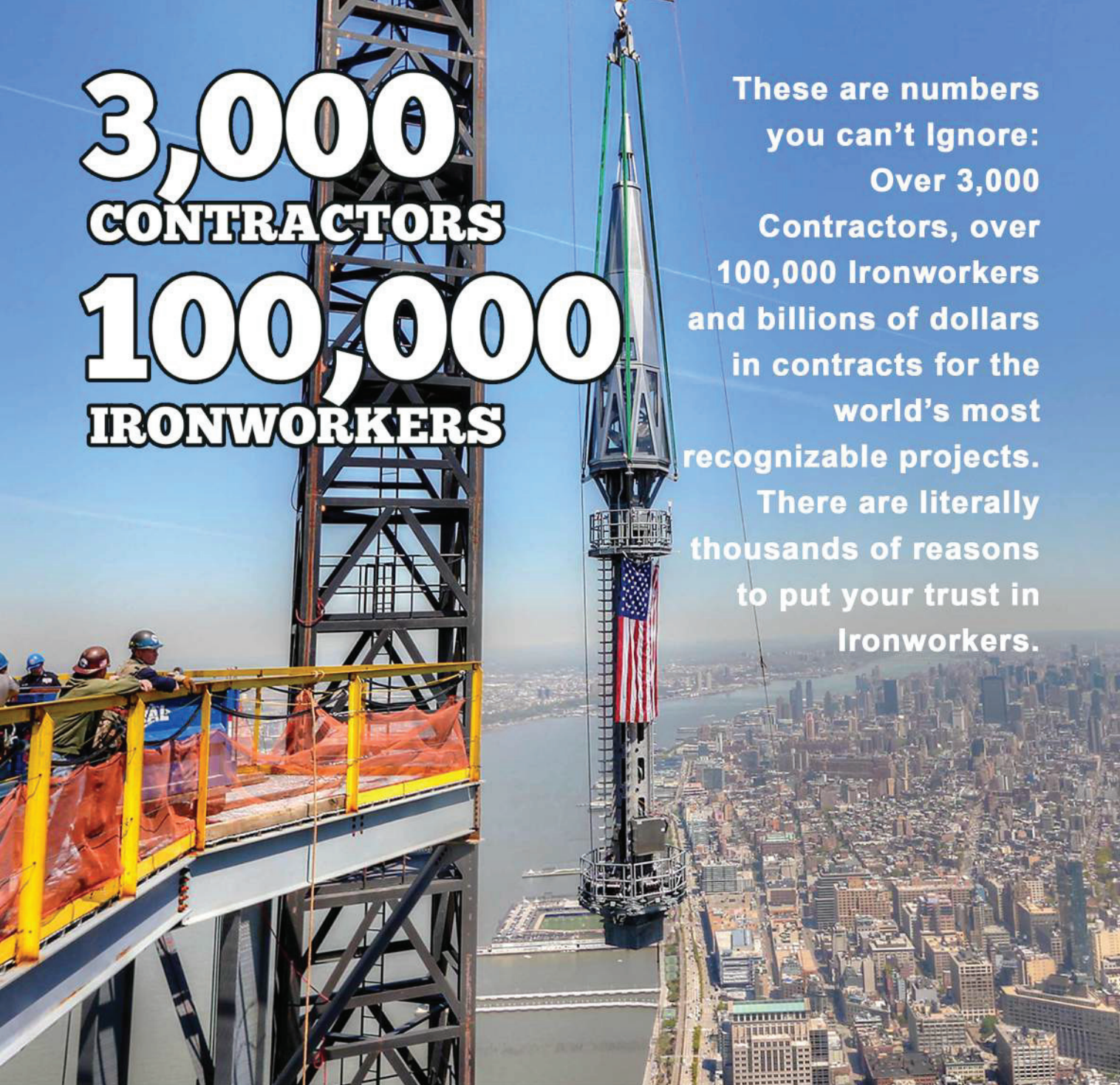
Engineered Rigging said the system is ideal for heavy rigging applications servicing the nuclear, aerospace, petrochemical, manufacturing, steel and other industries. The PMLS was recently utilized at a nuclear power generating station.

The PMLS complies with the applicable sections of some nine AISC, ASCE, ASME, ANSI and other standards. It was engineered, manufactured and load tested in the U.S. Demonstrations of its capabilities are available via video or at Engineered Rigging's facility in Russellville, AR.

To see a demonstration of the PMLS email info@engineeredrigging.com.

The self-locking PMLS provides synchronized lifting and positive mechanical engagement of the cargo and the platform. Performance is not affected by unbalanced loads.





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Scott Wilson has been working in the crane industry for most of his life, and he wouldn't have it any other way. **D. Ann Shiffler** reports

Scott Wilson is president of Crane Service Inc., based in Albuquerque, NM, and which now has 10 full-service branch locations and three crane companies – Crane Service Inc., Marks Crane & Rigging and United Crane & Rigging.



Straight talking

Scott Wilson got an early start in the crane business. At 17 he went to work for Empire Crane Service in Huntsville, AL. For 16 years he worked as a crane operator, truck driver, rigger and machinery mover. And then in 1998 he went to work for Barnhart in Decatur, AL. He started selling the services he used to perform.

"I was fortunate to work on really interesting projects with companies like Boeing, Lockheed Martin and the U.S. Space Alliance," he recalled. "One of the most interesting projects is still on the Barnhart website. We removed the solid rocket boosters off the Space Shuttle at the Space & Rocket Museum."

In 2003 he left Barnhart and went to work for a branch of Baldwins Crane in Memphis, TN. At the time, Baldwins had just bought Phillips Crane in Houston. Baldwins was the seventh largest crane company in the world, Wilson said. But within two years Baldwins Crane started closing branches and eventually closed their crane rental operation.

So he went back to work for Barnhart in Memphis as a project salesman.

"Alan Barnhart, Randy Lewis, Jeff Swanson and Jeff Latture were kind-hearted and allowed the prodigal son to return," said Wilson, citing Luke 15: 11-32, a parable in the Bible. "Randy Lewis was truthful and told me in the parking lot on my first day back that he didn't want me back, but that he would rather work with me than against me."

Wilson worked for Barnhart for seven more years, calling on refineries. In 2005, he was offered the opportunity to join Sterling Crane in Grand Junction, CO. After two years of managing that branch office, he was recruited to join Crane Service Inc. as president.

He was first introduced to the company in 2001 when he was in Albuquerque working on a project for Lockheed Martin at Sandia National Labs. At that time, Rick Sigel and Dick Dielhman were the owners of the company. When Crane Service was sold to ML Holdings in 2007, Sigel agreed to help the company search for a president to take his place so he could retire.

"Hopefully I'm here for as long as Robert Matz and Tom Logan allow me to say," he said. "I was very fortunate to join a great company with an extremely talented staff including Bob Warianka and others with a strong drive to be the best in the crane business. We started the adventure with two locations and one crane company (Crane Service Inc.). We now have 10 full-service branch locations and three crane companies – Crane Service Inc., Marks Crane & Rigging and United Crane & Rigging. As I tell my team in our safety meetings, this is the only business I know, and I don't have a Plan B, so we are going to do all we can to make this company successful."

At the SC&RA Annual Conference in April I chatted with Wilson and he agreed to do this interview. I think our readers will be interested in his perspective and thoughts about what's going on in the crane sector.

WHAT'S YOUR TAKE ON THE CRANE RENTAL MARKET IN 2015?

It seems like when you think you have the crane rental market somewhat figured out, it changes on you. The oil price downturn and lack of spending for the gasoline savings has been quite confusing. We really expected more spending and capital projects from non-oil related services, and that has not held true. We are still confident that 2015 will be an okay year, but not the year we expected. We thought we would see more road construction and bridge work, more chemical plant work. We are just not seeing the money from the lower oil prices being funneled back into the economy.

MERGER AND ACQUISITION ACTIVITY HAS BEEN UP OVER THE PAST COUPLE OF YEARS. WHAT DO YOU THINK IS FUELING THIS ACTIVITY?

I would have to say owners wanting to remove the risk and leave the business (cash in), instead of passing the business on to employees or family members and waiting on returns from the business.

We've met five or six owners, and most never really planned on doing this. It's the

companies that have built a team, these are the ones that bring the most value to the market. I think we will continue to see more of this. Many of these owners do want to take the chips off the table. They know an accident could happen at any time. They feel like they have more security with their money than continuing to be in the business.

The Northern Cranes and TNTs will continue to gobble up these companies. I think before this is over, we will see some big crane companies join together. There will always be a place for companies like ours who don't care to be owned by a big group. That's where we appeal to some owners of the smaller companies.

IS CRANE SERVICE INC. ACTIVELY LOOKING AT GROWING ITS BUSINESS THROUGH ACQUISITIONS?

Yes. I tell everyone who asks this question that we don't have an ego problem, and we don't want to rule the crane rental market. We just want to be smart and grow our business either organically or through strategic acquisitions. We really appeal to the business owner who wants to work directly with the people who will be

buying and operating their business in the future. We are able to work one-on-one with an owner and make a deal that works for the owner's staff/employees and is a good financial decision for the owner. We also like to grow organically with our own people and expand our branch network to better service our existing customers.

HOW DOES CRANE SERVICE INC. DISTINGUISH ITSELF IN THE MARKETS IT SERVES?

Safety, honesty in business practice and valuing our customers and our employees. Safety first, performing every project to the best of your ability and not taking short cuts. Honesty in business – quote projects fair, and bill what you quoted the customer.

Explain to the customer what you will do and what it will cost to do the work. We truly want to be a business partner with our customers and make us both very successful.

Our employees are our most valuable assets, and without them we would only be a bunch of equipment that couldn't perform a single project. I want to give a special thanks to all of our employees who



Wilson said the 'pride and joy' of the fleet is its Grove GMK 7550.

work hard every day without any fanfare or cheering crowds.

WHAT'S THE MOST IMPRESSIVE CRANE IN YOUR COMPANY'S FLEET?

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HOW DO YOU CHARACTERIZE THE USED CRANE MARKET RIGHT NOW?

You know it's really interesting right now to see what's happening in the used crane market. The larger crane companies are buying a lot of new cranes and selling off their older units. We tend to follow suit. We think that most of our clients prefer the newer cranes. However, the used crane market is a big arena. There seems to be a lot less activity, especially with the strong dollar. This seems to be hurting our requests from companies in Mexico and South America. Those markets have gone flat. There's a lot of used inventory in the U.S. market. That's great if you are in the market for a used crane but it's not as enjoyable if you are a seller, like we are. It's not terrible, but as I said, it's not an enjoyable market.

fleet would be our 550-ton Grove 7550. It's the pride and joy of our fleet and the largest mobile hydraulic crane we have. It kind of sets us apart and puts us in the big leagues when we bring it to a job. It's an

WHAT IS YOUR BUSINESS PHILOSOPHY?

Doing what you say you are going to do and doing it honestly. We see so many people out to take advantage. I tell our employees that we are going to be honest and profitable. We are honest with how we quote our machines. But we are not ashamed of running a profitable business. Today there is such a risk and reward. Crane companies are asked to take on so much risk, so I think it's fair for us to make a fair living. We want to be the vendor of choice for our customers. Our most enjoyable moment is when our customers are successful to their customers, when they shine for their customers.

WHAT DO YOU DO IN YOUR LEISURE TIME?

If you ask my wife, she will say I'm a self-confessed workaholic. I don't go to Workers Anonymous or anything. I hope when I get to heaven God will not say I did the wrong thing. I love spending time with my family. The family and I love to snow ski and we sneak off to ski when we can.

I like to run. My wife calls me Forest Gump. I love to run and I like to run by myself. But truly, when there's time, I want it to be with my family. ■

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Hal Lundgren reports on the construction of New York's Tappan Zee Bridge and the celebrated \$50 million Left Coast Lifter floating crane that was recently dispatched to the jobsite.

The Left Coast Lifter, now dubbed "I Lift NY," works on the Tappan Zee Bridge.



Barging in!

The Tappan Zee Bridge has spanned a wide point on the Hudson River for some 60 years, although it was only built to last 50 years. Inefficiency has been another negative for the aging span. Tappan Zee conveys traffic on only three lanes each way. About 140,000 vehicles join the traffic flow each week day. That's a squeeze, even for New York.

At last there's a solution. A massive new bridge will replace the venerable Tappan Zee. Scheduled for completion in 2018, the modern trestle will allow traffic to flow on 12 lanes. Two breakdown lanes bring the total width to 14 lanes. The \$4 billion undertaking makes it the largest bridge project in New York State history.

The need for a massive floating crane speaks well for the project's size. The celebrated \$50 million Left Coast Lifter was dispatched to do the heavy lifting on the project. The first big challenge was getting the floating crane to New York. After working on the San Francisco-Oakland Bay Bridge, the Left Coast Lifter, now referred to as the "I Lift NY," first cruised to Shanghai to be properly refitted. Upon returning from China, the New York journey began. Embarking from San Francisco in December 2014, the Lifter needed special poly wrapping to protect it from metal-damaging salty air. It tug-boated along the Pacific Coast and then protective padding was added before it made its way through the Panama Canal.

The crane arrived at the Tappan Zee work complex in late January. Equipped with a sophisticated control system needed for the Tappan Zee bridge work and rigged with a 328-foot boom, the giant crane performed its first lift on April 24. The

crane's specialty is lifting bridge sections that weigh as much as 1,100 tons. New York Governor Andrew Cuomo said the Left Coast Lifter will slice days from the project calendar and many dollars from the price tag.

Lots of cranes

On any day, 30 cranes might be on the project. According to project equipment manager Bob Hammond. On one day, 14 of 30 cranes were Manitowoc models.

Hammond joined the group from Watsonville, CA-based Granite Construction, one of four companies that comprise Tappan Zee Constructors (TZC). The alliance of contractors also includes Fluor Enterprises, American Bridge Company and Traylor Brothers, an engineering company.

Among the fleet of cranes working on the bridge is a Manitowoc 11000-1 crawler used for loading and unloading supplies from barges. Also, two Manitowoc 4600 Ringers are doing pile driving work, driving sheets, setting concrete and performing form work. A Manitowoc 14000 cleans piles and handles dig-out chores. A Manitowoc 999 uses a clam bucket to handle clean-out work for piles. A Manitowoc MLC165, a Manitowoc 3900 and a Manitowoc 4000W are also on-site.

The project relies on as many as 500 workers each day. There are close to 6,000 pieces of rigging equipment and 55 rigging crews that often lift from sunrise to sundown. Some crews toil seven days a week. Depending on project demands, crews also work two shifts.

New Jersey-based Hoffman Equipment provided the Manitowoc MLC165 and Manitowoc 11000-1. According

to Hammond, Hoffman has been instrumental in helping maintain the crane fleet and getting machines up and running.

Hoffman's Pasquale Tomasetti described the project as "very dynamic." He said companies supporting the project prepare to respond quickly to changes and

The new Tappan Zee's crossings foundations are lying parallel to the existing Tappan Zee Bridge.





