

ACT

The magazine for the crane, transport and industry

A KHL Group Publication

www.khl.com/act

INTERVIEW:

**Terex's
Dean Barley**

**Where self-
erecting tower
cranes fit in**

**Steady market
for used cranes**



Official domestic
magazine of
the SC&RA



**Radio telescopes
hitch a ride with Bigge**

Beam me up!

NationsBuilders Insurance Services Provides Comprehensive Insurance for the Crane and Rigging and Specialized Transportation Industry.

Coverages Include:

General Liability
Property/Inland Marine
Commercial Auto
Excess / Umbrella

Truckers' Liability
Physical Damage
Custom Cargo/Transit
Workers' Compensation

NBIS is a National Managing Program Underwriter, Loss Control Provider, Claim Adjusting Administrator and Reinsurer Specializing in Construction & Transport Insurance Programs Exclusively Through Agents/Brokers.



*NBIS is the SC&RA's
Exclusively Endorsed
Property and Casualty
Insurance Provider*

WHO'S WHO
AT KHL

EDITORIAL

Editor: D. Ann Slayton Shiffler
E-mail: d.annshiffler@khl.com**Assistant editor:** John Skelly
Phone: 312-386-5067
E-mail: john.skelly@khl.com
FAX: 312-624-8673**International editor:** Alex Dahm
E-mail: alex.dahm@khl.com**Staff writers:** Lindsay Gale,
Sandy Guthrie, Laura Hatton,
Cristián Peters, Murray Pollok,
Chris Sleight, Helen Wright,
Euan Youdale**SC&RA Correspondents:**
Tim Hillegonds, Mike Chalmers

PRODUCTION

Production director: Saara Rootes
E-mail: saara.rootes@khl.com**Production manager:** Ross Dickson
E-mail: ross.dickson@khl.com**Production assistant:** Alexandra Hibbit
E-mail: alexandra.hibbit@khl.com**Design manager:** Jeff Gilbert
Events design manager: Gary Brinklow**Junior print & digital designer:**
Mitch Logue

CIRCULATION

Circulation manager:Helen Knight
E-mail: helen.knight@khl.com**Business development director:**
Peter Watkinson

E-mail: peter.watkinson@khl.com

Office and bookstore manager:Clare Grant
E-mail: clare.grant@khl.com**Fax Subscriptions to 312-626-2115**

SALES

Sales manager**MATT BURK**

205 W. Randolph St., #1320

Chicago, IL 60606

Phone: 312-496-3314

Cell: 773-610-9467

E-mail: matt.burk@khl.com

National account manager**BEV O'DELL**

1427 N. Aztec Avenue

Independence, MO 64056

Ph: 816-886-1858

Fax: 816-886-1884

Cell: 816-582-5253

E-mail: bev.odell@khl.com

International sales executive**JOHN AUSTIN**

KHL Group, Southfields,

Southview Road, Wadhurst,

East Sussex, TN5 6TP, UK.

Ph: +44-1892-784088

E-mail: john.austin@khl.com

CHIEF EXECUTIVE OFFICER

James King

CHIEF INFORMATION OFFICER

Paul Marsden

PRESIDENT & PUBLISHER

Trevor Pease

KHL GROUP AMERICAS LLC

3726 E. Ember Glow Way,

Phoenix, AZ 85050

Ph: 480-659-0578

Fax: 480-659-0678

E-mail: americas@khl.com

Nice prices

In our household we don't buy cars very often, and seldom do we buy new ones. Our practice is to buy a car and then see how many miles we can put on it before it costs more to maintain it than it would to replace it. My husband's 2003 Tahoe has logged more than 286,000 miles and it's still blowing and going. I got a new car about two years ago, and I drove away from the dealership thinking about that annoying factoid: when you drive a new car off the lot, it will depreciate by as much as 10 percent.

But that's not the case with cranes. Depending on the demand, a crane can actually appreciate in price. Last spring, Ritchie Bros. Auctioneers sold more than \$35 million worth of cranes at an auction in Casper, WY. A 2010 600-ton capacity Liebherr LTM1500-8.1 sold for \$3.35 million. While used crane prices aren't across-the-board strong for every class of crane, there's always demand for well-maintained cranes. Currently, used crawlers and ATs are selling for great prices, some for as much as a new unit. How do the OEMs feel about this?

"This is a wonderful situation when this happens," said Manitowoc's Ingo Schiller. "This indicates that the market is active and demand for equipment is high. It is always a pleasure to speak with customers when they realize that the crane that they bought five years ago and that has been producing for them for five years is worth on the open market close to what they paid for it." For more about used crane sales see our Industry Focus on page 31.

And speaking of crane OEMs, there sure is a lot going on with Manitowoc and Terex. Manitowoc is making plans to split into two companies while Terex is making plans to merge with Konecranes. We are working to stay on top of the news from both companies, and all OEMs that produce cranes for the North American market. Assistant Editor John Skelly visited the Terex Cranes' facility in Waverly, IA in late August for their Demo Days event. He caught up with new Terex Cranes President Ken Lousberg, just a couple weeks into his new job, and also interviewed Dean Barley, vice president and general manager of Terex Cranes North America, who is nine months into his position. Don't miss Skelly's Interview on page 20 and his Site Visit on page 28.

As this issue goes to press, we are off to Denver for the SC&RA Crane & Rigging Workshop and then on to Kentucky for ICUEE. Look for event wrap ups in our November issue. Until then, let us know what's going on with your people, jobs and equipment.

And finally, what do you think about those falling gasoline prices? I saw \$1.85.9 a gallon this week in Central Texas.

D. ANN SLAYTON SHIFFLER

Editor

KHL Group Americas LLC,

30325 Oak Tree Drive, Georgetown TX 78628.

Ph: 512-868-7482, E-mail: d.annshiffler@khl.com

SUBSCRIPTIONS: Annual subscription rate is \$330. Free subscriptions are given on a controlled circulation basis to readers who fully complete a Reader Subscription Form and qualify under our terms of control. The publisher reserves the right to refuse subscription to non-qualified readers. www.khl.com/subscriptions/act

KHL CRANE
PORTFOLIO

ACT 100

ACT TRANSPORT 50

IC 50 ICT ICTL
CRANES TOWERS TOPLIFTICM 20 ICT 50
MANUFACTURERS TRANSPORTKHL's
Crane Market
The online market place for buyers and sellers of used cranes
www.worldcranemarket.comKHL's
Worldcrane week
Global news from International Cranes and Specialized Transport and American Cranes & Transport
www.worldcraneweek.comKHL's
Worldconstruction week
The latest global construction news from International Construction and Construction Europe
www.worldconstructionweek.com

Subscribe to our tablet edition by visiting <https://play.google.com/store/apps/details?id=com.magazinecloner.americancranes> or <https://itunes.apple.com/gb/app/american-cranes-transport/id571668813?mt=8>



www.twitter.com/khlgroupact



www.facebook.com/AmericanCranesandTransport



www.youtube.com/khlgroup

BUILT FOR THE WAY YOU WORK



A Terex rough terrain crane provides the best crane features in a powerful, maneuverable package. It is the most versatile lifting tool on the jobsite.

Designed with you in mind:

- ▶ Rugged axles and machine structure withstand challenging environments
- ▶ Cab design focused on operator comfort and ergonomics reduces fatigue and improves productivity
- ▶ Compact chassis and three steering modes offer excellent jobsite maneuverability
- ▶ Full power telescoping boom provides optimal control and lift capacity



RT 230



RT 555



RT 780

Ask about our full range of rough terrain cranes



Contact us to learn
how we can work for you.
1-877-MY-TEREX 1-877-698-3739

www.terex.com/cranes



TEREX®

WORKS FOR YOU.™



Hauling a huge radio telescope transporter through a mountainous terrain was tedious work for Bigge Crane & Rigging. See Site Report on page 43.



ISSN 1555-1830



Circulation is audited by BPA Worldwide

© Copyright KHL Group Americas LLC 2015
All rights reserved. Reproduction in whole or in part without written permission is prohibited.

American Cranes & Transport makes every effort to ensure that editorial and advertising information carried in the magazine is true and accurate, but KHL Group Americas LLC cannot be held responsible for any inaccuracies and the views expressed throughout the magazine are not necessarily those of the publisher. KHL Group Americas LLC cannot be held liable for any matters resulting from the use of information held in the magazine. The publisher is not liable for any costs or damages should advertisement material not be published.

American Cranes & Transport is published 12 times a year by KHL Group Americas LLC, 3726 East Ember Glow Way, Phoenix, AZ 85050. This issue is mailed on August 28, 2015. SUBSCRIPTIONS: Annual subscription rate is \$330. Free subscriptions are given on a controlled circulation basis to readers who fully complete a Reader Subscription Form and qualify under our terms of control. The publisher reserves the right to refuse subscription to non-qualified readers.



Produced in
cooperation
with the
NCCCO



Official domestic
magazine
of the
SC&RA

FEATURES

20 INTERVIEW

Dean Barley, vice president and general manager of Terex Cranes North America, sat down with *John Skelly* to share his thoughts on the merger, cranes sales and what comes next.



24 RIGGING REVIEW

Mike Riggs explains why the importance of reviewing a lift plan increases with the complexity of the lift.

26 PRODUCT FOCUS: SELF-ERECTING TOWER CRANES

While the North American self-erecting tower crane market lags behind Europe, the crane continues to pick its spots. *John Skelly* reports.