The Manitowoc 11000-1 was chosen because of its versatility in setup. It was erected on a trestle, which has a steel platform with wood on top to support the crane.

demands as the effort moves forward. “The people building the bridge are on a very busy schedule,” Tomasetti said. “They’ve already chosen vendors who will support them.”

The 182-ton Manitowoc MLC165 is Hoffman’s newest compact crawler crane. It’s set with 177 feet of main boom, using a static list load chart configuration. The crane’s list and trim meter has come in especially handy, since it’s deployed on a barge. It’s floated into position before making lifts up to 20 tons at heights reaching approximately 90 feet.

“This size machine is a perfect match for the Tappan Zee application,” said Tomasetti. “It’s extremely versatile, too. Not only is it used as a barge-mounted crane for construction. It’s also performing maintenance and assistance duties for nearly all 30 cranes on the job site.”

Tappan Zee Constructors chose the 110-capacity Manitowoc 11000-1 because of its versatility in setup. The crane was erected on a trestle, which has a steel platform with wood on top to support the crane. It is loading and unloading supplies and it also serves as an accessory crane.

Most of its lifts range from 20 to 50 tons.

Safety is understandably constant. The Coast Guard maintains a safety zone near the project. To eliminate disruptive wakes from passing vessels, the USCG limits vessel speed to five knots – about six miles per hour.

Due to noise abatement for local residents, pile driving has been permitted for only between 8 a.m. and 4 p.m., and never more than 30 minutes out of an hour. Driving piles is forbidden on Saturday, Sundays and holidays.

After the contract signing in 2013, permanent construction got under way in October of that year. Cranes will still be on the job after 2018, the year of scheduled completion.

Construction parallels the existing Tappan Zee Bridge, aligning with the old bridge’s contours. When the new bridge opens, several of the cranes will stay on site to help demolish the old structure.

Tomasetti noted, “This project has gone well, and we’re pleased to be able to assist with it. When working on water, you can’t move anything around without a crane.”

To see a Left Coast Lifter video, visit: <https://youtu.be/HZaifmtg9GA>

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**Ness & Campbell's
Link-Belt HTC-3140.**

Truck crane fleets tend to be diverse and reliable.

John Skelly reports.

In-N-Out



Harrison Crane Service of southeast Florida is the definition of a truck crane taxi fleet. They own a variety of hydraulic mobile cranes including multiple Terex AC and Link-Belt HTC units. Their newest crane is a 100-ton Link-Belt HTC-86100. Less than a year old, they've run it almost every day of the week since they got it. Whether it's setting HVAC units or doing much more complex work, it's always got somewhere to be.

The backbone of their fleet, however, is the Link-Belt HTC-8670. With a 70-ton capacity, these machines work almost every day of the week and are versatile enough to cover jobs from 30-70 tons in a wide range of applications.

"We hope to hit as many jobs in a day as possible, but we do as well have some cranes on longer-term jobs," said David Harrison, owner, Harrison Crane Service.

Harrison just completed a short term job to remove a Miami Dade Fire Rescue helicopter from a helipad at the Aventura Hospital in Aventura, FL. To accomplish that specific job, they opted for their Terex AC 200-1.



The Terex AC 200-1 has a 240-ton capacity with 197 feet of main boom. At a radius of 80 feet and with 48,700 pounds of counterweight, it lifted the main rotor blades first, then the helicopter itself. Then it moved on to hoist an HVAC unit onto the Margaritaville Hotel in Hollywood, FL. Concurrently their Link-Belt HTC-86100 was flying steel on a construction job in southwest Miami Dade.

"We are most definitely a taxi fleet," said Harrison. "We have a need for a smaller crane in the 17-40 ton range and we continue to see a need for cranes larger than our 240-ton, so we'll be looking at adding to the fleet in both of those areas in the next year."

David Harrison and his brothers, Mike Jr. and Paul, are the fourth generation of the family to run Harrison Crane Service. Their great grandfather, Maurice R. Harrison (M.R. for short), founded the crane company in 1947 after his successful construction business (founded in 1926) saw a need to satisfy a growing demand for cranes.

"We take pride in our green and yellow cranes," said Harrison. "We take pride in a good-looking crane and a well-trained operator showing up to do a job safely and quickly. We're a union company (Local 487 Operating Engineers) and we treat each of our men as family. We've been lucky to have such good employees throughout the years, and that still today."

Harrison Crane's Terex AC 200-1 lifts a Miami Dade Fire Rescue helicopter off a hospital helipad.

On a larger scale is the truck crane fleet of Ness & Campbell in the Pacific Northwest. They own 88 truck cranes between their Seattle, WA and Portland, OR branches. Their newest are two 2014 Link-Belt HTC 3140s (140 ton). These are the truck cranes that see the most work in their area.

"Our work varies on a large scale," said John J. Anderson, executive vice president and general manager of Ness & Campbell Crane, Inc. "It can consist of HVAC, telecom, industrial, refinery maintenance, general contract, shipyard, tower crane erection, wind power and commercial construction."

Ness & Campbell is looking at purchasing an HTC 86100 in the near future as well.

Around the clock

The Grove series of truck cranes is well-represented throughout North America. Viant Crane of Superior, WI prefers the local product from Manitowoc. Originally a bare renter of rough terrain and crawler cranes, the company has seen its truck crane fleet double in the last few months alone. They now own a Grove TMS800E and two TMS9000E cranes among others.

"Our marketing efforts have taken us into the heavy industrial sector, including petrochemical, energy and paper," said David Lemke, president & chief operating officer, Viant Crane, LLC. "We use our fleet for both taxi and long-term projects in the upper Midwest. Our future purchase plans are always open as we continually review our needs."

>38



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Ness & Campbell's HTC-3140 removing a man lift.



Ada, OK-based True Steel, LLC is a crane rental and rigging company that also offers steel fabrication and erection services and much prefers truck cranes to boom trucks.

"They [boom trucks] get really weak charts, typically. I just don't have a reason for them," said Greg Perry, owner and president of True Steel. "I don't have much for anything less than 50 tons or without a 360 degree chart."

True Steel's truck crane fleet is composed of a Grove TMS700E, a TMS800E and a TMS9000E, ranging in capacity from 50-110 tons. They're used in a variety of applications including transformer moves, work at local rock quarries and hanging steel. They're particularly adept at hanging steel due to their speed and resistance to overheating, according to Perry, and they're cheap to transport.

Need for speed

"The 9000E is really quick, it travels at 60-65 mph," said Perry. "It's also a 24-hour crane. We don't have to stop at dark. It has a fantastic chart for big work and can do two-to-three jobs a day. I can't say enough good things about the 9000E."

It's been such an effective tool for him over the last 16 months he is planning on upgrading his five-year-old TMS700E to a TMS9000E.

"I'm a big fan of the 700E as well," said Perry. "That was my first crane and it's a fantastic crane. It charts very well and it's also extremely fast to set up. If I had to change anything it would be the suspension which would give you a more comfortable ride up and down the road, but that's it."

When asked why he sticks to the Grove brand, it was all about ROI for Perry.

"I think we choose Grove for the value," said Perry. "The technology is second-to-none. They produce a very good crane and they're continuously putting steel back into these things whereas a lot of competitors are making cranes so light they're becoming brittle."

Liebherr's three LTF truck-mounted telescopic cranes range in capacity from 93,500-132,300 pounds. The largest of the three is the LTF 1060-4.1 which boasts a maximum lifting height of 184 feet and a maximum radius of 158 feet.

According to Liebherr's website, their truck-mounted telescopic cranes represent economical alternatives in the taxi crane class.

"They can be driven on open roads with all equipment and are thus ready for immediate use on the building site. Cost-effectiveness is enhanced by low operating costs, as the design of a standard truck means low fuel consumption."

True Steel's TMS9000E hangs a 220-foot cell phone tower in Ada, OK.





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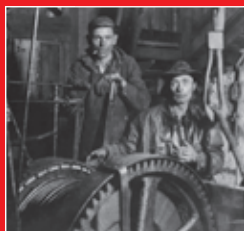
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AREAS OF OPERATION:

REGIONAL

51

NATIONAL

33

WORLDWIDE

16

NEWCOMERS

9

TO THE LIST



Maxim Crane Works is the No. 1 company on the 2015 ACT100. Shown are cranes from Maxim's fleet working on the US Bank Arena in Cincinnati, OH.

As we present our 10th annual **ACT100** list of crane-owning companies in North America, we've hit new highs in every category. The **ACT100** shows more branches and employees than last year and in the history of the list. Never has the **ACT100** logged so many crawler cranes and mobile cranes. Last year the capacity of the **ACT100** was just shy of 2 million U.S. tons at 1,918,442. This year the total capacity of the list is 2,153,751 U.S. tons.

The 2015 **ACT100** welcomes nine new companies to the list, with Custom

Truck and Equipment entering in at No. 25, Fagioli coming in at 47, Blue Hat Crane at 50, Guy M. Turner at 56, G.A. West at 78, A-Quick Pick Crane & Rigging at 84, L&L Construction at 89, Industrial Truck and Crane at 91 and Benchley Contracting and Rental at 92.

For the 10th time, Maxim Crane Works is our No. 1 company by far, with an ACT index of 438,089 U.S. tons. From last year to this year, Maxim also reported increases in every category except number of branches. Last year Maxim reported 32 branches and this year they reported 32 branch locations. In 2014, Maxim reported 2,300 employees and this year they employ 2,650 workers. This year Maxim reports 2,103 mobile cranes and 285 crawler cranes in its fleet as compared to 1,901 mobile cranes and 274 crawlers in 2014. The company's ACT Index is 438,089 in 2015, compared to 401,198 in 2014, an almost 37,000 ton gain. In the past 30 days, Maxim has announced the acquisition of two crane companies, Poindexter and Crane Rental Corp., which should give them a significant boost for our 2016 list. Merger and acquisition activity is higher than normal this year, so it will be interesting to see how this activity changes our **ACT100**.

No. 2 on the list is the All Erection family >42



PHOTO: Ness & Campbell Cranes

RANK 2015	RANK 2014	COMPANY NAME	HQ	BRANCHES	EMPLOYEES	SCOPE OF OPERATION	SENIOR CONTACT & TITLE
1	1	Maxim Crane Works	USA	32	2,650	Worldwide	Bryan Carlisle, CEO
2	2	ALL Erection & Crane Rental Corp. (Central, Dawes, Jeffers)	USA	37	1,500	National	Michael L. Liptak, President
3	5	Mammoet North America	USA	20	1,700	Worldwide	Jan Kleijn, CEO
4	3	Lampson International	USA	10	300	Worldwide	Bill Lampson, President
5	4	Essex Crane Rental Corp. (including Coast Crane)	USA	22	288	Worldwide	Nick Matthews, President/CEO
6	7	TNT Crane & Rigging	USA	38	1,500	Worldwide	Mike Appling, CEO
7	6	Bigge Crane and Rigging Co.	USA	13	550	National	Weston Settlemier, President/CEO
8	11	NCSG Crane and Heavy Haul Services Corp.	Canada	27	1,020	National	Ted Redmond, President/CEO
9	14	Barnhart Crane & Rigging	USA	35	1,100	National	Alan Barnhart, CEO
10	8	Deep South Crane & Rigging	USA	6	600	Worldwide	Mitch Landry, Vice President
11	9	AmQuip Crane Rental	USA	13	500	National	Al Bove, CEO
12	13	J.F. Lomma Inc.	USA	8	163	Worldwide	James Lomma, President
13	17	W.O. Grubb Inc.	USA	9	345	Regional	William O. Grubb, President
14	10	Guay Inc.	Canada	20	500	National	Jean-Marc Baronet, President
15	12	Buckner Heavy Lift Cranes	USA	4	400	National	Doug Williams, President/CEO
16	16	Bragg Crane Service	USA	13	600	Regional	Mike Roy, Executive Vice President
17	18	Sims Crane and Equipment Co.	USA	11	350	Regional	Dean Sims II, Vice President
18	15	Sarens North America	USA	10	311	Worldwide	Mike Hussey, Regional Director
19	23	Entrec Corporation	Canada	14	700	Worldwide	Alan Swagerman, Executive Vice President
20	19	Sterett Crane & Rigging	USA	6	92	Regional	Jonathan Spong, President
21	20	Scott-Macon Equipment	USA	10	190	Worldwide	Robert B. Dimmitt, Executive Vice President
22	25	M-L Holdings (Crane Service, Marks and United Crane & Rigging)	USA	10	299	National	Scott Wilson, President
23	21	Marco Crane & Rigging	USA	6	192	National	Dan Mardian, Jr., President
24	22	Imperial Crane Services	USA	5	250	National	B.J. Bohne, President/CEO
25	NEW	Custom Truck & Equipment LLC	USA	8	461	National	Fred Ross, President
26	26	Allegiance Crane & Equipment	USA	6	300	Regional	James Robertson, President
27	27	Crane Rental Corp.	USA	4	112	National	Alan Ashlock, President
28	29	H&E Equipment Services	USA	34	1,890	National	Cary Burr, Senior Vice President
29	28	Mountain Crane Service	USA	12	200	National	Lon Stam
30	24	The Walsh Group	USA	1	5,500	National	Judy Pellicano, Vice President, Equipment
31	30	Beyel Brothers Inc.*	USA	5	220	Regional	Joseph D. Beyel, President
32	31	Stevenson Crane Service Inc.*	USA	3	130	National	Donna Stevenson, President
33	32	Irving Equipment	Canada	14	155	National	Steven Dykeman, Director, Sales/Marketing
34	35	Ness & Campbell Crane Inc.	USA	8	220	Regional	Tony Steelman, President/CEO
35	43	Circle 8 Cranes	USA	6	235	Regional	Phillip Bryson, CEO
36	36	Kelley Equipment Company	USA	3	145	Regional	Daniel H. Gold, CEO
37	37	Dielco Crane Service*	USA	1	95	Regional	Richard Dieleman, President
38	38	Ring Power Crane*	USA	7	65	National	Dave Glass, Vice President/General Manager
39	34	Dozier Crane & Machinery Inc.	USA	3	40	Worldwide	Dozier Cook, President
40	39	The Cianbro Companies*	USA	6	5,000	National	George Bell, Vice President/Gen. Man. Equip.
41	41	Barcelona Equipment	USA	1	50	Regional	Bob Steiner, President
42	40	Mr. Crane/Inquipco	USA	3	130	Regional	Andy Steinberg, CEO
43	42	Laramie Enterprises Group*	USA	1	40	National	Gordon F. Laramie III, President