49 SC&RA COMMENT

Joel Dandrea takes a look at the future of the American workforce by the numbers.

50 SC&RA NEWS

The SC&RA Awards Program inspires members to be their best.

54 SC&RA RISK MANAGEMENT

Billy Smith and Joe Doerr discuss why the time has come for the ELD mandate.

MARKETPLACE

The most comprehensive listing of crane and transport services and equipment in North America.

58 DEALER LOCATOR

64 PRODUCTS, PARTS AND ACCESSORIES

80 EQUIPMENT FOR SALE OR RENT

SAFETY, TRAINING & INDUSTRY SERVICES

CAREER OPPORTUNITIES

86 TRANSPORT & HEAVY HAUL



28 SITE VISIT: TEREX DEMO DAYS

John Skelly ventured over to Waverly, IA to check out Terex Cranes Demo Days.

31 INDUSTRY FOCUS: USED CRANES

The used crane market continues its rollercoaster ride. *D. Ann Shiffler* reports.

35 TECHNOLOGY REPORT: FLEET MANAGEMENT SOFTWARE

Tony Nicoletti discusses fleet management software and how the use of telematics can justify the investment.

39 INDUSTRY REPORT: ACCIDENT-DAMAGED CRANES

D. Ann Shiffler answers the question: When is it feasible to restore an accident-damaged crane?

43 SITE REPORT: TRANSPORT

Bigge Crane & Rigging hauled 23 radio telescopes in challenging weather and through a mountainous terrain. *D. Ann Shiffler* reports.

46 SITE REPORT: RIGGING

Marr Companies used six cranes to install an aerial sculpture in Boston.



DEPARTMENTS

6 NEWS

13 BUSINESS NEWS

15 SAFETY & TRAINING

17 NCCCO NEWS

90 PEOPLE & EVENTS

■ A 1,350-metric ton capacity Liebherr LR 11350 crawler crane tipped over backwards in stormy weather at the Grand Mosque in Mecca, Saudi Arabia, on September 11 killing more than 100 people. The crane was being used on the project to expand the holy site. An inquiry has been launched into the collapse, which saw the crane's boom break through the outer wall of the Mosque as it fell. The crane was operated by the main contractor for the expansion project, Saudi Binladen Group (SBG). A statement from Liebherr said, "Liebherr is extremely saddened by this tragic accident and the fatalities and injuries, and expresses its deep sympathy to the families of the victims. We hope that all persons injured will recover quickly. As the crane manufacturer, Liebherr will do everything in its power to help bring the accident investigation to a speedy and logical conclusion."

Empire erects new Wolff 355B in yard



The Bridgewater, NJ skyline now features Wolffkran's 355B model located at Empire Crane Company's yard at 36 South Adamsville Road. Earlier this year Empire became an authorized Wolffkran dealer and the company now offers the entire range of Wolff cranes and stocks parts for the machines.

Wolffkran tower cranes are NYC Cranes & Derricks approved and ANSI B30.3-2012 compliant. Model 355B is the ideal tower crane

for concrete and general construction work with 197 feet of luffing boom, Empire said. It offers a 951-foot-per-minute line speed in addition to the Wolff Boost Function, which allows 10 percent increase in load capacity. These features, along with the multiple tower combinations, offer superior free standing heights to other tower cranes on the market, Empire said.

Wolffkran is headquartered in Switzerland and has manufacturing facilities in Germany. ■

Raising the roof at Arthur Ashe Stadium

Buckner HeavyLift Cranes used three Liebherr crawler cranes to help install a retractable roof on the Arthur Ashe Stadium in New York.

The crawlers on site included a Liebherr LR 11000 and two LR 1600/2s. In addition, two LR 1200s and an LTM 1220-5.2 from crane rental company Bay Crane Service were also on site for use as auxiliary cranes.

The three crawlers were used to install the steel structure for the roof. Challenges on site include a constricted working area. Kevin Long, Buckner HeavyLift's project manager, said, "The site was logistically challenging. A great deal of planning was required just for the assembly and disassembly of the cranes. Liebherr LR 11000 and LR 1600/2 crawler cranes feature an efficient erection process and short set-up times. That, of course, helps to keep costs down."

In addition, the foundation and the soil also caused problems. "The maximum ground bearing pressure on

site was our main concern," said Long. "But the Liebherr crawler cranes offer far better ground bearing pressures than the other cranes we considered. At the same time they also provide the lifting capacities and radii we needed. That meant that the cranes did

not have to be moved so often which enabled us to save a good deal of time and money."

The retractable roof is due to be completed in 2017. An LR 1600/2 from Buckner will be back at work on the site for around four months starting in October, a spokesperson said. ■



■ Crane Service expanded their fleet with one Link-Belt TCC1100, two Grove RT 890Es and one Grove RT9130E-2. The Link-Belt TCC1100 is a telescopic crawler crane that is the first of its type in the Crane Service fleet. The same goes for the large 130-ton rough terrain crane. "The TCC1100 crane will be logistically more efficient than other crawler cranes that currently reside in our fleet. We are able to setup the crane in a fraction of the time, without having to add or remove boom. This will be a mighty tool to add to our growing crawler fleet," said Bob Warianka, business development.



■ Manitowoc has filed a registration statement with the U.S. Securities and Exchange Commission in connection with its plan to separate its Cranes and Foodservice businesses. The company says it expects the separation, through a tax-free spin-off of the Foodservice business, to be completed in the first quarter of 2016. Manitowoc Chairman & CEO Glen E. Tellock said, "This filing represents an important milestone in executing our plan to separate the Cranes and Foodservice businesses into two industry-leading, independent, public companies. We believe that the separation will allow each company to focus on its unique growth profile, product categories, distribution systems and strategic priorities."

■ H&E Equipment Services, Inc.'s operation in San Antonio relocated to its newly-constructed facility at 5327 Tex-Con Drive, San Antonio, TX 78220. The new 26,535 square foot facility sits on 6.5 acres, with office space, a parts warehouse, large yard area and a 12-bay repair shop that includes two, five-ton overhead cranes.

Industry leaders to convene at WC&TS

**WORLD CRANE
AND TRANSPORT
SUMMIT 2015**
AMSTERDAM
4 AND 5 NOVEMBER

Representatives of some of the biggest crane and specialized transport companies around the world will participate in the 5th World Crane & Transport Summit that will be held in Amsterdam November 4-5, 2015.

Senior executives from such companies as Mammoet, Sarens, ABG, ALE, Bok Seng Logistics, Collett & Sons, Daco Heavy Lift, Maxim Crane, Tradelossa and Euro-Rigging will take part in the event.

Book now at www.khl.com/wc and take advantage of the special hotel rates.

The conference - organized by *International Cranes and Specialized Transport* magazine and KHL Group - provides an opportunity to network and to hear from senior figures on topics



including: safety and training; market developments; wind turbine projects; succession planning; and project case studies.

Among the speakers are Jan Kleijn (Mammoet), Marco van Daal (The Works International), Mathias Rehe (Daco Heavy Lift), Norbert van Schaik (Siemens Wind Power), Ton Klijn (Wagenborg Nedlift), Ton Raemakers (Euro-Rigging); Frank Bardonaro (Maxim Crane); and Vincent Teo (Bok Seng Logistics).

Topics covered include: Managing wind turbine projects; Proposals for a European crane operator licence scheme; The special demands of oil and gas projects; New operating guidelines for self-propelled modular transporter (SPMT); Succession planning for family-owned businesses; Reports on developing markets (South East Asia, Caspian, Africa and India); and a Round-table on recruiting and retaining people.

New digs for Viant

Viant Crane hosted an open house and ribbon cutting on August 13, 2015 to showcase their new 15-acre facility and 18,000-square-foot of warehouse and maintenance space. This move has increased the company's previous servicing space from 1,500 square-feet to over 10,000-square-feet and with plans for a 9,000-square-foot addition. With six acres currently prepared for use and an additional nine remaining available, each crane will have a designated space. A number of Viant Crane's fleet of 47 cranes were on display throughout the day. Visitors toured the new service center and facilities.

The space was previously

a railcar locomotive repair facility, and has been undergoing renovations since July 2014.

"Viant is a fantastic company, with deep roots in this community," said a spokesperson from the Superior-Douglas County Chamber of Commerce. "It just goes to show that they're growing correctly. They're making the correct moves to build that foundation that the

company can stand on."

Viant Crane opened in 2007 with six cranes and have been recognized as one of the fastest growing crane companies in the U.S. Breaking into the ACT100 list in 2013, they ranked at No. 75. In 2015 they were ranked at No. 65. The company focuses on the greater Midwest area including North Dakota, South Dakota, Iowa, Nebraska, Minnesota, Wisconsin and Michigan.



Viant Crane hosted an open house at its new 15-acre facility.

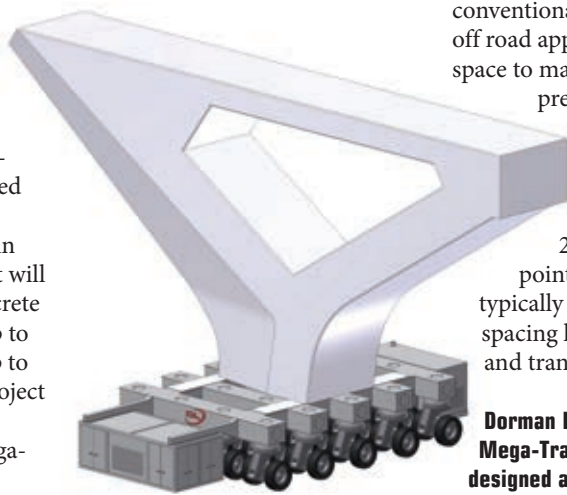
Three Buckner HeavyLift crawlers install a retractable roof on the Arthur Ashe Stadium.