WEBSITE	MOBILE CRANES	CRAWLER CRANES	LARGEST CRANE	CAPACITY	ACT INDEX
www.maximcrane.com	2,103	285	Manitowoc 18000 w/Maxer	825	438,089
www.allcrane.com	2,006	370	Manitowoc 21000	1,000	179,251
www.mammoet.com	1,387	163	Mammoet PTC 200 DS	4,500	154,495
www.lampsoncrane.com	75	379	Lampson LTL-3000	3,000	123,968
www.essexrental.com	340	238	Manitowoc 888 Ringer	661	96,105
www.tntcrane.com	584	35	Liebherr LTM 1/200-9.1	1,300	73,302
www.bigge.com	479	122	Manitowoc MLC650 VPC MAX	772	71,792
www.ncsg.com	353	50	Liebherr LTM 11200	1,440	55,513
www.barnhartcrane.com	369	24	Terex Demag CC4000 RL	1,760	49,048
www.deepsouthcrane.com	208	22	TC-36000 VersaCrane	2,500	48,041
www.amquip.com	431	52	Terex CC3800	715	40,890
jflomainc.com	164	80	Manitowoc 18000 w/Maxer	826	39,253
www.wogrubb.com	232	53	Manitowoc Grove GMK 7550	550	38,736
www.gruesguay.com	428	26	Liebherr LTM 11200-9.1	1,500	37,773
www.bucknercompanies.com	15	71	Liebherr LR 11000/P1300	1,434	32,550
www.braggcrane.com	289	22	Manitowoc Grove GMK 7550	550	31,017
www.sims Crane.com	257	31	Kobelco SL6000	600	26,672
www.sarens.com	82	33	SGC-120	3,200	23,587
www.entrec.com	224	25	Liebherr LR 1750	825	23,517
www.sterettcrane.com	134	32	Terex CC 2800-1	660	23,238
www.smequipment.com	454	62	Terex AC140	170	23,104
www.mlholdingcranegroup.com	160	13	Grove GMK 7550 with Megawing	550	21,199
www.marcocrane.com	206	19	Manitowoc Grove GMK 7550 w/Megawing	550	20,890
www.imperialcrane.com	225	15	Liebherr LTM 1500-8.1	600	19,928
www.cte-equipment.com	463	12	Terex RT130	130	19,459
www.allegiancecrane.com	139	12	Liebherr LTM 1500	650	18,658
www.cranerental.com	66	45	Manitowoc 18000 w/Maxer	825	18,115
www.he-equipment.com	400	0	Manitowoc Grove RT 9150	150	17,145
www.mountaincrane.com	84	18	Liebherr LTM 1750	900	16,101
www.walshgroup.com	67	63	Manitowoc 4100 Ringer	300	13,925
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	102	17	Liebherr LR 1750	825	12,200
www.nessandcampbell.com	88	1	Liebherr LTM 1500-8.1	600	11,750
www.circle8services.com	75	0	Manitowoc Grove GMK 7550	550	11,445
www.kelleyequipment.com	43	31	Manitowoc 2250 w/Maxer	500	11,200
www.dielcocrane.com	71	12	Liebherr LR-1750	826	10,797
www.ringpowercrane.com	105	12	Manitowoc 16000	440	10,631
www.doziercrane.com	51	55	Terex HC-275	275	10,595
www.cianbro.com	76	46	Manitowoc 16000	440	10,516
www.barcelonaequipment.com	44	36	Tadano ATF 400G-6	450	10,332
www.mrcrane.com/inquipco.com	72	11	Manitowoc 2250 w/Maxer	550	10,294
www.laramiecrane.com	49	24	Terex Demag AC 1200	500	9,600

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Crane Selection

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RANK 2015	RANK 2014	COMPANY NAME	HQ	BRANCHES	EMPLOYEES	SCOPE OF OPERATION	SENIOR CONTACT & TITLE
44	57	Burkhalter Rigging	USA	5	200	Worldwide	Brooke Burkhalter, President
45	47	Northwest Crane Service	USA	6	93	National	Andy Hodges, President
46	46	Wagstaff Crane Service	USA	4	95	Regional	Jim Wagstaff/Ron Wagstaff, Owners
47	NEW	Fagioli Inc.	USA	18	50	Worldwide	Neil Gustafson, Business Development Manager
48	45	Digging and Rigging Inc.	USA	5	163	Regional	James Gregory, Sr, President
49	44	Southwest Industrial Rigging	USA	5	181	National	Mike Madge, General Manager
50	NEW	Blue Hat Crane	USA	1	35	Regional	Florian Rothbrust, Sr. Vice President
51	52	Transportes y Gruas Auriga SA de C.V.	Mexico	5	185	National	Jose Cano Perez, President
52	50	R.H. Marlin Inc.	USA	1	75	Regional	Joe Fox, Vice President
53	59	Wanzek Construction Inc.	USA	2	1,000	National	Rush Waite, Executive Vice President
54	49	Capital City Group	USA	5	120	Regional	Brian Gibson, President/CEO
55	56	Edwards Inc.	USA	5	425	Regional	Forrest Boone, Vice President
56	NEW	Guy M. Turner	USA	12	350	Worldwide	Jimmy D. Clark, PE President
57	53	Thackray Crane Rental	USA	4	135	Regional	Mark Thackray, Operations/Safety Director
58	54	Scott Powerline and Utility Equipment	USA	2		National	Tom Scott, Jr., President/CEO
59	55	CraneWorks Inc.	USA	3	107	Regional	Tom Yeilding, Vice President Operations
60	64	Big B Crane	USA	2	74	Regional	Daniel Basden, President
61	58	Chellino Crane Inc.	USA	1	85	National	Greg Chellino, President
62	62	Clark Rigging & Rental Corp.	USA	3	57	Regional	David F. Clark, President
63	63	Salerno Heavy Lift	Panama	2	75	National	Omar Salerno, General Manager
64	60	Kirby-Smith Machinery	USA	10	375	Regional	Ben Graham, Vice President
65	76	Viant Crane	USA	1	15	Regional	David Lemke, President/COO
66	61	Giuffre Bros. Cranes Inc.	USA	5	34	Worldwide	Todd Proctor, Branch Manager
67	65	Hill Crane Service*	USA	4	90	Regional	Richard H. Hill, President
68	70	Budrovich Contracting	USA	3	65	Regional	Eric Struckhoff, Senior Vice President
69	71	Ideal Crane Rental	USA	4	80	Regional	Robert Kalhagen, President
70	67	Alamo Crane Service Inc.	USA	2	75	Regional	Marvin Ohlenbusch, COO
71	68	Vic's Crane & Heavy Haul Inc.*	USA	2	80	Regional	Tim Harty, Operations Vice President
72	74	JPW Riggers	USA	1	100	National	Dave Schwalm, Executive Vice President
73	73	Deep South Crane Rentals*	USA	2	43	Regional	Jimmy White, Jr.
74	78	J J Curran Crane	USA	1	35	Regional	Larry Curran, President
75	75	Connelly Crane Rental Corp.*	USA	3	48	National	Michael Connelly, President
76	83	Alliance Riggers & Constructors	USA	1	60	Regional	Phillip H. Cordova, CEO/General Manager
77	77	Crane Service Company	USA	5	98	Regional	Brian Mazzella, Vice President
78	NEW	G.A. West & Co. Inc.	USA	3	885	National	Gary A. West, President
79	82	Crane Works Rentals	USA	2	5	National	Keith Ayers, CEO
80	85	AME Inc.	USA	4	140	Regional	Mike Davis, Vice President
81	72	Nixon-Egli Equipment Co.	USA	2	73	Regional	James Nixon, COO
82	84	Anglemyer Crane	USA	1	35	Regional	John Anglemyer, Secretary/Treasurer
83	86	LaGrange Crane Service	USA	1	30	Regional	Judith Mooncotch, President
84	NEW	A-Quick Pick Crane & Rigging	USA	1	40	Regional	George Schrade
85	81	I.B. Dickinson & Sons	USA	3	35	Regional	Donald Dickinson, President
86	89	Southern Crane	USA	3	37	National	Earl Johnson III, President
87	88	Taylor Crane & Rigging	USA	2	95	National	James C. Taylor, Jr., president
88	87	North Shore Crane*	USA	2	30	Regional	Tom Brown, President
89	NEW	L&L Construction Inc.	USA	1	36	Regional	Keith Schreier, Vice President

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WEBSITE	MOBILE CRANES	CRAWLER CRANES	LARGEST CRANE	CAPACITY	ACT INDEX
www.burkhalter.net	20	18	Liebherr LR 11350 w/P boom	2,000	9,250
www.northwestcraneservice.com	24	3	Liebherr LTM 1750 9.1	900	8,515
www.wagstaffcrane.com	62	0	Manitowoc Grove GMK 7550 w/Megawing 550		8,496
www.fagioli.com	12	5	LR 11350	1,350	8,300
www.digrig.com	59	0	Liebherr LTM 1750-9.1	900	8,227
www.swirusa.com	70	4	Manitowoc Grove GMK 7550	550	8,156
www.bluehatcrane.com	17	16	Manitowoc M 250 S II	300	7,238
www.auriga.mx	40	2	Manitowoc 18000 w/Maxer	1,200	7,137
www.rhmarlin.com	65	15	Manitowoc Grove GMK 7550	550	7,000
www.wanzek.com	25	16	Liebherr LTM 1500-8.1	600	6,706
www.ccggroup-inc.com	65	14	Manitowoc Grove GMK 7550	550	6,450
www.edwardsinc.com	85	0	Terex Demag AC 500-2	600	6,450
www.guyturner.com	58	3	Liebherr LTM 1400-7.1 w/Y Guide	500	6,339
www.thackraycrane.com	126	7	Liebherr LTM 1400/7.1	500	6,301
www.scottpowerline.com	175	95	Tadano Mantis GTC 1200	130	6,256
www.craneworks.com	136	1	Terex Demag AC-350	400	6,237
www.bigbcrane.com	29	24	Kobelco CK2500	250	6,165
www.chellinocrane.com	80	10	Kobelco SL6000 II	600	5,699
www.clarkrigging.com	59	4	Terex Demag AC500-2	600	5,673
salernoheavylift.com	26	2	Liebherr LTM 1800	1,000	5,632
www.kirby-smith.com	109	2	Manitowoc Grove RT 9130E	130	5,303
www.viantcrane.com	34	11	Manitowoc MLC300 with VPC MAX	400	5,202
www.giuffre.com	212	0	Liebherr LTM 1090/2	110	5,022
www.hillcraneservice.com	45	0	Liebherr LTM 1400-7.1	500	4,900
www.budrovich.com	47	5	Manitowoc Grove GMK 7550 w/megawing 550		4,844
www.idealcranerental.com	65	2	Manitowoc Grove GMK 6350	350	4,646
www.alamocrane.com	38	1	Liebherr LTM 1400-7.1	500	4,571
www.vicscrane.com/	40	4	Terex Demag CC2500-1	550	4,520
www.jpwcompanies.com	32	5	Terex Demag AC 500-2	600	4,175
www.deepsouthcranes.com	45	2	Terex Demag AC 500-2	600	3,996
www.jjcurran.com	50	0	Manitowoc Grove GMK 6400	450	3,900
www.connellycrane.com	45	8	Liebherr LTM 1300-1	360	3,761
www.allianceriggers.com	29	6	Liebherr LR1300	330	3,600
www.craneserviceco.com	26	2	Manitowoc Grove GMK 7550	550	3,310
www.gawest.com	22	9	Manitowoc 16000 w/Maxer	440	3,088
www.crane-works.com	70	0	Terex T780	80	2,930
www.ameonline.com	29	0	Manitowoc Grove GMK 7550	550	2,514
www.nixon-egli.com	27	2	Link-Belt 218 HSL	150	2,421
www.anglemeyercrane.com	27	1	Manitowoc Grove GMK 6350	350	2,150
www.lagrangecrane.com	19	0	Manitowoc Grove GMK 7550	550	2,105
aquickpickcrane.com	26	1	Manitowoc Grove GMK 5275	275	1,861
www.ibdickinson.com	15	0	Terex AC250-1	300	1,786
www.southern-crane.com	16	0	Liebherr LTM 1200-5.1	220	1,567
www.taylorcrane.com	18	2	Liebherr LTM 1220-5.2	265	1,554
www.northshorecraney.com	28	0	Liebherr LTM 1200	240	1,400
www.landlconstructioninc.net	10	3	Tadano ATF 220G-5	250	1,251

*ACT estimates

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RANK 2015	RANK 2014	COMPANY NAME	HQ	BRANCHES	EMPLOYEES	SCOPE OF OPERATION	SENIOR CONTACT & TITLE
90	90	Mansfield Crane Service Corp.	USA	1	20	Regional	Trapper Wyman, President
91	NEW	Industrial Truck & Crane Inc.	USA	1	20	Regional	Raymond Graff, president
92	NEW	Benchley Contracting & Rental Corp.	USA	2	15	Regional	Andrew Benchley/Brian Benchley
93	93	Limehouse & Sons Cranes Inc.*	USA	1	55	Regional	James. L. Limehouse
94	91	Jcrane	USA	1	20	Regional	Jack Stull, President
95	99	Waggoner Equipment Rental	USA	1	15	Regional	Alana Yount, Operations Manager
96	95	Runnion Equipment Company*	USA	2	26	Regional	Patrick Runnion, President
97	96	Southwestern Industrial Contractors & Riggers*	USA	1	78	Worldwide	Bill Fiske, President
98	98	PSC Crane & Rigging Inc.	USA	4	135	National	Randy Sever, Executive Vice President
99	97	Zartman Industrial Services	USA	1	120	Regional	Dean Paul, Vice President Operations
100	100	Dura Crane	USA	1	10	Regional	Gregg Duralia, President

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PHOTO: Dura Crane

of companies posting an index of 179,251 U.S. tons. Mammoet USA leapt this year to No. 3 with an index of 154,495. Lampson International and Essex Rental Corp. round out the top five with indexes of 123,968 and 96,105 respectively.

Interestingly, the top five companies showed mixed growth. ALL Erection and Essex Rental showed slight decreases in their **ACT** Index while Maxim, Mammoet and Lampson showed gains.

As mentioned, the wave of mergers and acquisitions has changed the look of the **ACT100**. Three to four long-time mainstays on the list have been gobbled up by the likes of NCSG Crane & Heavy Haul, TNT Crane & Rigging and Barnhart, to name a few, over the past few years.

The biggeste gainers

Gainers of more than two spots include Waggoner Equipment Rental, Jcrane, Southern Crane, LaGrange Crane, Anglemeyer, Crane Works Rentals, Circle 8 Cranes, Burkhalter Rigging, Northwest Crane Service, Viant Crane, Ideal Crane Rental, JPW Riggers, Alliance Riggers & Constructors and Southern Crane.

Barnhart, NCSG Crane & Heavy Haul, Entrec and M-L Holdings were among the biggest gainers, all moving up at least three spots. No companies made substantial drops in 2015.

The largest crawler crane fleet in North America still belongs to Lampson International with 379 of these heavy lifters. The company with the largest

Largest crawler fleets

RANK	COMPANY NAME	WEBSITE	CRAWLER FLEET
4	Lampson International	www.lampsoncrane.com	379
2	ALL Erection & Crane Rental Corp. (Central, Dawes, Jeffers)	www.allcrane.com	370
1	Maxim Crane Works	www.maximcrane.com	285
5	Essex Crane Rental Corp. (including Coast Crane)	www.essexrental.com	238
3	Mammoet North America	www.mammoet.com	163
7	Bigge Crane and Rigging Co.	www.bigge.com	122
58	Scott Powerline and Utility Equipment	www.scottpowerline.com	95
12	J.F. Lomma Inc.	jflommainc.com	80
15	Buckner Heavy Lift Cranes	www.bucknercompanies.com	71
30	The Walsh Group	www.walshgroup.com	63

Largest mobile fleets

RANK	COMPANY NAME	WEBSITE	MOBILE FLEET
1	Maxim Crane Works	www.maximcrane.com	2,103
2	ALL Erection & Crane Rental Corp. (Central, Dawes, Jeffers)	www.allcrane.com	2,006
3	Mammoet North America	www.mammoet.com	1,387
6	TNT Crane & Rigging	www.tntcrane.com	584
7	Bigge Crane and Rigging Co.	www.bigge.com	479
25	Custom Truck & Equipment LLC	www.cte-equipment.com	463
21	Scott-Macon Equipment	www.smequipment.com	454
11	AmQuip Crane Rental	www.amquip.com	431
14	Guay Inc.	www.gruesguay.com	428
28	H&E Equipment Services	www.he-equipment.com	400



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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.itccrane.com	7	0	Manitowoc Grove GMK 6350	350	1,065
www.benchleycrane.com	12	0	Liebherr LTM 1350-6.1	400	993
www.limehousesons.com	11	0	Manitowoc Grove GMK 5210	210	927
www.jcrane.com	9	0	Manitowoc Grove GMK 5275	275	894
waggonerequipment.com	21	0	Link-Belt RTC 80100	100	784.5
www.runnionequipment.com	49	0	Manitex 5096 S	50	763
www.southwesternindustrial.com	10	0	Lorain MC 1650	165	757
www.pscind.com	11	0	Manitowoc Grove 5165	165	750
www.zartman.com	11	0	Manitowoc Grove GMK 5225	225	747
duracrane.com	6	0	Manitowoc Grove GMK 5275	275	525

*ACT estimates

mobile crane fleet is Maxim, with 2,103 mobile cranes, followed by ALL Erection with 2,006 mobile cranes in its fleet.

The largest crane on the **ACT100** is Mammoet's 4,500-ton capacity PTC 200 DS. Other heavy lift cranes are the 3,200-ton capacity Sarens SGC-120, the 3,000-ton capacity Lampson LTL-3000 and the 2,500-ton TC-36000 Versa Crane owned by Deep South Crane & Rigging.

Our methodology

Developing a credible list of North America's largest crane-owning companies is 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 it 10 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 entries, we didn't necessarily get updated information and instead relied on an estimate formula

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Top 20 by employees

RANK	COMPANY NAME	HQ	EMPLOYEES	SCOPE OF OPERATION	WEBSITE
30	The Walsh Group	USA	5,500	National	www.walshgroup.com
40	The Cianbro Companies*	USA	5,000	National	www.cianbro.com
1	Maxim Crane Works	USA	2,650	Worldwide	www.maximcrane.com
28	H&E Equipment Services	USA	1,890	National	www.he-equipment.com
3	Mammoet North America	USA	1,700	Worldwide	www.mammoet.com
2	ALL Erection & Crane Rental Corp. (Central, Dawes, Jeffers)	USA	1,500	National	www.allcrane.com
6	TNT Crane & Rigging	USA	1,500	National	www.tntcrane.com
9	Barnhart Crane & Rigging	USA	1,100	National	www.barnhartcrane.com
8	NCSG Crane and Heavy Haul Services Corp.	Canada	1,020	National	www.ncsg.com
53	Wanzek Construction Inc.	USA	1,000	National	www.wanzek.com
19	Entrec Corporation	Canada	700	Worldwide	www.entrec.com
10	Deep South Crane & Rigging	USA	600	Worldwide	www.deepsouthcrane.com
16	Bragg Crane Service	USA	600	Regional	www.braggcrane.com
7	Bigge Crane and Rigging Co.	USA	550	National	www.bigge.com
11	AmQuip Crane Rental	USA	500	National	www.amquip.com
14	Guay Inc.	Canada	500	National	www.gruesguay.com
25	Custom Truck & Equipment LLC	USA	461	National	www.cte-equipment.com
55	Edwards Inc.	USA	425	Regional	www.edwardsinc.com
15	Buckner Heavy Lift Cranes	USA	400	National	www.bucknercompanies.com
64	Kirby-Smith Machinery	USA	375	Regional	www.kirby-smith.com

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Top 10 largest cranes

RANK	COMPANY NAME	LARGEST CRANE	CAPACITY
3	Mammoet North America	Mammoet PTC 200 DS	4,500
18	Sarens North America	SGC-120	3,200
4	Lampson International	Lampson LTL-3000	3,000
10	Deep South Crane & Rigging	TC-36000 VersaCrane	2,500
44	Burkhalter Rigging	Liebherr LR 11350 w/P boom	2,000
9	Barnhart Crane & Rigging	Terex Demag CC4000 RL	1,760
14	Guay Inc.	Liebherr LTM 11200-9.1	1,500
8	NCSG Crane and Heavy Haul Services Corp.	Liebherr LTM 11200	1,440
15	Buckner Heavy Lift Cranes	Liebherr LR 11000/P1300	1,434
47	Fagioli Inc.	LR 11350	1,350

based on data obtained last year and through other sources. All of these companies were contacted and given the opportunity to supply fleet information and related data. Because the vast majority of crane-owning companies are privately

held, it can be difficult to obtain and verify figures. We do approach independent industry sources for assistance and use web resources and other research.

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 ensure the accuracy of the information provided but **ACT** and its editors take no responsibility

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**; in the December issue is the **ACTTRANSPORT50** and in the March issue is the **ACTSPECIALIZED LIFTING50**. If you would like to participate in any or all these lists please email: D. Ann Shiffler, editor, at d.annshiffler@khl.com or John Skelly, assistant editor, at john.skelly@khl.com.

for errors, omissions or inaccuracies. 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. ■

ACT100 2016

Submit information for the 2016 **ACT100** by emailing d.annshiffler@khl.com or john.skelly@khl.com.

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Hal Lundgren discusses current initiatives to create a pilot car training and certification program.

Debating pilot car certification



A section of the Skagit River Bridge collapsed when an oversized load struck sway braces. The NTSB reported that pilot car driver distraction was part of the cause.

It ended in seconds. An oversized load approached Interstate 5's Skagit River Bridge about 30 miles north of Seattle. A pilot car with a height pole attached escorted the load onto the bridge.

Due to what the National Transportation Safety Board described as a series of errors, the load struck several arched sway braces. A bridge section collapsed. Two other vehicles carrying three people plunged into the Skagit River. No one was seriously injured.

The aftermath of that 2013 mishap endures today. The state began replacing the collapsed section of Washington's busiest Canada-Oregon highway connection. Examination and assessment continued during the bridge repair.

The NTSB reported that pilot car driver distraction was part of the cause. The driver had been involved in a hands-free cell phone call. Insufficient route planning and inadequate permitting were also listed as causes. That NTSB opinion rekindled an often-heard debate over inconsistency in pilot car training and certification, as well as variance in state pilot car rules. Though dialogue on that subject is heavy, follow-through has been less forceful. Thirty-eight states have no firm standards on pilot-car training and certification. The 12 states that require training and certification have scant consistency in programs and rules.

Asked about advantages of national pilot car training and certification, the U.S. Department of Transportation's Nancy Singer said, "Pilot car escorts play a critical role in ensuring that oversize and overweight loads reach their destinations in a safe and efficient manner."

To build on that safety and efficiency, Singer cites ongoing efforts "to encourage additional states to adopt a certification program."

"Those efforts will research and

develop training materials and support harmonization among states through development of a national certification program framework escorting loads on oversize and overweight permits," Singer said. "Efforts to standardize pilot car training and certification are intended to improve safety for the pilot car driver and other highway users while contributing to infrastructure preservation."

Singer anticipates an eventual "national framework for integrating pilot car

The Skagit Bridge accident raised awareness about the need for harmonization in pilot car safety as well as a potential national pilot car certification program.



training materials into a national pilot car escort certification program or process. A business case will be developed that identifies costs, benefits and strategies to encourage stakeholder participation in that national certification program or process.”

Unified approach

AASHTO works toward that harmonization. AASHTO, which is the acronym for the American Association of State and Highway Transportation Officials, is a non-partisan organization of state and national transportation people, state officials, law enforcement and advocacy groups. It represents the 50 states, D.C. and Puerto Rico.

With AASHTO, SC&RA offers input to the committee exploring pilot car training and certification. The group includes the Federal Highway Administration, the Commercial Vehicle Safety Alliance, the American Association of Motor Vehicle Administrators, the pilot car industry, the Manufactured Housing Institute, Owner/Operator Independent Driver's Association and the insurance industry.

Nicholas Owens, a senior transportation planner for Leidos is the consulting team's manager for the FHWA-funded project. He describes the committee focus as “updating a model for certification framework. We have a very good study going.”

Owens asserts that the best word for the committee's purpose might be harmonization.

“We want to promote harmonized training and certification, not standardize

them, throughout the states,” he said. “There's a clear need for harmonization to enhance safe operations. How do we do that? Well, there are lots of variations on the theme of arriving at harmonization.”

Owens said the committee is not looking into a troubled business segment.

“Oversize and overweight transportation has a very good history,” he said. “This is a business with an excellent safety record. But here's what we look at. When there is an incident, it tends to be a very big one. That's what everyone wants to prevent.”

Reaching harmonization will be no heavy-handed exercise.

“We won't be intrusive,” Owens

“ SC&RA is pleased to have been selected by FHWA to be a part of this critical pilot car harmonization project. It affects a large portion of our membership.”



Steven Todd, vice president, SC&RA



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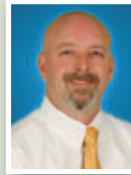
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“Without harmonization, things can get very complicated as drivers go from one state to the next and face changes they might not expect.”



**Rob Simon, vice president, heavy haul,
Bennett Motor Express**

promised. “We won’t impose anybody’s will on anybody else. We won’t be telling people, ‘Here’s what you need to do.’ There will be no conclusions like that. We won’t be dictating. We won’t be that authoritative. The intent is not to be intrusive and establish a mandate. The project will develop suggested guidelines, not dictate how things should be done. What we do will be more like ballet steps that lead to important guidelines in the harmonization process. The guidelines will be up-to-date and ready for any company to use.”

About halfway through an 18-month initiative, Owens said the group’s singular goal might be “moving businesses forward. We want to improve the quality of drivers, and that has been needed for a long time.”

Rob Simon, vice president, heavy haul, Bennett Motor Express, loves the “harmonization” theme.

Bennett’s Georgia operation serves the 48 continental states with 220 heavy-haul vehicles. Many deliver oversize, overweight loads that require pilot cars/escorts.

“Without harmonization, a driver could have one pilot car escort,” Simon said. “The driver crosses a state line and is required to have two escort cars in the next state. Or the driver could have two escorts and have to drop one when entering the next state.”

Simon pointed to many opportunities for costly time delays. Time gets wasted if there’s disconnection on adding or dropping an escort vehicle. Delays also present problems, such as unexpectedly trying to find a place to park an overweight or oversize load while awaiting a pilot car’s arrival.

“We know there’s a shortage of

those parking spaces,” he said. “I took certification training with some of our drivers. My certification is for Utah. If I were ever to haul to New York, my certification would be no good there. Without harmonization, things can get very complicated as drivers go from one state to the next and face changes they might not expect.”

At what cost?

Owens thinks the Skagit Bridge accident raised awareness about the need for harmonization efforts.

“It made people more aware of the potential for problems,” he said. “It was a high-profile event that prompted more steps toward improvement.”

Some might consider cost a deterrent to harmonization efforts. More training, more people to train and more teaching materials would seem to mean more costs, which could be a burden to small pilot car companies.

To the contrary, Owens suggested that harmonization and improving safe operations will be viewed as good business.

“The unified approach to improve safety will be viewed, I hope, as a significant improvement more than an additional cost,” he said. “I would expect markets to correct any concern over cost increases,” such as with lower insurance rates.”

SC&RA Vice President Steven Todd is engaged in the pilot car harmonization process.

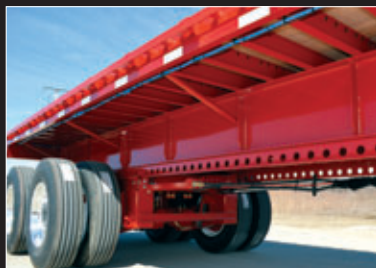
“SC&RA is pleased to have been selected by FHWA to be a part of this critical project,” Todd said. “It affects a large portion of our membership.”

Todd said the organization hopes the project will result in:

- Enhanced training curriculum through the revised Pilot Car Best Practices
- An increase in the number of states employing the ‘Best Practices’ document as a foundation both to implement and harmonize with other states
- Improved communication between various stakeholders, including pilot car operators, specialized carriers, law enforcement, state and federal agencies, insurance companies and others
- Establish a foundation for nationally recognized and endorsed training and certification, resulting in an improved safety environment for all users of our nation’s highways.



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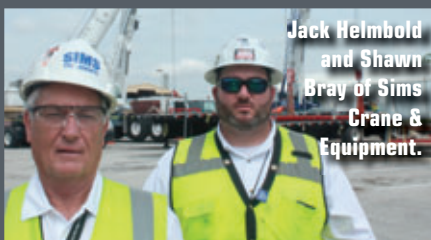
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A Cinderella story

Sims Crane & Equipment of Tampa, FL lends a hand in making the magic happen at the Magic Kingdom. **John Skelly** reports.



Jack Helmbold and Shawn Bray of Sims Crane & Equipment.

It's been widely reported that there is a lot more to the Disneyland and the Magic Kingdom at Walt Disney World Resort than meets the eye. Between exclusive restaurants and clubs, hidden Mickeys and overly intricate period-specific details you'd never think to ponder (seriously, just Google it), the Disney Imagineers and park designers put a ton of effort into their magical world.

Not everything is hidden in plain sight, however. Some magical touches happen under the cloak of night in an empty park. The Disney World guests might be confused if they hung a left out of Tomorrowland only to find Cinderella's castle cast in the shadow of a Tadano ATF 110G-5. Pretty sure state-of-the-art all terrain cranes weren't a period-specific detail of a friendlier, more colorful time.

ABOUT THE PHOTOGRAPHER



Photos taken by **Robert Dimmitt**. Dimmitt, executive vice president of Houston-based Scott-Macon Equipment, is an accomplished photographer who enjoys taking photos of cranes.



Princess is in another castle

I had the pleasure of frolicking through Disneyland in Anaheim, CA after-hours during my high-school Grad Night. Just me and 10,000 other 18-year-old kids from around the Los Angeles area who thought for once the lines were actually going to be short. We were mistaken.