Dorman Long wins first project for Mega-Transporter

United Kingdom-based Dorman Long Technology has been awarded their first order for their new 160-metric ton 4-tire axle line Mega-Transporter. It will be used on the New Champlain Corridor bridge project in Montreal, Canada, and it will be handling precast concrete bridge units weighing up to 1,000 metric tons and up to 11.5 meters tall in the project casting yard.

The Dorman Long Mega-Transporter is intended as a compact alternative to



conventional SPMTs for off road applications where space to maneuver is at a premium. The Mega-Transporter comprises a grid of 80 metric ton capacity 2-tire suspension points that are typically at 2.2 meter spacing longitudinally and transversely, but

Dorman Long Technology's Mega-Transporter was designed as an alternative to SPMTs for off-road applications.

can be provided in any arrangement to suit the project requirements. Each Mega-Transporter is designed and manufactured to order and is delivered in standard open top shipping containers for bolting together on site. It can be delivered with an integrated diesel power unit, or with an electric drive for use with a locally hired diesel generator to comply with emission regulations in each region of operation.

The first Mega-Transporter will be delivered in January 2016, the company said. ■

J.E. Oswalt on the road with Goldhofer

At 85 you are not too old for a change. That has just been proven by J.E. Oswalt & Sons of Batesburg, SC. The company recently took delivery of a new THP/SL heavy-duty modular system from Goldhofer, including accessories like intermediate

decks, trailer packages and gooseneck.

David Oswalt, grandson of the company's founder Julian Earl Oswalt Sr., was so impressed by the debut of his first ten Goldhofer axle lines that he quickly placed a follow-up order.

"We handle jobs for several of the world's biggest conglomerates in the energy industry. So we obviously need the best transport equipment available on the market today; there is no room for compromise," said Oswalt. "With Goldhofer's high-end systems, we can guarantee professional, precise, safe and fast handling of our customers' jobs, and at the same time enhance our image as professional partners for heavy haulage and lift and rigging operations." ■



Load securement requires complex calculations and RUD has a new solution. To assist with the selection and dimensioning of lashing, RUD now offers a calculation app for lashing. This app can be downloaded free for iOS and Android users. By means of the integrated angle measuring device, the existing horizontal and vertical angles can be measured quickly. The app has a variety of practical add-on functions, including a combined load securing of blocking and frictional lashing, the transport means truck, rail and ship can be selected and combined in an individual way; there will also be the possibility of choosing between angle and length calculation. After only a few and simple steps, the app supplies both for direct and frictional lashing, the required number and dimensions of the lashing means and proposes the ideal ICE 120 lashing chain.



Venco Venturo debuts ET6K

Venco Venturo Industries has produced a new electric telescopic crane, the 2,000 pound capacity ET6K. The crane offers a small footprint and is one of the few cranes that can operate without certification with continuous power rotation and power elevation. The ET6K was developed based on market research by fleets looking for a low-cost, light-weight solution that workers can operate without OSHA 1926.1427 certification. It was engineered as a continuous rotation, electric-hydraulic powered crane with a manual boom extension of 6-10 feet and hydraulic elevation from -5 to +75 degrees. Optional equipment includes radio remote controls, outrigger packages, mounting pedestals for platform bodies and boom rests.

LONGEST BOOM. PERIOD.

ALL NEW 140-TON TELESCOPIC CRAWLER!

TCC 1400

Longest boom length in its class 195 feet!

- On-board three-piece bi-fold lattice fly - 259 feet max tip height
- Link-Belt Pulse crane operating system with telematics
- List charts up to 4°
- Programmable virtual wall with function kick-out
- Tier IV Final Cummins 320 hp engine
- Eco-Power auto-idle/auto-resume RPM's

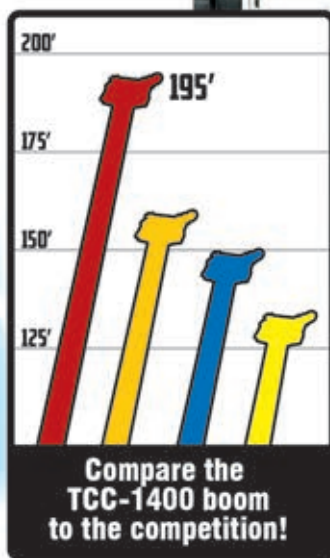
Outstanding serviceability

- LED compartment lighting
- Centralized grease bank
- In-cab hydraulic pressure diagnostics

Fast mob and de-mob

- Fly pinning
- Self assembly
- Counterweight removal

The TCC-1400 widens Link-Belt's telescopic crawler offering, which now spans from 50 to 140 tons with **four models.**



Unbeatable transportability

- Main load under 100,000 lbs - NO SUPER LOADS
- 3-4 overflow loads - under 45,000 lbs

Link-Belt

Link-Belt
C R A N E S

LINK-BELT CONSTRUCTION EQUIPMENT
Lexington, Kentucky | www.linkbelt.com

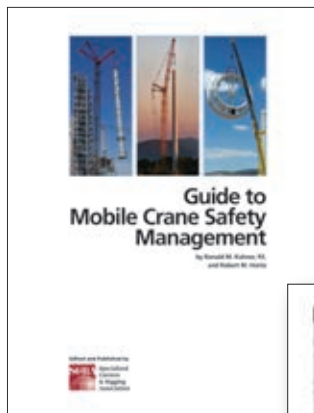
CONTACT YOUR LINK-BELT DISTRIBUTOR TODAY!

■ Sims Crane released a new Sims Crane Minute safety video about the correct hand signals to use when flagging a crane operator. The video can be seen by visiting <https://www.youtube.com/watch?v=xyiXez8jkSs>

■ Daseke Inc. is featured in a photo spread in *Inc.* Magazine's September issue, which covers the 500 fastest-growing, privately-held companies in the U.S. *Inc.* gives Daseke prominence with a three-page spread showcasing a Lone Star truck hauling a 160-foot wind turbine. Lone Star is one of the nine Daseke operating companies, with each company focused on open-deck trucking. Coming in at No. 480, Daseke is the only trucking company with Class 8 trucks named in *Inc.*'s list. Daseke, with a growth rate of 966 percent, was one of only four companies who made the list with sales exceeding \$500 million. Daseke had \$532 million in revenue in 2014.

■ Level 10 Construction is using a Wolff 700 B luffing jib tower crane to help construct the 181 Fremont Street skyscraper in San Francisco. Rented from Maxim Crane Works, the electric crane has a 50-ton lifting capacity in 3-fall operation and a maximum tip load capacity of 16.5 tons at a jib radius of 50 meters. It has been configured with a 7.6 meter counter jib. The tower crane has 2.3 meter Wolff HT 23 tower sections, a maximum hoisting speed of 190 meters per minute and a stepless, frequency-controlled drive. During the project the 700 B will be climbed externally along the building to a final tower height of 233 meters.

SC&RA debuts new mobile crane safety guide



SC&RA has released *The Guide to Mobile Crane Safety Management*, a beautiful four-color book published to fortify the organization's ongoing efforts to reduce crane and lifting accidents. The 104-page book reflects substantial changes in tools, technologies and perspectives over the last 20 years. Among developments covered are those resulting from new OSHA rules and updated standards such as the American Society of Mechanical Engineers (ASME) B30.5 – Mobile and Locomotive Cranes.

"Over the past several years, members have identified a need for a comprehensive reference tool like *The Guide to Mobile Crane Safety Management*," said SC&RA Crane & Rigging Vice President Beth O'Quinn. "We've worked closely with members and the industry on the publication to ensure it covers necessary safety considerations for mobile crane management today and in the future."

The guide was written by Ronald Kohner P.E. and Robert Hontz, who both have more than 40 years professional experience and who have written extensively on crane and lifting safety throughout their



careers. Chapters in the new publication cover:

■ **RISK** – Risk management issues of equipment, personnel and procedures; failure modes and causes; and a risk matrix.

■ **LIFT CLASSIFICATION** – Criteria for critical lift, intermediate lift and standard lift, as well as risk mitigation tools for different lift categories.

■ **LIFT PLANNING** – Site factors, including overhead obstructions, underground facilities, crane set-up area, at-grade obstructions, logistics, drawing and bridges; load issues, including weight accuracy; gross vs. net weights; load dimensions and center of gravity; crane selection, focusing on crane load ratings, crane location, radius, boom length, and crane configuration; clearances; and load manipulations; contingency planning; rigging plan; levels of personal involvement; change management; and lift plan documentation and review.

■ **JOBSITE ISSUES** – Roles and

responsibilities; equipment inspection for cranes and rigging; maintenance; crane assembly, disassembly and configuration changes; operational aids; safety devices; crane movement, including relocation and pick & carry operations; crane foundations, including general concepts, crane loading, mats and plates and foundation verification; best practices involving crane assembly/disassembly, crane set up, crane operation, rigging, and crane shutdown and

security; hazard awareness; load testing; weather factors, including wind, rain and thunderstorms, cold weather and visibility limitations; and field audits.

Also included are a number of useful appendices, including a shift/daily/monthly checklist; SC&RA's annual checklists for lattice boom cranes and for telescopic boom cranes; operating in the twilight zone of crane capacities; personnel hoisting; glossary; lift planning checklist and additional resources.

"We're confident that it will provide companies with the necessary information, charts and checklists for establishing safety processes and procedures on the jobsite," said O'Quinn.

The Guide to Mobile Crane Safety Management is available to SC&RA members for \$99. The nonmember price is \$199. To purchase the new guide and other products or services available from SC&RA, visit www.scranet.org/store or call (703) 698-0291.

CICB acquires East Texas Crane Academy

Crane Inspection & Certification Bureau (CICB) has acquired East Texas Crane Academy (ETCA). Financial terms of the transaction were not disclosed.

CICB's CEO Craig Epperson said the acquisition is a strategic move designed to expand CICB's footprint in Texas and facilitate continued growth.

"Acquiring a high-quality training operation like East Texas Crane Academy accelerates our expansion, strengthens our team, and continues our goal of being the national leader in crane and rigging education," said Epperson. "The professionals at ETCA are also a great fit for CICB culturally, sharing our

deeply held commitment to safety and service."

The merger bolsters CICB's position as a leader in providing training and testing for those needing their certification from the National Commission for the Certification of Crane Operators (NCCCO) in the Gulf Coast Region of the U.S.

"CICB has a reputation of providing only high quality training services to the crane and lifting industry, and our relationship with the management team goes back more than 15 years, which made our decision to combine forces with them, very easy," said Joe Bob Williams, president of East Texas Crane Academy.



A Maeda MC 285 mini crane has been used to erect steel beams on the roof of the St. David's Medical Facility in Austin, TX.

The mini crane was used to assist at the project because the tower crane that was on site couldn't reach the farthest corner of the structure, a company spokesperson said. To erect the steel beams the MC 285 was lifted by the tower crane onto the roof of the building. It was then used to assemble the steel beams.

The crawler track-mounted MC 285 was rented from Inman Texas Company in Houston.

Experts in the design and manufacture of standard and custom designed Lifting Equipment

- Modular Spreader Beams up to 400t in stock and available for worldwide distribution
- Modular Spreader Beams for 2-5000t and spans up to 100m/330ft
- Experts in Custom Lifting Solutions and projects requiring high QA standards
- Quality assured products, all fully tested and certified
- DNV Design Approved as standard



Spreader Beams



Lifting Beams



Spreader & Lifting Frames

Head Office: +44 (0) 1202 621511
US tel: 011 44 1202 621511
sales@modulift.com
www.modulift.com

Modulift®



iCRANETRAX.COM IS A SIMPLE, ALL-IN-ONE BUSINESS MANAGEMENT SYSTEM WITH TELEMATICS BUILT IN.

iCraneTrax.com stores data from every aspect of your business and turns it into useful information and reports, allowing you to make important decisions about your company and how to best utilize your assets to achieve maximum profits. Whether large or small, your company will benefit from the online business software specifically built for the unique needs of the construction industry.



BUSINESS MANAGEMENT

- Customer Relationship Management (CRM)
- Sales
- Quoting
- Invoicing
- Equipment Management



REPORTING

- Telematics
- Equipment Utilization
- Sales Tracking



EQUIPMENT MANAGEMENT

- GPS/Telematics
- Preventative fleet maintenance
- Predictive fleet maintenance
- Job Management



JOB MANAGEMENT

- Dispatch personnel and equipment
- Scheduling conflict warnings
- Document management
- Reporting

iCRANETRAX.COM.

ALL ONLINE, ALL THE TIME.



A1A Software

Your Data Your Way

A1A Software provides construction industry professionals software that is easy, convenient, customizable and affordable.

The bursting of the Chinese stock bubble has reverberated around the world, erasing many of the gains of the last year. For equipment manufacturers it pushed an already depressed sector lower still. **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.

Chinese impact

The wheels really flew off for Chinese stock markets in August and September, with a string of losses precipitating a vicious circle of panic selling. This spread to other markets around the globe thanks to data pointing to weaker than expected Chinese economic growth.

The collapse in China has wiped out many of the gains built up in the rally over the preceding months. However, it could be argued that with no real economic underpinning for this, it was a bubble that was bound to burst sooner or later.

It remains to be seen how the Chinese government will respond. Its attempts to intervene in markets as the rout began did not have much effect. With the benefit of hindsight, the authorities might have been better staying away, rather than imposing selling restrictions and changing rules to stimulate buying. The failure of these measures showed the

government to be impotent on this occasion, which is arguably worse than not taking action.

Rebound

As this month's graph illustrates, there has been some rebound in the U.S. following the sell-off, and investors seem to be finding their nerve again. However, the recovery has not been as pronounced in the heavy equipment sector, as reflected in the ACT Heavy Equipment Index (HEI).

The sector was already having a tough year in the face of falling commodity prices and economic weakness in many of the world's emerging markets. Little surprise then that a stock market panic and disappointing economic data for the world's biggest emerging economy has seen the sector fall even further.

The further problem with a weak Chinese economy is that it may prolong the slump in commodity prices. An economic slowdown may also

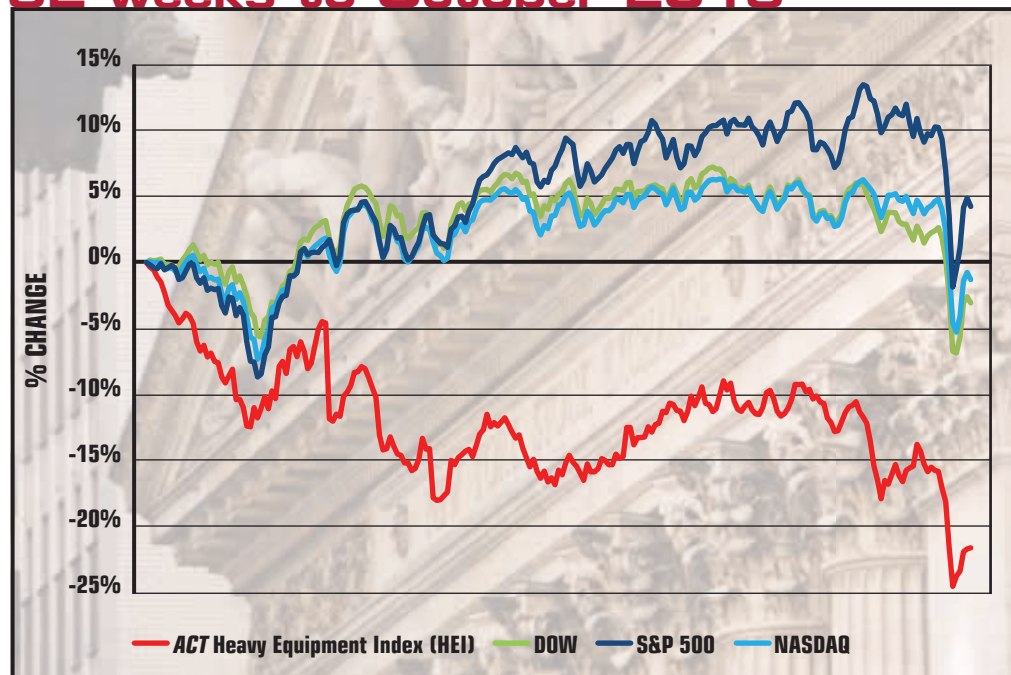
dent consumer confidence among China's middle classes, again slowing spending and putting the brakes on economic growth.

While that will hit commodities exporters in emerging regions like Africa and Latin America, the impact for the U.S. is more nuanced and arguably positive.

Lower global oil and energy prices are effectively a tax cut for American consumers and businesses. Meanwhile, lower demand for materials around the world will keep inflation in check. This has been apparent in the construction industry this year, where growth has continued to boom, but materials prices have stayed flat or down-ish in many cases. Any inflation in the industry seems to be related to skills shortages.

Of course, the ACT HEI manufacturers would like stronger markets around the world, but it will take an uptick in economic growth and commodity prices for this to happen. ■

52 weeks to October 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*.



RIGGING FOR THE 21ST CENTURY

The Slingmax® line of advanced rigging products features the high performance synthetic Twin-Path® slings with Check-Fast® inspection. We also supply Cornermax® cut protection for synthetic slings. Our built-in sling inspection features are not available anywhere else and are backed up by the most extensive testing program in the sling industry.

Important features of our products:

- K-Spec® fiber, the longest lasting composite fiber for roundslings
- Rifled cover™ technology for consistently strong slings
- Cycle tests to 50,000 cycles with no strength loss
- Covermax® cover for abrasion and UV resistance
- Proof of concept testing to 600 tons
- Check-Fast® inspection technology



SLINGMAX®
RIGGING SOLUTIONS

205 Bridgewater Road, Aston, PA 19014-2423 USA

+1(610) 485-8500 • (800) 874-3539

www.slingmax.com

Daniel Erwin

discusses the
"who" in accident
investigation.

Last month we started a small series of articles on incident investigation techniques to go with the webinar presented on the topic. In the previous article, we discussed the "what" of investigations including what we should be investigating, what we should call our incidents, and a couple other areas. Let's continue this month with more of the basics and go into the "who" of good investigations.