There were no ATs to be seen during that visit, but I did learn a few things:

- The original Disneyland in California is home to Sleeping Beauty Castle. Cinderella Castle, the subject of this article, is the focal point of the Magic Kingdom in Florida. Tokyo Disneyland also uses Cinderella castle as the main attraction. The chief designer of the castle, Herbert Ryman, designed both Cinderella Castle and Sleeping Beauty Castle.
- Cinderella Castle was modeled after a handful of real and fictional places, including the Palace of Fontainebleau southeast of Paris, France, and Neuschwanstein Castle in southwest Bavaria, Germany. It was completed in July of 1971 after 18 months of construction. It is 189 feet tall, 100 feet taller than Sleeping Beauty Castle, and an optical illusion called "forced perspective" makes it seem even larger than it really is. As it gets taller, its proportions get smaller.
- No bricks were used in the construction. The inner structure is actually made out of 600 tons of steel-braced frame construction, and a 10-inch-thick reinforced concrete wall encircles the structure to the full height of the outermost stone-like walls. All of the steel and concrete works are supported on a concrete drilled caisson foundation.

Note: Some facts from Wikipedia



Construction on Cinderella Castle took 18 months and was completed in 1971.

When it comes to decoration on the down low, the Walt Disney World Resort relies on Sims Crane & Equipment of Tampa, FL. Sim's has been involved in Disney's seasonal decorating for some 30 years. Sims Sales Representative Jack Helmbold was one of the first operators working at Epcot Center driving pilings in 1978. Helmbold retires later this year and will be succeeded by Shawn Bray.

For about three weeks leading up to Christmas, Sims drives their ATs into the Magic Kingdom every night after close and gets them out every morning to decorate the park's Main Street U.S.A.

"Sims assists with the lights on Cinderella Castle," said Dean Sims II, vice president of marketing, Sims Crane & Equipment. "Sims does all the large 20-foot-wide wreaths displayed at the hotels and the large Christmas trees at the entrances. Each tree has a 35-foot diameter base that must be picked-and-carried."

To decorate Cinderella's castle, Sims uses their 2014 Tadano ATF 110G-5 to lift man baskets from which their workers hang light curtains on the spires and towers.

"The Tadano ATF 110G-5 has a maximum lifting height of 282 feet and 110-ton capacity," said Sims II. "For the castle, we only use about 240 feet to reach the upper towers. The ATF machines are great for moving around the park where turning constraints are often congested due to flowerbeds and other features."

Sims Crane & Equipment has the largest fleet of Tadano ATF cranes in North America. "Much of Sims Crane's success is because Tadano products offer the lowest owning and operating costs and longest service life of any cranes on the market today," said Jay Shiffler, executive vice president, marketing and customer service, Tadano America.

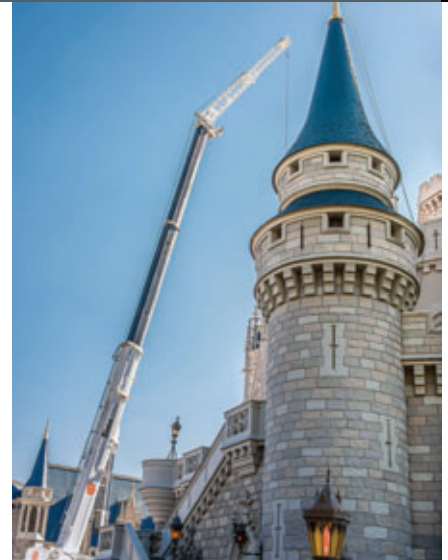
Sims II said, "Tadano offers superior safety, quality and efficiency. In my discussions with Koichi Tadano (president & CEO, Tadano), these are the core values that drive their product development, and at Sims, Tadano has proven to be a trusted partner for providing the availability, safety and reliability our clients expect when they rent a Sims Crane."

Sims also dispatches cranes to decorate for Disney's Spring Flower Festival and the Fall Food and Wine Festival at Epcot Center. It's always an ambitious task and routine that Sims has perfected over the years.

"All I can say is that time is a critical factor. Most jobs occur in windows of less than 6 hours," said Sims II. "We did a job

a few years ago that involved moving our Grove GMK 7550 onto the Midway three nights in a row. Each night the crane had to be set up and broken down between 12 a.m. and 7 a.m. so the park could open on time. It's all about preserving the magic for the guests. Every project requires total cooperation between Imagineers, safety and security, Sims Crane and local contractors. Our experience with park facilities and total understanding of park operations has made Sims Crane the No. 1 choice."

Workers removed light curtains on the spires and towers of the castle from man baskets lifted by a Tadano ATF110G-5.



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SC&RA



YEAR REPORT

A decade of achievements:

2005-2015



The origin story of *American Cranes & Transport* as described by two lead members of the team responsible for its inception. **D. Ann Shiffler & John Skelly** report.



The ACT story

The month of June marks the 10th anniversary of *American Cranes & Transport* magazine.

Over the course of the last decade, the magazine has been fortunate to retain much of the same staff and all of the management team members who first had the idea to launch the magazine. Specialized Carriers & Rigging Association Executive Vice President Joel Dandrea and KHL Group Publisher Trevor Pease have been there every step of the way.

As an introduction to SC&RA's 10-year anniversary special section, we take a look back at *ACT*'s humble beginnings in 2005 with a short question and answer session with Dandrea and Pease.

HOW WAS THE IDEA HATCHED FOR A NORTH AMERICA-CENTRIC CRANE AND SPECIALIZED TRANSPORT MAGAZINE?



Dandrea: Going back probably 11-and-a-half years ago, James King, Trevor Pease and I were sitting in a conference room at the SC&RA offices. We

were talking about *International Cranes & Specialized Transport* and the general direction for the magazine and SC&RA's partnership with KHL Group. We identified that there was an opportunity for a quality North American publication – something we collectively could put our name on.



Pease: During one of our visits to SC&RA to discuss *International Cranes & Specialized Transport*, James King and I had a conversation with Joel

[Dandrea] about the potential for a domestic crane magazine. Joel took to the idea and became very instrumental in giving it the speed to take off. The working title of the magazine was *American Cranes*, then Joel came up with *American Cranes & Transport*.

WHAT WAS THE MOST DIFFICULT ASPECT OF GETTING THE MAGAZINE STARTED?

Dandrea: The content end of it, for us, was a little bit of an immediate challenge. How will this get set up and how will we feed the process to assure we have good content every month and to make sure the overall quality of the publication stands up to our expectation? Through the regular communications with the SC&RA Board and active committees, it became clear that our members would be interested in supporting the magazine.

Pease: Our initial difficulty was in Americanizing the product. As a U.K. media company, KHL's experience was in printing European style and size magazines. The success of an American magazine depended on it being inherently American in size, shape and language and printed and distributed in America. We had to change a lot of our s's to z's. Getting D. Ann Shiffler on board to be the editor was also extremely important.

HOW DID THE INDUSTRY RESPOND TO THE MAGAZINE?

Dandrea: The response was very positive from the get go and it got only better as we progressed. We found member feedback and input and interest was very high. *ACT* became an effective vehicle for our members to convey news and information and interesting stories to the industry. We saw *ACT* as a very good tool to help promote membership, events and inform the industry of what SC&RA was doing from an advocacy standpoint.

Pease: The industry responded very favorably to the magazine, qualifying our early assumptions and instincts to get into the market. The impact was felt immediately by SC&RA members and non-members alike due to our independent editorial practice and wide breadth of coverage. The first issue was 76 pages and included 50 advertisers.

WHEN DO YOU THINK ACT HIT ITS GROOVE?

Dandrea: I'm pleased to say it established

credibility and was recognized as being high quality within the first few months. In terms of when it hit its groove, it took a year or two to really establish a good balance between crane and rigging and specialized transport content. It hit a very healthy stride and became a well-balanced publication in the industry from the standpoint of content, news and coverage of all aspects of our industry.

Pease: The magazine launch was phenomenal and it was successful very early on, but I think the most noteworthy moment was when we changed the masthead from *American Cranes & Transport* to simply *ACT*. We were curious to see how the industry would respond because we knew many readers already referred to it as *ACT*. When we did make the switch, it turned out to be seamless. That reinforced how strong the magazine was in the market to us.

OVER THE PAST 10 YEARS, THERE'S BEEN A MARKED DECREASE IN THE NUMBER OF PRINTED TRADE MAGAZINES. WHY DOES THIS INDUSTRY IN PARTICULAR CONTINUE TO SUPPORT AN INDUSTRY MAGAZINE? WHY DO YOU THINK ACT CONTINUES TO GROW IN READERSHIP AND PAGES?

Dandrea: The quality of the magazine and the fact people like to pick up a paper publication. So much has gone to the digital format but according to the feedback of our members, a lot of people still like to pick up and read a publication. People see it as an effective tool to stay abreast of industry and association news. The design and layout make it read well.

Pease: It's quite clear there is an overwhelming amount of information out there, especially in our industry. With the advent of the Internet, it's easy to get caught up in it, but *ACT* has risen above the chatter. It's become the boardroom publication of the industry. These people are used to touching and seeing quality products right in front of them, their magazine is no different. ■

SC&RA has reached many milestones and achieved many goals over the last 10 years. **Mike Chalmers** reports.

10 years at a glance

And indeed a lot has happened within SC&RA since *ACT* magazine first rolled off the press in 2005. Let's take a look at some of the highlights of the last ten years.

2005

Improving communication tools was a primary focus of 2005 for SC&RA, and nothing represented the Association's commitment to this purpose more than the establishment, in June of that year, of the very magazine you're reading, *American Cranes & Transport (ACT)*.

The goal of *ACT* from the start was to focus on the professionalism of SC&RA, as well as the industry it serves, and ten years later, *ACT*'s comprehensive value speaks for itself. Published in partnership with KHL Group, *ACT* magazine reached 15,000 targeted readers across North America by the end of 2005 – greatly enhancing SC&RA's visibility and credibility. As a result, SC&RA closed the year with a record 1,137 members.

Showcasing a truly inspiring year for

(2005 STS PICTURED)



Attendance at SC&RA meetings continues to grow each year – a direct reflection of the Association's commitment to consistently foster membership value.

SC&RA, the Crane & Rigging Group completed *Safety First! A Team Effort* – a video (series 1), which included Supervisor Hints. The Group also completed the *Recommended Practices for Telescopic Hydraulic Gantry Systems* video – to accompany the manual released in 2004.

The 56-page *Steel Cargo Securement & Protection Guidelines* was also designed in 2005 – in order to minimize deaths, injuries and property damage that could result from substandard loading practices and securing devices.

2006

SC&RA President Doug Williams perhaps described 2006 best with a simple statement in the annual report: "SC&RA is an even better organization than it was in 2005. And I'm confident it will be even stronger in 2007."

And he was right. The Association closed the year with membership at an all-time high, made significant progress on key policy and regulatory issues, enjoyed increased attendance at all meetings and improved its financial strength and stability.

Celebrating the first year of *ACT* magazine was certainly an early milestone, and boosting the insurance/risk management program by building the existing relationship with Nations Builders Insurance Services (NBIS) was the icing on the cake for SC&RA during this year.

Membership numbers rose to more than 1,200 across 46 nations in 2006,

and SC&RA became one of 13 contractor associations and unions participating in the Drug-Free Workplace Alliance – a cooperative agreement organized by the U.S. Labor Department.

SC&RA also established a two-year strategic plan in 2006, highlighted by the following objectives: Continue Product and Service Improvement; Establish a More Effective International Network; Recruit People to the Industry; Build on the Financial Strengths of the Association; and Prepare for Recovery from Local or National Emergencies.

Rounding out an unforgettable year, the SC&R Foundation tipped the \$175,000 mark in scholarships awarded since its inception in 1982.

2007

Looking ahead at the 60th anniversary the following year, SC&RA saluted six founding members (that still belonged to the Association) in 2007: Dawes Rigging & Crane Rental; Dobson Industrial; Hastings Truck Company; Main Trucking & Rigging; Southwestern Industrial Contractors; and Wilhelm Trucking & Rigging.

Additionally, in response to a growing conversation around thwarting terrorist attacks, SC&RA agreed in 2007 to assist the Edison Electric Institute (EEI) with the Spare Transformer Equipment Program (STEP).

And as expected in 2007, SC&RA's presence at Bauma Germany was a huge success. The Association maintained

(2006 CRW PICTURED)



As SC&RA meetings have increased in size and scope, certain event details have evolved accordingly. Meeting information – once in a bulky binder – is now available to attendees through a slender handbook, pocket guide and a mobile meeting app.



MIKE CHALMERS serves as partner, chief copywriter for Thrive Content Solutions LLC, a creative copywriting agency based in Chicago.



its presence via the KHL Group exhibit and took advantage of an opportunity to address more than 300 attendees at the European Specialized Transport Association (ESTA) Awards Dinner.

2008

SC&RA proudly celebrated "60 Years of Progress" in 2008, and complemented the designation by boasting over 1,300 members in 43 countries around the globe.

To commemorate the anniversary, the Association collaborated with KHL Group to publish *Lifting & Moving the World*, a 248-page coffee-table book featuring a decade-by-decade account of the history of SC&RA and major milestones in the crane, rigging and specialized transportation industries.

On the partnership front in 2008, SC&RA signed on as an affiliate of the U.S. Environmental Protection Agency's SmartWay Transport Partnership. This public-private initiative set ambitious goals to increase fuel efficiency and reduce emission of greenhouse gases and air pollutants.

Additionally, Association representatives met with officials at the White House Office of Management & Budget (OMB) in 2008 to emphasize their continuing support of the consensus document agreed to by the 23-member Crane and Derrick Negotiated Rulemaking Advisory Committee (C-DAC).

Later in the year, a nine-member delegation from SC&RA met in Ehingen, Germany, with representatives from the Federation Europeenne de la Manutention, the Crane Industry of Australia and the European Association of Heavy Haulage Transport and Mobile Cranes to discuss revisions to the European Standard for Mobile Cranes (EN13000).



Year after year, SC&RA meetings have evolved to meet the needs of Association members – providing unparalleled avenues of education, networking and business opportunity.

2009

As a shining example of Association durability, SC&RA supported the first World Crane and Transport Summit in Amsterdam in 2009. The successful event was organized in cooperation with SC&RA by KHL Group, and saw 289 attendees undeniably impacted by the ten speakers from SC&RA member companies.

And on the education side, SC&RA and Equipment Training Solutions, LLC (ETS) rolled out a comprehensive signal person training course for crane operations in late 2009 during the Crane & Rigging Workshop. Additionally, the SC&RA Tower Crane Committee finalized its Proposed Tower Crane Safety Bill language – for inclusion in any new legislation and regulations.

2010

In 2010, SC&RA went GREEN, so to speak. In addition to its prior support of the U.S. EPA's SmartWay Transport, the Association introduced the SC&RA Environmental Award – to be presented at the 2011 Annual Conference. Moreover, SC&RA maintained a booth at the 2010 Windpower Conference & Exhibition.

From environmental wellbeing to member health, in the spring of 2010, the Association launched a new benefits program exclusively for members. With 18 months of research behind it, the new program was managed by Association

Benefit Resources (ABR).

On the innovation front, SC&RA introduced its Crane Hand Signals as a free mobile app in 2010, available in the iTunes App Store and Blackberry App World.