In my opinion, the questions to answer when it comes to who are:

- Who should conduct an incident investigation?
- Who should be involved?
- Who should share the results and with whom should they be shared?

Many readers may be inclined to answer the first two questions in the same way I hear it in many companies I visit.

"That's what the safety people are here for," or something similar.

While I completely understand the reasoning behind this viewpoint, I personally don't entirely agree. My experience has shown me that we really care most about the areas for which we are accountable and responsible. I have witnessed all too often that a supervisor has a

member of their crew suffer an incident and their only role is to call the safety department and tell them to come and take care of it while they go back to work. I think this sends the wrong message as far as the supervisor's accountability for safety and belittles the information that they are more qualified to give than the safety staff member.

For this reason, I think that the supervisor, as an expectation of their job duties (ideally even written in their job description), should assist throughout the investigation process. They are normally on the scene when it takes place, are intimately familiar with the process and job conditions, and should begin the investigation process immediately after making the appropriate notifications.

In addition to the supervisor, the employee(s) directly involved in the incident should relate to the best of their ability all events, including those leading up to the actual cause of the injury. This should be done in a documented, controlled fashion.

There are often others in the area that were not directly affected by an incident and are not the supervisor but could have useful information. All these witnesses should provide statements in a direct, written way as described by the company. This should not be a surprise to employees, but it should be an established part of the company culture. In an ideal situation, the employer has a guided form that prompts the statement

in certain areas, such as, "list weather conditions, time of day, location of equipment, etc.," instead of the all too often used "here's a blank sheet of notebook paper, write down everything you remember."

"Is he saying the safety staff is worthless?" Absolutely not. I feel the safety group should take the lead to make sure that processes are followed correctly and passed along outside of the company as needed. But, those more directly involved should cover the first steps as an important part of accountability and a positive safety culture.

What about the results?

I think that many times we are not getting the most bang for our buck from our unfortunate incident which leads to the next question:

Who should see the results of the investigation and who should share it?

I would answer the first question by asking another;

"Who in our company could benefit from knowing the causes of incidents that take place in work that we perform every day?" I think the obvious answer is all of them.

We should do our best to share the lessons learned and results of our investigations with every employee. This can be done (without including

private information) through a system of email blasts, text messages, safety stand downs, or simply ensuring it is the topic of the next safety meeting, better sooner than later.

As far as who should share the message, I think it should ideally again be someone other than a safety rep. The most effective lessons learned meetings I have experienced are those that are led by the individual(s) directly involved in the incident. There are few things more powerful than hearing a co-worker explain where they deviated that resulted in an undesirable consequence.

Hopefully this is helpful in our groups, we will continue next month with more on investigation techniques. ■



AUTHOR:

Daniel Erwin

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

"I think that the supervisor, as an expectation of their job duties (ideally even written in their job description), should assist throughout the investigation process."



FORGED SINGLE & DOUBLE

HEAVY DUTY CRANE HOOKS

**BUILT TO THE HIGHEST STANDARDS WITH
COMPETITIVE PRICING & SHORT LEAD TIMES.**

For high-quality crane hooks you can depend on for the toughest applications, turn to CM Heavy-Duty Crane Hooks. Relying on more than a century of manufacturing expertise, our crane hooks are designed to the most exacting quality and material requirements to ensure we produce the best product on the market.

With capacities up to 1250 metric tons, our crane hooks are available in carbon, super alloy and extreme alloy materials and feature some of the industry's shortest lead times!

**800.888.0985
CMWORKS.COM**

**COLUMBUS MCKINNON. 140 YEARS OF HELPING INDUSTRIES MOVE,
LIFT, POSITION & SECURE MATERIALS EASILY & SAFELY.**



Pile Driver Program takes shape

The 18 members of NCCCO's Pile Driver Task Force have made significant progress working out the details of a new CCO certification for operators of dedicated pile driving rigs.

The task force is made up of industry experts from pile driver manufacturers, users, trainers, and distributors, as well as program development and psychometric experts from NCCCO. Numerous questions for the written exam have been prepared and pilot-tested by the task force members, and development of the practical exam is well underway. The main practical exam tasks have been identified, including lifting and manipulating piles, engagement of the hammer, and proper shutdown and securing of the equipment.

"Thanks to the dedication and enthusiasm of the task force members, program development is moving forward at an accelerated pace," noted NCCCO Program Manager Matt Shaw. "With several more in-person meetings scheduled before the end of the year – as well as teleconferences between those



CCO Pile Driver operator certification is slated for early 2016 launch

meetings – pilot testing is expected to begin around the first of the year."

The new certification – targeted for a first quarter 2016 launch – is being developed in partnership with the Pile Driving Contractors Association (PDCA), and the task force has already held five in-person meetings and two virtual meetings since the development kick-off in November 2014.

“Thanks to the dedication and enthusiasm of the task force members, program development is moving forward at an accelerated pace.”

International crane experts meet in Australia

The annual meeting of the International Organization for Standardization (ISO) committee that oversees development and revision of the international crane standard TC 96 took place last month in Sydney, Australia.

Hosted by the national standards setting body, Standards Australia, and sponsored by The Crane Industry Council of Australia (CICA), the meeting attracted delegates from many parts of the world to review progress on standards covering all types of mobile, tower and overhead cranes, as well as wire rope, design principles and test methods. As usual, the U.S. had a strong representation



with 10 delegates from crane manufacturers and consultants present.

NCCCO has represented the American National Standards Institute (ANSI) as the official secretariat for the Jib Cranes Subcommittee (SC 8) since its appointment in 2012.

Future meetings of TC 96 are scheduled for Changsa (Hunan Province), China (September 2016, hosted by the Standardization Administration of China – SAC) and Ota City (Tokyo), Japan (September 2017, hosted by the Japanese Industrial Standards Committee – JISC).

OPERATOR PROFILE: Blair Carlton

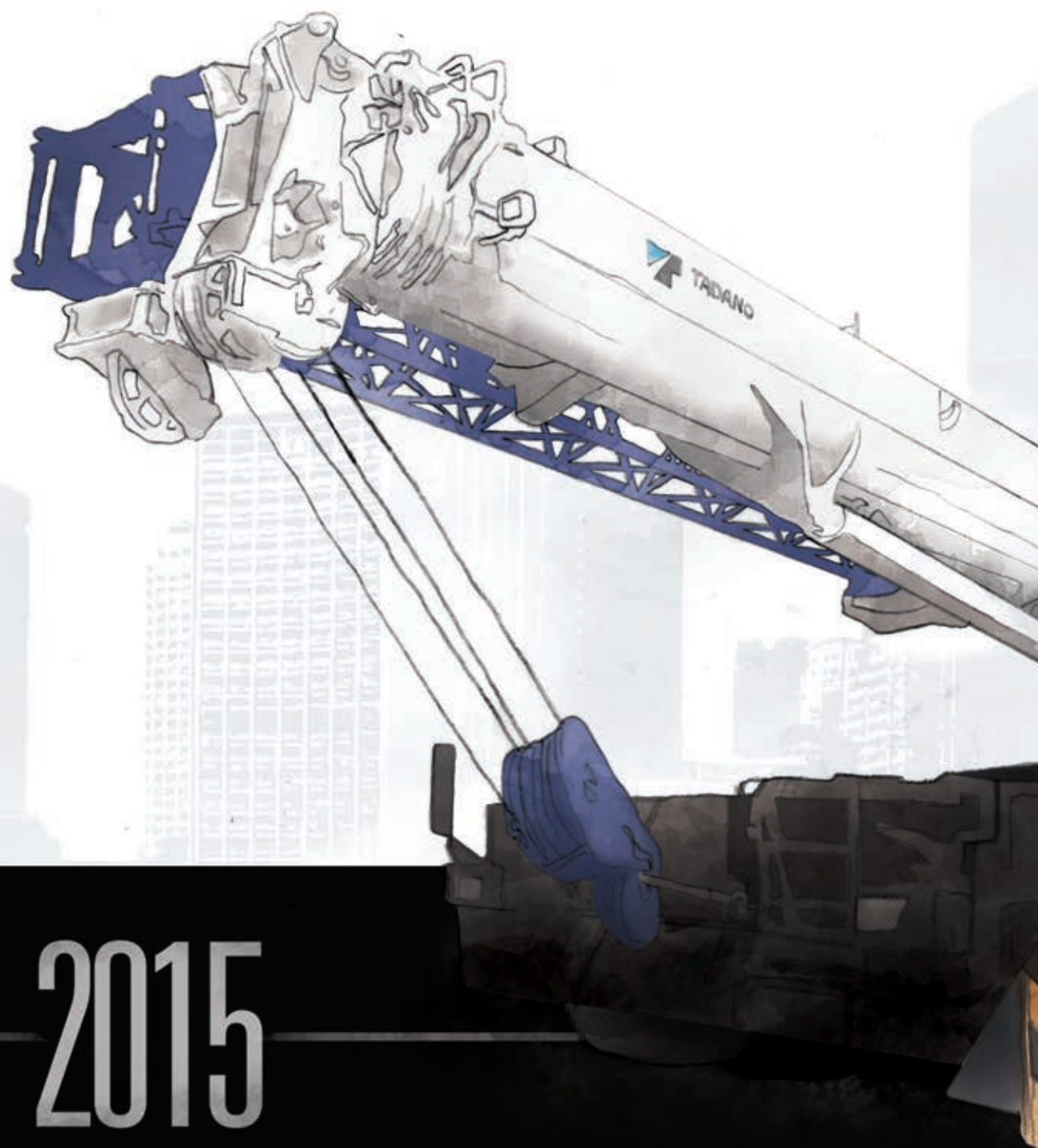
Originally a mechanic, at 6-foot 6-inches tall, Blair Carlton realized that he was better suited to be in the cab operating cranes than he was working in confined spaces.