And at long last, 2010 brought the anticipated final rule on the use of cranes and derricks in construction – issued by the Occupational Safety and Health Administration (OSHA). The standard it replaced had not been updated since 1971, and years of effort by SC&RA had finally paid off.

2011

Advocacy was a consistent theme in 2011 – marked by SC&RA's expanded role in representing members before other federal agencies. The Association advocated on members' behalf before the National Labor Relations Board, the Financial Accounting Standards Board, U.S. Customs & Border Protection and the U.S. Chamber of Commerce.

A major milestone for the year was SC&RA's celebration of 15 years with NBIS. The Association was also extremely proud to complete its first full year of monthly webinars in 2011.

Visibility was also an area of focus for 2011. In addition to holding exhibitions as part of its own major meetings, SC&RA participated as an exhibitor at three major meetings held by other organizations: ConExpo, PowerGen International and Windpower 2011.

SC&RA also submitted four pages of comments in response to FMCSA's (Federal Motor Carrier Safety Administration) Notice of Proposed Rulemaking regarding Electronic On-Board Recorder (EOBR) implementation to document drivers' hours of service (HOS).

And to properly bookend an effort started in 2010, two member companies –Buckner Companies and Skanska USA Building – took home the Association's first Environmental Awards in 2011.

2012

Development of the *Financial Ratio Analysis and Benchmark Study* was a



Working tirelessly behind the scenes over the last decade, the SC&RA Editorial Advisory Committee leverages talent, vision and industry acumen to publish one of the world's leading trade magazines.



significant achievement in 2012. The Association also improved regulatory steps toward State “harmonization” of rules and procedures on overdimensional equipment and required practices for transporting loads in Maryland, West Virginia, Indiana, Wisconsin, Minnesota, Illinois, Arkansas, Virginia and North Carolina.

Participating in the first-annual Latin American Crane and Transport Summit, managed by KHL Group, was another high point for SC&RA in 2012. Additionally, the Association met with Chinese industry delegates for the first time at the International Crane Stakeholders Assembly (ICSA), held in Shanghai.

The Association also offered some new products to members and the industry in 2012, including: the *Online Oversize/Overweight Permit Manual*, the *Telescoping Boom Crane Annual Inspection Checklist* and the *Lattice Boom Crane Annual inspection Checklist*.

And SC&RA did some moving of its own in 2012, transplanting the Association headquarters to a more suitable facility in Centreville, VA.

2013

At the top of the list for 2013 was SC&RA's 65th Anniversary celebration – perhaps best summarized by Executive Vice President Joel Dandrea's reflection in the 2013 Annual Report, “As we recap another successful year, take a moment to consider what our founding members would think about our Association today.”

In 2013, SC&RA addressed important issues on behalf of members in matters such as lack of oversize/overweight permit uniformity from state to state, tariffs, taxes, energy conservation and costs, safety, crane operator and pilot car driver certification, transportation infrastructure funding and tolling highways. It was a busy year, needless to say.

Around the globe, the Association continued its active role within ICSA, and participated in Bauma (Munich), the International Tower Cranes Conference (Berlin) and the World Crane and Transport Summit (Amsterdam).

SC&RA produced the *Operating Cranes Around Power Lines* video and companion 40-page booklet of the same title in response to the growing number of reported fatalities in the industry involving power lines. SC&RA also sent its Crane & Rigging members two nine-page assembly/disassembly guides for cranes. And on the Transportation side, the Association posted a number of useful, free documents on the SC&RA website, including *Hours-of-Service (HOS) Logbook Examples* and an *Interstate Truck Driver Guide*.

Throughout 2013, new Facebook and Twitter pages allowed members and other visitors to learn quickly and conveniently about new developments in the Association and the industry overall. At the same time, SC&RA completed an extensive redesign of its weekly newsletter (renamed SC&RA E-News) and the quarterly *Safety & Risk Management News*.

To commemorate the Association's 65th anniversary in 2013, SC&RA, in partnership with KHL Group, produced *Monumental!*, a 233-page chronicle of five decades of the Association's Job of the Year awards program.

And towards the end of 2013, the SC&R Foundation proudly formed a partnership with HirePatriots.com, an organization that connects veterans with employers through a one-day job board and permanent job postings online.

2014

As each of the last ten years has proven, SC&RA has only become more productive, more efficient and more valuable to its members over time. A perfect example of that value in 2014 came in the form of the Association's role in transportation policy changes that resulted in greater harmonization and efficiencies for movement of permitted loads. In addition to dealing directly with individual states, SC&RA continued to seek out opportunities to meet with regional and national groups of state transportation officials.

Globally, SC&RA celebrated the first full year of the World Crane and Transport Alliance – which includes the Crane Industry Council of Australia, Crane Rental Association of Canada, European Specialized Transport Association, New Zealand Heavy Haul Association and Brazil's Sindipesa.

On the products front, new in 2014 was the *Crane Wire Rope Installation Guide*, produced in cooperation between SC&RA

and Python Industries. SC&RA offered its members a complimentary copy of the 16-page crane guide, as well as a one-page *Wire Rope Quick Installation Guide for Mobile Cranes*.

Innovation was, as always, a key focus for the Association in 2014, and efforts to facilitate and refine member communication through social media and SC&RA's website continued with productive results. From photo contests to digital newsletters to webinars to the popular Meetings App, 2014 represented not only SC&RA's communications footprint in the modern digital marketplace, but a glimpse at how it has positioned itself, and its members, for an extremely productive future.

And to date, the SC&R Foundation has awarded over \$400,000 in scholarships and grants since its inception in 1982 – a number that, while truly inspiring and indicative of the kinds of people who work so hard to enhance and sustain this industry – also speaks to the singular mission SC&RA has worked towards for over 65 years: “To provide the unique information and any other lawful activities members need to safely, legally and profitably transport, lift and erect oversize and overweight items.”

Meanwhile, you don't have to wait to see SC&RA hard at work in the best interests of its members and the industry overall. The upcoming, first-of-its-kind industry career promotion event Lift & Move USA is set for June 16–17 at the Chicago Midway Marriot.

A partnership effort between SC&RA, KHL Group and the NCCCO, Lift & Move USA also has the full support of Chicago-based industry leader Imperial Crane – who will host an evening reception the night of the event. This special endeavor will promote careers in the U.S. crane, rigging and specialized transport industries, and help employers find the next generation of operators, engineers, riggers, drivers, mechanics and sales staff.

The event will look to attract high school students, young people studying at community and technical colleges, truck driver training program students, crane school students and military veterans and personnel.

Finally, we want to truly thank all of our valued members for making this association what it is, and what it will continue to be for decades to come. And if you're not an SC&RA member yet, the question is simple: What are you waiting for?



Mike Chalmers takes note of 10 years' worth of impressions from past SC&RA presidents.

SC&RA leadership looks back

Over the life of *American Cranes & Transport* magazine, SC&RA has seen great progress in productivity and growth for both the Association and its valued member companies. From ever-evolving products to equipment innovations to unmatched operational efficiency, and so much more, SC&RA has remained one of the most reliable, durable, member-driven organizations in the world for a reason. But perhaps nothing exemplifies the integrity and determination that makes up the backbone of the Association more than the leaders SC&RA puts in place year after year.

In this spotlight piece, many of the Association's presidents from the last decade speak to what they remember most about their presidential terms, what they continue to enjoy about their time in the Association and what gives them confidence in the future of SC&RA.



GEORGE YOUNG, of New Jersey-based George Young Company, held the SC&RA gavel from 2004–2005, and considers innovation to be a driving force in the success of the Association.

"The Association never sits on its laurels. It's constantly trying to do things and bring new member services to each and every member," he noted. "It could be through new affinity programs like healthcare initiatives, or the FedEx® programs that lower shipping costs or even through webinars that provide industry-specific information."

Young is also impressed with innovation from within. "If a certain program doesn't function as well as planned, the Association has no problem removing it so that it's constantly keeping the quality of what it provides to its members at a very high level. And the way SC&RA addresses regulation – reasonable

legislation that has good consequences without significant negative impacts on members – that's very innovative."



From 2005–2006, **JIM WHITE**, of Illinois-based White Brothers Trucking Co., operated as SC&RA President, and quickly realized that the Association's success came down to one

important thing: the people.

"Being a member since 1956, my first time at a function was probably around 1960 or '61, so I go back quite a ways," he remembered. "I've gained a lot of friends as a result of my time in the Association – loads of friends. I never had a fellow member say no to me when I was in need of anything – and I think that's what makes it all work so well."

White also takes pride in his continued roles with the Association. "Being a judge for the Hauling Job of the Year is always very special to me – I really enjoy that. And my work with the Foundation – I'm on the selection committee with scholarships and grants. The amount of money that's been given for these awards has really grown in the last decade, and that says a lot about this industry – in terms of what they're willing to give back – to invest in the future. And I'm really proud of that."



DOUG WILLIAMS, of North Carolina-based Buckner Companies, enjoyed his time as SC&RA President from 2006–2007. During his tenure, he took particular interest in the Association's

commitment to communications and networking.

"Looking back over the last decade, SC&RA has provided its members

with key opportunities to network, collaborate and grow personally and collectively," he said. "This has allowed for technical advancements in equipment and continued to raise the bar regarding safety. Looking ahead, the ability to sustain this level of communication will attract younger entry-level employees, and the networking will keep them here as the future of our industry."



RANDY GODDARD, of Michigan-based International Industrial Contracting (IICC), was honored to have "gone through the chairs" and assumed the leadership role at

SC&RA as President from 2008–2009.

"Personal highlights for me have obviously been being president and chairman with the Association, and the changes that we were able to affect through that process," he emphasized. "In fact, SC&RA has been at the forefront of change and dealing with changes in our industry for a long time – from the means and methods we all use on an operational level to the legislative and safety aspects



that affect our industry today.”

Goddard chaired the Crane & Rigging Group Governing Committee and the Safety Education Training Committee for ten years before he earned his term as president, and got to experience first-hand how the Association affects change within the industry. “I’m still Chairman of the Labor Committee, so yes, I see that change, and we’re affecting that kind of change today – working on an agreement with the operating engineers for SC&RA directly, as an example.

“I have every confidence in the future of this Association. The strategic plan helps to outline that, and the staff and volunteers, as well as the other folks who’ve gone through the chairs – these are leaders in the industry, and the future is strong because of it.”



PAUL LEFEBVRE, of Minnesota-based LeFebvre & Sons, Inc., thoroughly enjoyed his term as SC&RA President from 2009–2010. One of his personal highlights from the last ten years

involved the resilience of both his own company, as well as the Association.

“One of the things that sticks with me is how we weathered the storm through this last recession,” he observed. “We’re still here, all of us, and there’s a lot to be said for that.”

LeFebvre considers his time in the leadership role at SC&RA as a truly humbling experience. “To come from a small trucking company in central Minnesota, and to be chosen by my peers to do this – it was very inspiring and

humbling at the same time.”

He also sees tremendous value within the Association. “It’s hard to put a dollar amount on all of the value that the Association brings to members – through networking, meetings, advocacy, products, education, etc. I’ll say this: I’ve never walked away from a meeting or an event thinking I’d wasted my time or money on any of those things – all of the above. There’s a value in just about every one of those words. It all comes right to the forefront, and there’s a lot of thought that goes into it – and I know for a fact that people get something out of it, because I do.”

As far as the future of the Association goes, LeFebvre has the utmost confidence. “The people that are there – they give me confidence. And the new people that will come – through mentoring and training. I was mentored by a couple of the older members, and I’ve brought a couple people on board. It’s the people. That’s what will keep it going.”



BILL STRAMER, of Kentucky-based Link-Belt Construction Equipment Co., held the SC&RA Presidential gavel from 2010–2011.

“Over the last ten years, I had the

good fortune to rotate through the management chairs of the Association and enjoyed each and every position I held,” he assured. “It’s a great honor to have been President of this Association – and as one of the few allied members, and only mobile crane manufacturer to have achieved this position, it’s quite humbling.”

Stramer sees the evolution in technology as paramount to the successful history and continued future of the industry. “There has always been a need for more and better information by our industry members to manage their business, their projects and their equipment fleets. The incredible evolution in the ability to access real-time, accurate information/data concerning your overall business satisfies that need. The capability of companies to ‘mine the available data’ and utilize it in their decision-making process provides a huge competitive advantage

A great example of SC&RA unity and endurance was the memorable 2015 Annual Conference Past Chairman’s Dinner.

and greatly increases their opportunity for success.

“Members of our industry make business decisions every hour of every day. Making those near- or long-term decisions has been made easier over the last ten years with the evolution of computer-based, game-changing technologies. Although we have come a long way in the past ten years, we expect the next ten years will make this past decade look like the Flintstones. Just think about the size, range, speed and computing capability of your cell phone of ten years ago verses your smart phone of today.”



From 2011–2012, **DAVID LOWRY**, of Georgia-based Bennett International Group, LLC, took over as President of SC&RA. He’s seen some significant changes in the last

ten years.

“Well, personally, I’ve gained two grandchildren in that time frame,” he admitted. “And as far as the Association, SC&RA has contributed to our industry in so many ways over the last ten years, it’s hard to pinpoint any one issue. The landscape has changed in both crane and trucking so much. We are all very fortunate to have SC&RA advocating for us. It would be very difficult to try and keep track of all the new regulations that are imposed on our industries without the Association’s support.”



MIKE BATTAINI, of San Francisco-based Sheedy Drayage Co., assumed the role of SC&RA President from 2012–2013, and developed what he calls a unique perspective, as a result.

“In the last ten years, I went through the chairs of the SC&RA, which was a five-year commitment,” he explained. “You learn to take a unique viewpoint because, up to that point, your company has always been the main focus. When you take a leadership role in the Association, it is no longer about just what is important to your company, but the greater good of the industry. Feeling like you have a hand in improving the industry, and working with your



colleagues and competitors to get there, gives you great satisfaction. The frosting on the cake is meeting smart, dedicated people who then become your true friends.”

Battaini sees education as a key element behind SC&RA's success over the years, and an absolute necessity for its future. “The Association does a phenomenal job at educating its members. The

obvious examples are the Specialized Transportation Symposium and Crane & Rigging Workshop, held annually. The less obvious, but critically important example, is keeping the industry informed of changes, and potential changes, in the laws and regulations. Educating the members will allow us to continue to stand together as an industry and affect change.”



Specialized Carriers & Rigging FOUNDATION

The SC&R Foundation has given more than \$700,000 to the industry since 1982.

SC&R Foundation: a source of excitement and inspiration

The SC&R Foundation began in 1982, and in the 30-plus years since its inception, has invested more than \$700,000 to advance the work of the industry. To date, the Foundation has awarded over \$400,000 in scholarships and grants, and more than \$260,000 in research projects.

As a measure of inspiring growth, in 2005, the Foundation proudly awarded \$15,000 in scholarships, and in 2015, the organization was able to award \$27,000 in scholarships, as well as \$42,000 in grants.

“Slowly but surely, we’ve grown,” reflected new Foundation President Stephanie Bragg. “Companies started to notice what we were doing, and the impact it was having on the industry overall, and they started participating more.”

Bragg became the Chair of the Ladies Group from 2006–2007. “When I was finished with my role as Chair, I volunteered with the Foundation and chaired different committees, including the scholarship and grant committee, before moving onto the board of directors and eventually the presidency.”

After replacing Bob Moore as Foundation President at the 2015 Annual Conference, Bragg has taken stock of the organization's past accomplishments – as a measuring stick for how it intends to evolve moving forward.

“We put out the ‘Moving the World’ video in 2001, and this year, we’re really excited to put out a recruiting video that will be seen all around the country and give people an inside look at what great career opportunities there are in this industry.”

As part of the Foundation's evolution over the last decade, scholarship and grant applications have been moved completely online now, making the system much more efficient. There is also a mobile app for industry terms out this year, in both English and Spanish (with multiple languages to come), which folks can use on the jobsite.

“Members are really understanding the value we bring to the Association and the industry overall. They’re seeing that their investment flows directly back into the industry.”

Bragg also mentioned the growth of the Foundation Gala, which has raised over \$300,000 in the last 10 years. “I think once people learn more about the Foundation, it usually brings them to the Gala – it’s such a great time!” she emphasized.

And Bragg only sees a bright future for the Foundation. “We have a lot of new folks coming on board who will bring a lot of great ideas. We want to expand our services and support this industry in every way we can. I can’t tell you how exciting it is to be a part of this.”



RON MONTGOMERY, of Utah-based IRH, took the SC&RA gavel from 2013–2014, and cherished his time as President because of the interaction it facilitated.

“I would say that the major highlight of my time in SC&RA is the relationships I’ve developed,” he expressed. “I have become genuine friends with competitors as well as vendors and partners. Those relationships have provided our company with opportunities that we would not have had otherwise. I have also been able to learn from other leaders – skills that help me as I bring them back to our company.”

He also appreciates the culture of success that has been forged throughout the years. “Through the hauling, moving and rigging jobs of the year, the Association has shown that almost anything is possible with the imagination, innovation and courage of the members. SC&RA fosters a culture of never saying no to a project – and doing whatever it takes to service customer needs.”



ALAN BARNHART, of Memphis-based Barnhart Crane & Rigging, became SC&RA President for 2014–2015, and recognizes the need for SC&RA to continue its advocacy

efforts on behalf of the industry.

“The Association has made great strides in permit uniformity, and has more work to do,” he said. “They stepped up to head off a big mess with OSHA for operator certification. Workforce development might be our next big issue.”

As far as future industry trends are concerned, Barnhart points to some determining factors. “The strongest trends are market conditions. Others include the effect of private equity and the poor return on capital in some classes of equipment – i.e., irrational pricing.

“But the industry is safer, more international and more competitive. The equipment is more sophisticated and customers’ expectations are higher. I have seen massive changes, but the basics of safety, hard work, innovation and teamwork remain. The role of the SC&RA has been, and should continue to be, vital for the future of our industry.” ■



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READERS



40



16,103
READERS

76
PAGES

SC&RA COMPANIES MENTIONED PER MONTH
IN AMERICAN CRANES & TRANSPORT

120
PAGES

MEETINGS

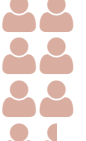
THEN & NOW

500
ATTENDEES



54
EXHIBITORS

750
ATTENDEES



91
EXHIBITORS

ANNUAL
CONFERENCE

375
ATTENDEES



49
EXHIBITORS

550
ATTENDEES



85
EXHIBITORS

CRANE &
RIGGING
WORKSHOP

300
ATTENDEES



15
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450
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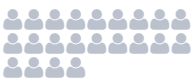


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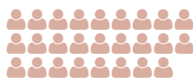
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1,300
MEMBERS

91%

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IN MEMBERSHIP

93%

RETENTION RATE
IN MEMBERSHIP

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\$125,000

SPENT ON
INDUSTRY
RESEARCH

6

SCHOLARSHIPS
AND GRANTS
AWARDED
YEARLY WORTH

\$18,000/YR

\$260,000

SPENT ON
INDUSTRY
RESEARCH

25

SCHOLARSHIPS
AND GRANTS
AWARDED
YEARLY WORTH

\$69,000/YR



\$300,000

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45
AWARDED



106
AWARDED

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4,286



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802



CONNECTIONS

1,465

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ISSUES; THIS CONTINUES TO BE THE GREATEST
BENEFIT SC&RA DELIVERS TO THE INDUSTRY

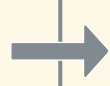


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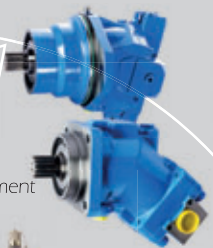


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Zeroing in

Economic experts believe that industrial growth in the U.S. will continue on an upward path throughout 2015, but such ascension will depend largely on how much individual companies focus on investments in three key areas: digitization, expansion and people.

Many industrial companies mistakenly assume that digital tech is best suited to consumer-oriented companies. That kind of thinking in modern times is a recipe for failure. From supply chains to modifications in product design to the wealth of enhancements in production processes, digital technology isn't "on the horizon" for our industry, it's already a differentiator.

Industrial companies the world over are investing in digitization opportunities with both partners and customers as a means to streamline supply chains, manufacture more efficiently and better analyze market trends and customer demands.

From machine-to-machine (M2M) technologies to automated, largely independent robotics to back-office software intelligence systems, many industrial companies in the modern marketplace have found that by embracing digital tech, they can now better design, monitor and manage their manufacturing activities, and ultimately, the full breadth of their operational systems.

Corporate development on the other hand has also been a buzz phrase of sorts in recent years, as expansion and diversification move to the front of company conversations around the world. But as Peter Conway put it in a recent article in *Booz & Company*, "Diversification merely for its own sake is not a winning strategy, and the list of companies that have found themselves adrift and losing money in unfamiliar markets is long."

Many industrial companies would be better served if they zeroed in and doubled down on what they do best personally and what distinguishes them from their competition. But it often takes thick skin and a strong will to stay the course and expand from within – maximizing those capabilities and products that distinguish a company in their chosen markets, while keeping

outside investments to a minimum.

That said, it also benefits companies to consider new methods of understanding, and potentially reaching out to, new markets and specific customers – while continuing to lean heavily on inner growth. When combined with input from industry experts and deep research into a particular sector, the knowledge gained can help to create a mosaic of insights into unknown markets for different products, different customer bases and new territories.

But you're only ever as good as the people you've put in place, and as we know, the industrial sector is in need of talent. While unemployment figures might look good to some folks, we're looking dead-on at a scarcity of workers, which looks to worsen in coming years as Baby Boomers exit, but far fewer young people take their places.

As we all make an effort to find, recruit and hire talented young workers to steady this ship, we have to remember that there's "finding" and then there's "attracting." Industrial companies on the cutting-edge of technology, production and innovation will gain an edge in attracting top young talent.

It's also going to require financial investments; companies must invest in widespread recruitment and greater promotion of the industry's possibilities, benefits, innovation opportunities and prospects. This task also demands industrial companies' willingness to be flexible in how workers are managed, which often requires giving younger workers the freedom to be creative and more involved in areas that might have been more typically off limits.

To maintain this growth, and sustain future momentum, companies must invest thoughtfully, build from within and approach the labor shortage with renewed energy and focus. ■

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Mike Chalmers reports that the 2015 SC&RA Annual Conference offered a productive mix of value and inspiration.

Annual Conference recap

The President's Reception capped off Wednesday, April 15, in beautiful fashion, with hundreds of members in attendance.



The 2015 SC&RA Annual Conference in Carlsbad, CA served as a perfect chance for Association members to take part in educational and networking



Greg Smith, of Talbert Manufacturing, Inc. (Rensselaer, IN), proudly accepted a 65-year Longevity Award at the Closing Night Ceremony.

opportunities while also celebrating another productive year for member companies. The anticipated event, April 14-18, was a valuable chance for attendees to mix business, recreation and even relaxation amid perfect temps and a lovely setting at the La Costa Resort & Conference Center. And the turnout reflected as much, with over 740 attendees – 87 representing 10 different countries.

Following Tuesday's impressive participation at the Tennis and Golf Tournament, Wednesday, April 15, started bright and early with the bustling Fun Run/Walk. The energy carried into the committee meetings that made up the morning, as they were also heavily attended and well received.

Dan Clark kicked things off after lunch on Wednesday with his opening session: "The Art of Significance." Clark, a highly regarded motivational speaker with a diverse resume, emphasized in his presentation that "... successful people get what they want, but people with lives of significance want what they get." He

urged the room to consider his "12 Laws of Significance" for achieving efficiency and effectiveness in both work and life.

Robert Moore, Kate Lasky and Chris Nelson, of NBIS, followed Clark on Wednesday with the education session: "What You Don't Know May Cost Your Business Money." This two-part session first examined a typical bill of lading and carrier/shipper agreement for contradictory terms that create liability. In part two, the discussion focused on how FMCSA regulations affect crane companies, as well, and not just transportation companies.

"A lot of folks were really surprised at what they didn't know, and were impressed with the passion we seemed to present with," said Nelson. "We were able to help people understand that, while there are regulations out there, the question is, what do they mean, and more importantly, what do they mean if you don't follow them? Understanding the fine print is a necessity for the entire organization."

Lasky knew it was important to provide audience members with real-life takeaways. "When SC&RA extends this knowledge to its members by hosting

The Products Fair was again a huge success, with 91 exhibitors offering up the industry's latest innovations and opportunities.



THE AUTHOR

MIKE CHALMERS serves as partner, chief copywriter for Thrive Content Solutions LLC, a creative copywriting agency based in Chicago.



Eva Sapper, one of the Stars from "Everybody is a Star," and daughter of organization Co-Founder Howard Sapper, performed to a standing ovation at the Closing Night ceremony.

these types of sessions, it just spreads the awareness and value that much further."

The President's Reception capped off Wednesday night in beautiful fashion, with the lights of the Carlsbad hills in the distance, and hundreds of Association members in attendance.

Thursday, April 16, got off to an enthusiastic start with the Link-Belt Breakfast and speaker Scott Christopher, with his humorous yet insightful presentation: "The Levy Effect" – which was followed by the Committee meetings that commanded the morning.

Thursday's first education session: "R.O.R. to R.O.I." was presented by Duane Grischow and Tommy Spaulding, and offered an interactive session that constructed a case for Return on Relationships, and how they provide healthy Returns on Investments. By involving the audience in group exercises, Grischow and Spaulding revealed

how the success of any organization is grounded in the formation of sustainable relationships. Thursday's breakout sessions showcased renowned speaker Christine Cashen's "Stop Global Whining" presentation, and a panel session titled "Partnering Services for Future Success," presented by Mike Oien, Pacific Gas & Electric, Bob Fitzgerald, Southern Company Operations Engineering & Construction Services, Steve Frazier, AECOM - Hoisting & Rigging SME and moderated by Alan Barnhart, Barnhart. The "Partnering Services for Future Success" session examined the challenges of qualifying, selecting, managing and partnering with contractors and specialty contractors. Speaker Bob Fitzgerald (E&CS) admired SC&RA's desire to provide an owner's perspective with this presentation.

The owner's perspective

"We thought this forum, this event, was a great tool in helping vendors and suppliers," he pointed out. "From the owner's side, we use a lot of contractors, who themselves will often hire a third party. It's extremely important that



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all parties are focused on everyone's expertise."

The popular SC&R Foundation Gala, "Be True to Your School," brought Thursday to a close with nearly 300 in attendance. For over 30 years, the Foundation has invested more than \$700,000 to advance the work of the industry, and to date, has awarded over \$400,000 in scholarships and grants, and more than \$260,000 in research projects. In 2015, the organization will award \$27,000 in scholarships and \$42,000 in grants. Friday, April 17, got started with the Trail King Breakfast and speaker Rex Havens, presenting "One Big Happy Family." Throughout his humor-driven session, Havens asked all in attendance to consider seven key details that will improve employee engagement and productivity.

Value-added networking

Following Havens, the bustling Products Fair boasted 91 exhibitors, offering members an unparalleled chance to network, experience the industry's latest innovations and explore business opportunities.



The SC&R Foundation Gala, "Be True to Your School," boasted nearly 300 enthusiastic attendees.

Brett Berard, of Berard Transportation, Inc., appreciated the value of such opportunities to meet other key players in the industry. "From owners to general managers and operations managers that really have strong, lifelong investments with their company, we can get together in a situation like the SC&RA Annual Conference and discuss the problems

in our industry, and combat them more efficiently together," he said. "It means greater success for our industry as a whole."

Saturday, April 18, brought the Closing Night Awards & Recognition Reception & Dinner, which treated 330 attendees to a gourmet dinner, and showcased an array of awards and recognitions.

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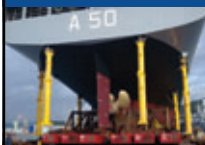
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Dennis Collins, of Maxim Crane Works, L.P. (Monroeville, PA) took home the SC&RA Environmental Award.



Board and committee meetings were full of valuable take-aways and the latest industry initiatives for SC&RA members.

Among 45 Longevity Awards presented for 2015, three companies represented 65 years of membership: Laramie Enterprises, Inc. (Wixom, MI); Robinson Cartage Company (Grand Rapids, MI); and Talbert Manufacturing, Inc. (Rensselaer, IN). And receiving the 2015 President's Award for recruiting new members were: Bennett International (McDonough, GA); Link-Belt Construction Equipment Co. (Lexington, KY); and Python America, (Hazel Crest, IL). Additionally, SC&RA presented its

Environmental Award to Maxim Crane Works, L.P. (Monroeville, PA). The 2015 SC&RA Job of the Year competitions featured 28 exceptionally strong entries – 15 rigging jobs and 13 hauling jobs. The Rigging Job of the Year competition saluted four rigging projects: Over \$2 million – Barnhart Crane & Rigging (Memphis, TN); \$750,000 to \$2 million – Transdata Movimentacao De Cargas Complexas (Sao Paulo, Brazil); \$150,000 to \$750,000 – Fagioli, Inc. (Opera, Milan, Italy); and Under \$150,000 – Barnhart Crane & Rigging (Memphis, TN). The Hauling Jobs of the Year competition gave richly deserved recognition to three hauling projects: Moving – Tradelossa (Mexico City, Mexico); Over 160,000 pounds (net) – Barnhart Crane & Rigging (Memphis, TN); Under 160,000 pounds (net) – Precision Specialized Division, Inc. (Woodbridge, Ontario, Canada). It should be noted, however, that amid the Closing Night's pomp and circumstance,

BY THE NUMBERS

Who did what at the conference?



144 members took part in the golf tournament.



Countries, other than the U.S. that attended = **10**.



Overall attendance = **740+**



87 international attendees enjoyed the event.



The fun run/walk saw **64** participants.



The tennis tournament hosted **18** players.



The SC&R Gala enjoyed an audience of **299**.



330 people attended the Closing Night ceremony.



58 first-timers took in the event.



The Exhibit Floor was buzzing with **91** exhibitors.