An apprentice friend with IUOE Local 147 invited Blair to help him and his friend's father – a crane operator – on a job where they had to recover a flipped excavator with a crane. Blair was hooked: after that he knew he wanted to operate cranes, and joined the crane operator apprenticeship program at Local 147. He began operating cranes 16 years ago and, while still completing his IUOE apprenticeship, in 2001 he was hired by W.O. Grubb through the local union. Today he's W.O. Grubb's field operations coordinator – more commonly known as the "yard supervisor" – at the company's headquarters location in Richmond, Virginia, where the fleet consists of mobile, all-terrain, and rough-terrain cranes.

"The first time I took my CCO mobile crane operator certification exams I learned a lot of technical and safety information that I did not know prior to taking the exam," he says, and acknowledges that earning his certification has made him a safer operator. And he sees NCCCO's five-year recertification requirement as beneficial because it forces operators to keep up to date with the latest OSHA regulations and ANSI standards. Having his CCO certifications also makes him much more confident on the job. "I can explain to customers about safety rules and proper setup for the crane I am running and be sure that I have the correct information," he says.

As yard supervisor Blair does whatever needs to be done, and his current role requires him to operate a variety of cranes on a daily basis. His broad skill set and varied experience allows him to get involved with anything from crane setup to emergency situations. In the yard, one of Blair's main responsibilities is making sure all cranes are prepared for their next job. Blair also has many other duties such as traveling to job sites to ensure cranes are placed in the correct location and set up correctly, and he gets involved in projects that are "push jobs" where there is a fast approaching deadline.



Owners and renters agree that Tadano cranes are a smart investment.
Tell us your Tadano story at tadanoamerica.com/tadanostories

OVER **45** YEARS OF TRANSFORMING YOUR BUSINESS



1970



TADANO

TADANO AMERICA Corporation
4242 West Greens Rd.
Houston, TX 77066

Ph: (281) 869-0030
tac.sales@tadano.com

Dean Barley sat down with **John Skelly** at Terex Demo Days in Waverly, IA to talk merger, crane sales and what's next.

When you step off a bus at 8 a.m. in the morning at a crane manufacturing facility to more than a hundred employees cheerfully applauding and beckoning you into their workspace, you know your day is off to a good start. You could feel the excitement flowing through Terex Crane's Waverly, IA facility the week of Demo Days. They showed off more than just a few new products at the customer-centric event; equally as intriguing were some new faces and the mindset of their team members just days after the announcement of a merger with Konecranes Plc, a Finnish manufacturer.

At the front of the welcoming committee was Dean Barley, vice president and general manager of Terex Cranes North America. Barley has quite the resume, getting into the heavy equipment industry in the United Kingdom in his teenage years. Since joining Terex he's worked in just about every department and does not shy away from a challenge.

Barley, now nine months into his new role, was very enthused about what's in store for Terex. He was kind enough to sit down with *ACT* amid his hectic schedule to answer some of our more pressing questions.

Delivering



Dean Barley, vice president and general manager of Terex Cranes North America, stands beside a Crossover 8000 boom truck at Terex Demo Days.

WHAT WAS YOUR INTRODUCTION TO THE HEAVY EQUIPMENT SECTOR?

I was probably about 16 when I first started dabbling in equipment. And it was kind of in-between school. I had the opportunity to leave school early and go to college where I worked to get an engineering degree in the U.K. I got the money to pay for college by washing equipment and doing all sorts of things for a local equipment company in my home

town. Equipment was always my passion. It was something I always wanted to do even before I left school. I wanted to work with equipment.

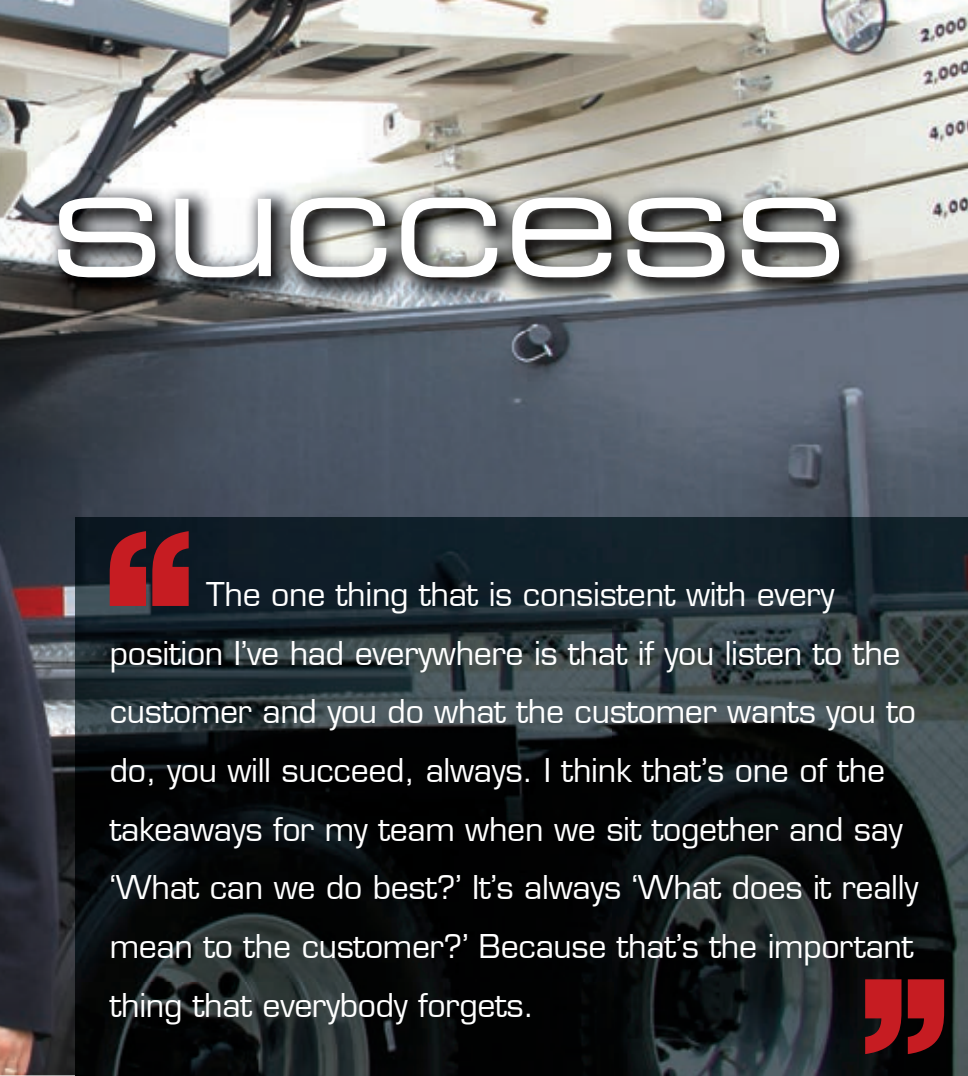
WHAT KIND OF EQUIPMENT IN PARTICULAR WERE YOU PASSIONATE ABOUT?

We're talking construction products primarily. Excavators, wheel loaders, backhoe loaders, regular, small construction products. That really sort of started taking me through my career. I worked for a couple of small companies in England and then I had the opportunity to go and work for a company that was quite large in the U.K. market called Cotswold Roller Hire. It was primarily a compaction company but they were branching out into road pavers and milling machines. So I got involved in those products, which was great because it gave me a totally different perspective of up-time and what downtime really costs companies. Because when you've got hundreds of trucks waiting for material and the road milling machine decides it's going to quit then everything stops.

I was actually the service technician going out to work on them. That kind of led me into extremely long hours.



Dean Barley addresses the crowd of customers at Terex Demo Days in Waverly, IA.



success

“ The one thing that is consistent with every position I’ve had everywhere is that if you listen to the customer and you do what the customer wants you to do, you will succeed, always. I think that’s one of the takeaways for my team when we sit together and say ‘What can we do best?’ It’s always ‘What does it really mean to the customer?’ Because that’s the important thing that everybody forgets. ”

I’ll never forget rarely ever being home, which is kind of similar to my position right now, and always trying to exceed customer expectations. Shortly after that I had the opportunity to become the service manager back at the company I started at, where I was the apprentice. It was pretty interesting because I had the people I used to make coffee for now working for me. That company started out as Alcester Plant Hire and it ended up as Midway Plant.

WHEN DID YOU FIRST GET INVOLVED WITH THE TEREX BRAND?

I worked at Midway Plant for probably close to four years and I got approached by Benford, which is now a company owned by Terex. In 1996 I joined Benford, a privately owned organization making compaction equipment in Warrick, England. If you’re into Shakespeare it’s right there by Warrick Castle. I was actually hired to help design, develop, build and support a soil compactor and work with the engineering team to almost reverse engineer a product that soon became our soil compactor. We launched that product the end of 1997, and we quickly went from zero market share to more than 35 percent back then. That led

me to a position where Benford said “We need to do something in the U.S., the U.S. is the largest opportunity for the product.” So we gave it a shot.

Benford had a location in Galveston, TX and I started to travel backwards and forward between the U.K. and Texas supporting the team. Shortly after that Benford was acquired by Powerscreen and then in 1999 Powerscreen was acquired by Terex. I had a very small 3-month-old child that really needed Daddy at home and I was finding it a little tough. We had the “this is a lot of travel” discussion and I was expecting Terex to say “Hey, why don’t you just stay in the U.K. and carry on doing what you’re doing?” but instead they said “How about just moving to the U.S.?” So in 2001 I moved permanently to the U.S. and I’ve been here ever since.

HOW HAS YOUR ROLE AT TEREX EVOLVED OVER THE LAST 15 YEARS?

In 2002 we closed the Benford America location in Texas and moved it to Rock Hill, SC. We merged that product into the bigger construction group at the time because 2002 is when Terex started to acquire Genie and some other businesses. These other businesses started to build a

construction division for Terex. So I ended up moving from Rock Hill to Memphis, TN to head up the product support business for the construction group.

Shortly after that in 2004 they made me Aftermarket Director and that lasted till about 2008. In 2009 the bottom fell out of the market and I was tasked to see if I could look at efficiency opportunities within the Terex construction business. That’s really where I kind of got into the crane business a little bit because we supported the Terex Cranes business from a parts perspective and some of the initiatives they had going on.

From 2009-2011 I stepped out of the aftermarket world and moved into the commercial side of the business. I moved into sales for distribution of compact and heavy construction products which were everything from small compact excavators to articulated dump trucks. By the end of 2011 I had the opportunity to take over as GM for the Terex Construction products in the Americas.

Shortly after that I took on the global aftermarket of the distribution business which was great because I could really focus on the systems side of the business, like the implementation of Oracle and focusing on global fill rates to drive efficiency and improving our performance for our customers.

Obviously, construction was going through a very challenging time until roughly the second quarter of 2014 when the construction business finally got to the break-even point. After that I felt like “You know what, my job is done, we’ve made it, we’ve done a great job, the team has all pulled together.”

I took a deep breath and then the conversations started about “Hey would you like to do something a little different?” and after having such a tough time on the construction side I was all ears. One of the opportunities, which I took in November, was joining the cranes team to run the North America business. Nine months in and here I sit with you today. It’s been a whirlwind.

WHAT’S THE MOST VALUABLE LESSON YOU’VE LEARNED OVER THE YEARS?

The one thing that is consistent with every position I’ve had everywhere is that if you listen to the customer and you do what the customer wants you to do, you will succeed, always. I think that’s one of the takeaways for my team when we sit together and say “What can we do best?” It’s always “What does it really mean to the

Customers at Terex Demo Days enjoy dinner in the factory after a day of tours and product displays.

customer?" Because that's the important thing that everybody forgets.

WHAT ARE YOUR GOALS FOR TEREX CRANES NORTH AMERICA GOING FORWARD?

We will grow market share. For me, that isn't optional, that will be a measure of my own success. I would say we're going to do it several ways. We're going to do it by growing our customer base and building better relationships with our distributor partners.

We've got three primary goals. One is becoming easier to do business with. Which means every transaction, that's not just a sale or a purchase of a crane or a part, that's everything. We internally call that being the trusted advisor. You don't have to come to us just for the order. We can help you with lots of areas of your business.

Another one is being the most customer-responsive company in our industry as measured by our customers. I think that's extremely important and focus on taking care of the customer is key because without the customer all the rest is pointless.

And the third is, if you think about the production side of the business, you have a lot of cost in complexity. Along with complexity generally comes challenges when it comes to building the right product, on time, for the customer for the right price without any quality defects.

WHAT IS YOUR NO. 1 PRIORITY?

The no. 1 priority is to stabilize the business, make sure we're on track, and make sure all the processes are ready. We're also trying to get ready for some investment in 2016. You will see some exciting new products in 2016 for sure, but what we're driving to in 2015 is the detail within our organization and really focusing on quality. Not taking quality to a standard level but taking quality to the next level and focusing on total cost of ownership for our customers.

And we're doing a pretty good job at it. We just got done with a customer event that had close to 200 people at it and the feedback was phenomenal. I wouldn't change the outcome of the last 24 hours of feedback, that's for sure. We've got a lot of key customers coming to this event that have never bought a Terex product. They're buying competitive products today



so having them here at the event tells you that people are talking out there.

HOW IS THE TEAM TAKING THE NEWS OF TIM FORD'S DEPARTURE AND WHAT EFFECTS WILL THAT HAVE ON THE COMPANY GOING FORWARD?

Internally, my message to my team is "today, nothing changes." Obviously the merger was announced almost at the same time, which is subject to regulatory approvals, but really for me, today, there is zero impact. At some point, there might be something, I'm sure. I think it will be small on the mobile cranes side of the business and personally I don't know a lot more than the next person at this moment in time, but really if you think about Konecranes and the products they offer, it really aligns very well with our services side of the business. It compliments other areas of the business that we've got, but for the mobile cranes segment, it's kind of a little different. I'd say, I don't personally envision a lot even longer-term.

2015 HASN'T BEEN THE BEST YEAR FOR CRANE SALES, ESPECIALLY FOR ROUGH TERRAINS AND BOOM TRUCKS. WHAT WILL IT TAKE FOR THE MARKET AND THESE CLASSES OF CRANES TO RECOVER?

There's no single answer to this. You can see it in the market share stats, you can see clearly there is a significant decline in market numbers in those two product categories. That being said, we've seen a huge uptick in the boom truck product line primarily because of our Crossover. We've started to take some good share on that product but I would say, going specifically to your question, what will it take for the market to rebound: obviously oil prices. As depressed as they are they will have an impact on some of that business, but then you have other business and other niche markets that are really booming and offset what's happening on the oil side.

Earlier this week, you'll get people that'll say "I'm absolutely dead, there's nothing happening, there's no work," then you

go to a different part of the country and someone else will say "My taxi cranes are running crazy, I haven't got enough." A lot of products go into the utility segment and that's booming, so it's weird. I think what you're probably seeing in the market is some of my competitors are playing in single segments more than others and they're not as diverse. I think if they're around the oil industry then there's no question that they are probably getting hit extremely hard right now, but on the other side of it there's opportunity for us and I think we're maximizing that opportunity with the diverse segments and the areas that we're playing in.

WHAT IS THE BEST NEWS COMING OUT OF THE WAVERLY FACILITY?

The success of the Crossover product is one of them for sure. Reliability and efficiency and some of the things going on with the product longer term for the customers [is another success].

A lot of manufacturers get focused on issues with product and we're focused on cost of ownership, which means we're not just focused on tomorrow, we're looking at a year from tomorrow or two years from tomorrow. We're focused hard on that right now. We think we can give significant return on investment for our customers with the right product at the right price that works. And I mean really works, long term.

WHAT DO YOU LIKE TO DO IN YOUR LEISURE TIME?

I would say it is family. At home right now I've got a 9-year-old and an 11-month-old and obviously my wife. And when I get back I spend a lot of time with them and kind of try to wind down between but generally, it's packing bags on a Sunday and getting ready to go somewhere again. I'd like to be able to say I was into golf and all sorts of different things, and trust me, if it's events and things with customers, I'll make the time, but when I'm at home, it's got to be the family time. ■



Innovators of Rigging Solutions

We understand that you're under pressure to complete projects [on time and within budget](#). That's why we approach each job as your partner, strategically aligning our efforts with your goals. Whether you need a solution in a hurry or a turnkey plan to overcome a complex logistical challenge, you can trust Engineered Rigging to utilize [decades of experience](#), a wealth of technical expertise and [cutting-edge equipment](#) to fulfill your needs.

ENGINEERED SOLUTIONS

PROCUREMENT & FABRICATION

CONSTRUCTION & HEAVY LIFT

Engineered Rigging saves clients time, resources and money. Learn more by reading our case studies online or call to request a packet:

www.EngineeredRigging.com

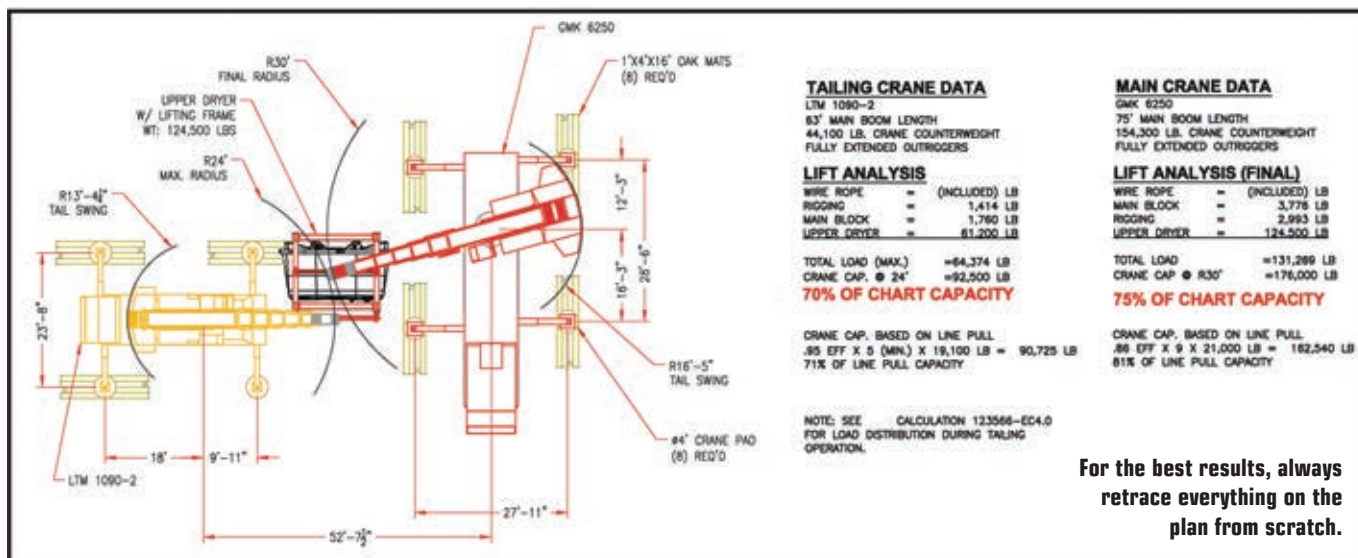
844.474.4448 844.4RIGGIT



Introduced in 2015, Engineered Rigging's patent-pending **PIPE MODULAR LIFT SYSTEM (PMLS)** eliminates the hazards of suspended loads, elements of wind and reliance on cranes. The PMLS has numerous advantages over traditional crane and gantry lift systems.