Dan Clark commanded the Opening Session on Wednesday, April 15, and encouraged the packed room to consider his "12 Laws of Significance" for achieving efficiency and effectiveness in both work and life.

The informative "Partnering Services for Future Success" breakout session featured (L to R): Mike Dien, Pacific Gas & Electric, Bob Fitzgerald, Southern Company Operations Engineering & Construction Services, Steve Frazier, AECOM - Hoisting & Rigging SME and Alan Barnhart, Barnhart (moderator).





the entertainment was undoubtedly the high point. An unforgettable mix of both captivating and profound, the Everybody is a Star Foundation – a non-profit organization whose goal is to help create musical and artistic experiences and opportunities for children and teens with special needs – provided musical entertainment through several of its “Stars,” who performed on stage as their own personal music videos played in the background along with them. For more information, visit www.everybodystar.org.

To cap off the Closing Night, outgoing SC&RA President Alan Barnhart handed over the gavel to incoming President Bruce Forster. Forster gave a moving speech, highlighting memorable moments in his life and career, and recognized his family, and especially his wife, as the motivation behind his success. Save the date for the 2016 Annual Conference, April 26-30, at the Hilton Orlando Bonnet Creek in Orlando, Florida. ■





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We are honored to represent your industry and look forward to continued success in the future.



Bill Smith looks back
on a decade of risk
management.

American Cranes & Transport is celebrating its tenth anniversary this year, and it's exciting to see such an informational vehicle and platform continue to prosper. I know I speak for the rest of my colleagues at NBIS when I say that we greatly value being able to contribute our risk management knowledge to such an amazing publication. So it's fitting, I think, to look back at the last ten years to remind our readers (and ourselves) what we've been writing about for all these years, and also to see if anything has changed.

Any time we spend looking back to the past is usually met with two seemingly contradictory realizations: so much has changed; and nothing much has changed. A decade ago, in 2005, it's interesting to think that I wasn't even working for NBIS yet, and was instead still commuting from Baltimore to Washington D.C. each day while working for the U.S. Department of Labor. Hurricane Katrina and the War in Iraq made headlines that year, and the Chicago White Sox won the 2005 World Series. On the industry side, heavy construction companies and the SC&RA were operating in much the same way they do today – by using their influence and knowledge to analyze safety and regulatory impact, assist with workforce and labor challenges, and advocate for the industry tirelessly.

I found it extremely fascinating to look back on our topics from 2005. We wrote seven risk management columns that year. Of those, two were year-specific (re: the financial impact of Hurricane Katrina and the structural problems found in dams across the country), but the other five were topics that still continue to be relevant. Let's take a look at what we wrote about and see whether or not it's still relevant today.



THE AUTHOR:

Bill Smith is executive vice president of claims and risk management for NBIS.

Risk management: then and now

PHOTO: LAINE LEFORT, COURTESY OF U.S. ARMY CORPS OF ENGINEERS

November 2005, Hurricane Katrina aftermath: Two barge loads of lifting and pumping equipment and a support crew from the Army Corps of Engineers are locked through the Inner Harbor Navigation Canal in New Orleans.

Back to the beginning



QUALITY DATA IS KEY.

In June 2005, we took on the topic of educating companies on how their broker should be exhibiting their account to an insurance company underwriter for pricing. We focused on having the broker present quality account information, making sure loss runs are accurate and closed out where possible, ensuring the safety program is comprehensively described to the underwriter, and highlighting any contractual risk management measures that are in place.

Why it still matters: Insurance has been around for a long time, and not a whole lot changes throughout the years. Although it can seem complicated at times, insurance pricing is really pretty simple – the better the risk, the better the price. All the things we pointed out in 2005 that your broker should be doing when preparing your submission are still staples of achieving the most favorable pricing today. Information management is definitely still a key factor in reducing long-term insurance costs.



REFORM FROM ACTIVISM.

In the July 2005 Risk Management article, we focused on class action and workers' compensation gains. The gains had created momentum for further changes in other areas as small businesses were finally making their

voices heard. At the time, we were just two years into the historic win the Florida Crane Owners Council enjoyed when they successfully amended the Florida Worker's Compensation Statute to include "Horizontal Immunity," which allowed for worker's compensation to be the sole remedy for injured workers on construction sites. We used the FCOC to highlight the fantastic things that can happen when small businesses band together on behalf of their industry.

Why it still matters: Small businesses, especially in the high-hazard crane, rigging, and heavy haul industry, need to always look for ways to commandeer their own destiny. Plaintiff attorneys will never stop looking for ways to maximize their claims. Sophisticated small businesses know there is strength in numbers. A great example of this is the newly formed Coalition for Crane Operator Safety.



WORKER'S COMPENSATION.

In August, ACT's third issue, we took a look at the state of worker's compensation across the country and the impact fraudulent claims were having across insurance landscape. At the time, levels of compensation for workers were showing positive signs of improvement, but the industry remained on the brink of change, and many company owners wondered if the next great "injury" was just around the corner. We showed a number of cases where fraudulent injuries were proven and the harsh consequences

that followed.

Why it still matters: No matter how careful you are, employees are going to get hurt; it's just the reality of our business. But having a successful return-to-work plan and watching for signs of fraud can help keep you protected, profitable, and proactive.



RETURNING FROM INJURY.

In September 2005 we wrote about Post Injury Management Programs, systems put in place to monitor workplace injuries, maintain contact with the injured employee when he or she is off duty, and return the worker to a modified-duty role within the company as soon as practicable. We showed how these programs generally improve company morale and reduce claim costs.

Why it still matters: Unfortunately, despite our best efforts, employees continue to get hurt. We also still live in an extremely litigious society. When workers get hurt and feel like they've been forgotten about, they're more likely to call an attorney, and companies are more likely to spend additional monies. Now, just as it was ten years ago, Post Injury

Management Programs are an essential component to doing business.



PRESERVING PRIVILEGE.

In October of 2005, we discussed the importance of the attorney-client privilege in mitigating the costs of severity claims. By getting an attorney involved early – the basis of our Shockloss Methodology – companies can enjoy the many advantages of a “protected” investigation.

Why it still matters: Getting an attorney involved early to gain the protection of the attorney-client privilege is always a good idea, and we don't see this ever changing. We've built our claims approach around early attorney involvement because we know that sometimes the best defense is a good offense.

The future of risk management

As I said at the beginning of this article, many things change over the years, but it seems like just as many things stay the same. Case in point: our topics for 2015 have consisted of timely subjects relevant

to our industry: owners working together for improvement, regulations that are changing how the industry operates, and observations of current issues needing to be addressed. Specifically, our articles include:

■ **PROVIDING OVERSIGHT** – In January 2015, the new Coalition for Crane Operator Safety was formed as a response to the uncertainty and delay surrounding the crane operator certification requirements found in the “new” OSHA crane and derrick standard.

■ **NEW YEAR, NEW RULE** – In February 2015, the HOS 34-hour restart provision & ‘no-defect DVIR’ requirements impact the Transportation Industry, what should you be doing now?

■ **IS IT SAFE TO PARK?** – In March of 2015, how the lack of parking for truckers has become a top safety concern.

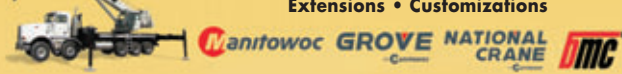
Thanks to *American Cranes & Transport's* talented editor and staff, NBIS has the opportunity to bring timely advice and decades of experience to our readers. We look forward to another ten years of service together. ■

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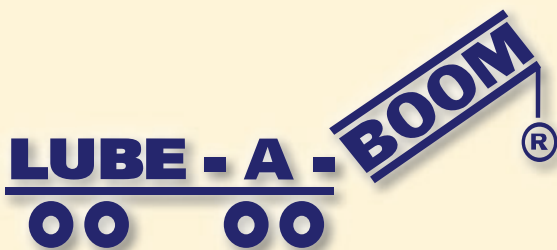
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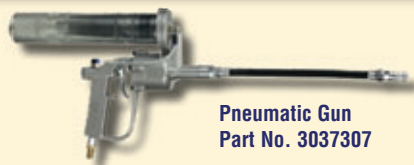
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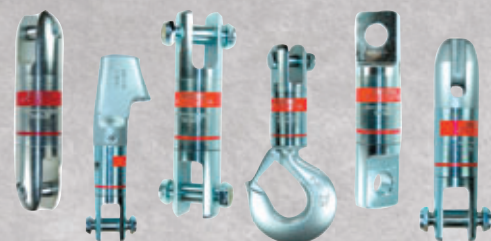


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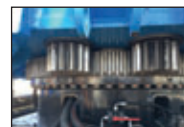
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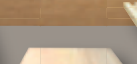
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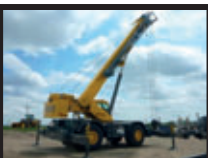
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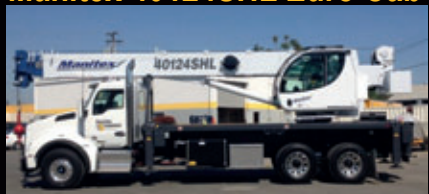
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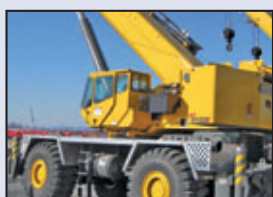
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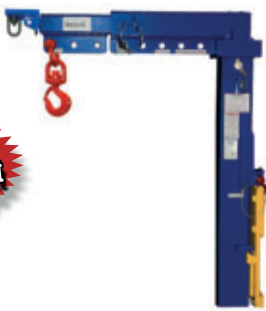
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A large, dark, rectangular industrial machine is being hoisted by a green crane. It is being transported on a white flatbed trailer with "AMERICAN HEAVY MOVING & RIGGING" printed on its side. A red crane is also visible on the right. Two workers in safety vests are on the ground near the trailer. The scene is outdoors on a paved area under a clear blue sky.



A large blue and white truck is pulling a long trailer carrying a large structure, possibly a bridge or industrial equipment, at night on a road. The truck is illuminated by its headlights and the surrounding streetlights. The structure on the trailer is wrapped in white material. The scene is set on a dark road with trees in the background.



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SC&RA Job of the Year winners



This year's Rigging Job of the Year featured four categories with the following winners: Barnhart (Tennessee), Barnhart (Tennessee), Fagioli, Inc. (Texas) and Transdata Movimentacao De Cargas Complexas (Brazil).



The Hauling Job of the Year winners at this year's Annual Conference were: Precision Specialized Division Inc. (Canada), Barnhart (Tennessee) and Tradelossa (Mexico).

Talbert welcomes new VP of engineering

Talbert Manufacturing announced Sam Guron has joined the company as vice president of engineering.

Guron will oversee Talbert's engineering and IT departments, which are responsible for designing and launching new products. His primary role will be creating and executing the product development process as well as leading all aspects of the company's new technology commercialization. He'll also enforce delivery schedules to ensure customers receive orders within a timely manner.

"Guron has a proven record of successfully developing and launching new, quality products," said Andy Tanner, president, Talbert. "Having him oversee our engineering department ensures that our products are always the highest level in quality and reliability."

Guron brings 29 years of engineering experience in the heavy equipment, automotive and nuclear industries to his

new role. Prior to joining the team, he was a global operational excellence manager for Volvo

Construction Equipment in Shippensburg, PA, where he integrated a global, new-product development process aimed at simplifying equipment designs for easy serviceability and high reliability.

Guron earned his

**Sam Guron**

■ HazTek, a leading provider of comprehensive safety management services, has tapped **Charles (C.J.) Beysse** as operations manager for its new Gulf Coast regional office, soon-to-be-opened in Houston, TX.

■ Empire Crane Company has been named one of 2015 Best Places to Work in Central New York by BizEvents, a division of the Central New York Business Journal.

"To be named one of Central New York's Best Places to Work means a great deal to us and the employees of Empire Crane," said Paul Lonergan, president, Empire Crane. "It is an honor to be recognized within our community and it is a badge we will wear with pride as we continue to do business worldwide."

■ Hirschmann Automation and Control (PAT), Chambersburg, PA has awarded Crane Warning Systems Inc. of Lakeland, FL Hirschmann's 2014 Top Sales Award for North America. This is the sixth year in a row that Crane Warning Systems has received this award.

master's degree in electrical engineering from Wayne State University in Detroit. He lives in Bloomington, Illinois with his wife and two daughters. ■

Jabben joins AWR&R

Associated Wire Rope & Rigging, Inc. appointed Curt Jabben as regional sales director. Jabben brings over 25 years of industry experience to the position, having spent the majority of his career at the Crosby Group, serving a variety of roles.

In his new role with Associated, Jabben will be responsible for sales and marketing support to selected accounts throughout North America, including rigging shops, distributors, crane dealers and OEMs.

**Curt Jabben**

■ Kirby-Smith Machinery, Inc. hired Zachary Adamson as the new Odessa branch manager.

**Zach Adamson**

Adamson was a member of The Screaming Eagles, 101st Airborne, in Ft. Campbell, KY.

He brings with him years of experience, including service, product support and sales management experience.

"My vision for the Odessa branch of Kirby-Smith is to be the No. 1 employer in our territory," said Adamson. "I hope to create a culture and atmosphere that establishes a reputation of attracting and retaining the best talent in the area that has a passion for our industry. My goal is to help mold and lead a team of professionals that are excited to come to work each day and serve each other."

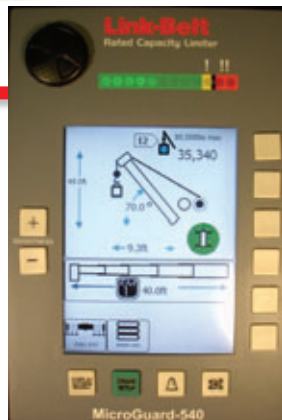
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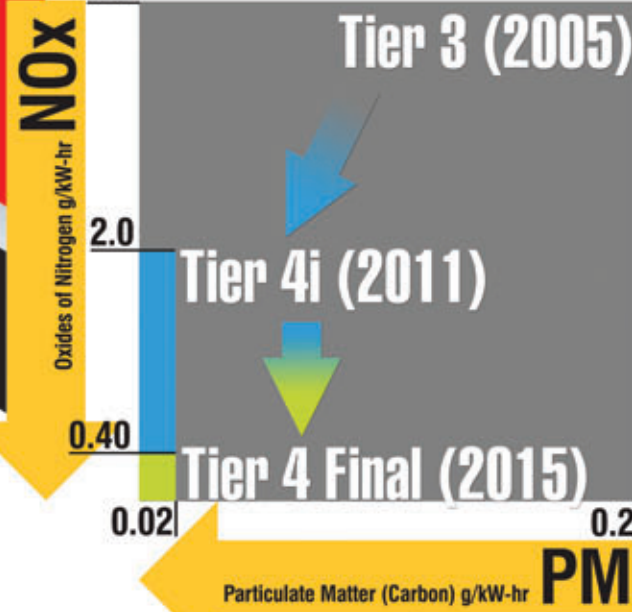
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