Mike Riggs answers the question: Why review a lift plan?

Never assume



For the best results, always retrace everything on the plan from scratch.

Planning load handling and lift activities followed by a review prevents and minimizes loss of life, injury and property damage. Additionally, a review provides guidance to all personnel involved or responsible for the safety of the load handling activities.

According to ASME P30 the following should be considered when writing a lift plan.

- Potential hazards to persons
- Hazards in proximity to the work area
- Complexity of the load handling activity
- Adverse impacts from environmental conditions
- Load Handling Equipment (LHE) and rigging capacity and/or performance
- An adverse commercial impact

Once a lift plan is completed, it is ready

for the review process. The review serves to verify that the content of the plan is accurate and workable.

HOW EXTENSIVE OF A REVIEW SHOULD A LIFT PLAN RECEIVE?

The extent of the review should be determined by the complexity and/or criticality of the load handling activity. For example, a multi-crane lift will require more scrutiny than a single-crane lift. In most cases, a mobile crane lift will require more planning and evaluation than an overhead crane lift. Additionally, a lift with low head room activities will create conditions to consider that are not present when head room is unlimited. These are instances that would require a more critical look at the activity and lift plan.

WHO SHOULD REVIEW THE PLAN?

Similar to the development of the lift plan, many different individuals may be utilized to do a thorough and complete review. Not all experts will need to have an engineering degree or be a professional engineer but all should be competent in their field of expertise.

Lift plans and load movement activities can be complex and may require the assistance of several specialists during the review process. Experts in the review process may include but are not limited to: rigging specialist, mobile, overhead,

or tower crane specialist, heavy haul specialist, or a specialist experienced with jacking systems.

For example: In a lift plan which uses a mobile crane attached to a non-symmetrical load where the load is set through an opening, in the roof of a six story building.

One reviewer may have the skill and knowledge to verify the center of gravity, load weight, rigging configuration, tension on slings and hardware. Additionally, the same reviewer may be qualified to review the crane's setup and capacity at the shown configuration. This individual may even understand the process. Yet, if the crane is near capacity (even though all ground pressure calculations are provided), there may be a need for a qualified engineer to verify the calculations. Calculation without verification, as part of the review, is not a complete or thorough review process.

HOW MUCH INFORMATION SHOULD I HAVE WHEN REVIEWING A LIFT PLAN?

When reviewing lift plans you will often find that information required to do a thorough review may not be provided. If you do not have what you need, ask for it.

Information that is needed may be overlooked by the developer because it is known to them or is not in a readily accessible location. Your review will

THE AUTHOR:



MIKE RIGGS is president of Rigging Institute, LLC and the author of the Rigger's Reference Handbook and the Riggers Calculator App. The Rigging Institute

provides rigging application and inspection programs that are uniquely suited to individuals involved in today's hoisting and rigging industry.

anything

not be complete if information is missing, even information as simple as the dimensions of below-the-hook lifting devices, lifting lug dimensions, dimensions between attachment points, center of gravity locations, type of slings being used and the like.

HOW IMPORTANT IS THE PROCESS IN A LIFT PLAN?

The reviewer should have a good understanding of the process determined in the plan. All calculations of load weights, rigging configuration as well as crane size and set-up may be reviewed and determined to be sufficient for the lift. However, the process from getting the load from point A to point B, then to point C may create hazards that cannot be overcome by correct crane set up or a properly rigged load.

As an example, one is reviewing a lift plan requiring two cranes to lift a load off a trailer, rotate it 90 degrees and set it in a staging area until needed. While reviewing the process it is found that during one point in the lift the head crane is at 75 percent of chart capacity and the tailing crane is at 70 percent of chart capacity. In this situation, the following questions were asked by the reviewer:

- Are the crane operators familiar with these specific cranes?
- Have the crane operators worked in tandem before?
- Does the signalperson have experience with the operators and signaling multiple crane lifts?

As the results of these three questions, the reviewer learned that the operators may not know each other. Additionally, the crane operators and signalperson's

identity and experience is unknown to the lift plan developer. The cranes may not be the exact cranes identified in the lift plan but would be similar.

These unknowns were a result of commonly found circumstances. The lift plan was authored by one company, the cranes were to be leased by another company, the operators were to be provided by the local union hall and the signalperson was from a subcontractor on the job site. These unknowns can impact the way a lift plan is created, reviewed and executed.

The solution to overcome the safety hazard created by these unknowns was to practice (prior to the lift) with an equivalent load, using the crane, operators and signalperson selected for the lift.

Reviewing a lift plan can be intensive or more simplistic, depending on the load handling activity itself. For the best results, always retrace everything on the plan from scratch. Never assume that calculations, rigging or crane capacities are correct. A mistake that may be overlooked is a life that may be overlooked. ■

Take your crane to the NEW MAX

Introducing a new generation of maximum performance ropes, designed to provide strong, safe, and reliable service for your heavy lift projects.

DYFORM® 28HML MAX

Bridon's latest Main/Auxiliary Hoist rotation-resistant rope, providing 20 percent greater fatigue performance

DYFORM® 8 MAX

High minimum breaking force Boom Hoist rope with excellent fatigue life and superior compression resistance

**BRIDON
AMERICAN**

www.bridonamerican.com
marketing@bridonamerican.com
 Tel: 1 800 521 5555




Shawmut Equipment's Potain HDT 80 renovates an art gallery in New Haven, CT.

While the North American self-erecting tower crane market lags behind Europe, the crane continues to pick its spots.

If the crane fits

The world of self-erecting tower cranes in the North American market is an interesting one. The prototypical niche product, self-erectors offer unique benefits in tight quarters. Their simple design provides for quick assembly and disassembly, offering ease-of-transport around a job site. On the flip side, getting them to the job site can be a bit more complicated.

Some self-erectors can't be transported with an accompanying trailer unit because they're not weight-rated for U.S. roadways. Liebherr self-erecting tower cranes, for example, must be shipped on a domestic flatbed trailer, according to Jeff Allman, marketing services, Morrow. Once they're on a site, like airport tarmacs, expansive factories or power plants, they prove quite useful.

Morrow has been exclusively renting Liebherr self-erecting tower crane products since 1982. The Liebherr 81 K and the Liebherr 32 TT are their primary rental units while the Liebherr 65 K and Liebherr 120.1 K can be supplied via special order. The 81 K has a maximum capacity of 13,230 pounds and a maximum radius of 133 feet while the 32 TT has a maximum capacity of 5,510 pounds and a maximum radius of 98 feet. These two models provide an advantage over traditional tower cranes in some situations.

"The primary benefits of the Liebherr self-erects are that they can fit into narrow alleyways and jobsite spaces where footing and swing radius are at a minimum," said Allman. "Self-erects are much faster

to erect than the fastest tower crane assemblies, the Liebherr 100 LC and 172 EC-B 8 flat tops being the exceptions. The 81 K erects in just three hours or under."

Self-erectors differ from traditional tower cranes from an operational standpoint as well, which could discourage use or threaten safety.

"The weaknesses of these cranes are not inherit in the machines themselves but in a properly trained and experienced operating crew," said Allman. "Issues with erection may arise if an operating crew is not properly trained in the erection and dismantlement of the self-erecting crane. Morrow service crews are available for training or for turnkey solutions in the deployment and operation of these class of cranes."

As for the market, Morrow has improved its sales and leasing of the self-erector category according to Allman.

He attributes North America's lower utilization to a difference in infrastructure.

"We see continued improvement in this sector as customers become more familiar with the product," said Allman. "In Europe, cities and townships have historically been constructed with narrower streets and lower building codes. The Liebherr self-erecting product line meets the demand in this market. In the U.S. and Canada our cities are more starkly divided between the urban cores and suburban developments. This has led to an equal segmentation between the tower crane and the boom truck crane sectors."

Opus and Construction Enterprises,



One of Morrow's Liebherr 81 K self-erecting tower cranes is prepared for erection on site in Columbia, MO.



Inc., recently leased two Liebherr 81 K models from Morrow for a project in Columbia, MO. The two self-erectors spent four months erecting wood paneling on a concrete parking garage. The project required one of the 81 K models to be erected on the parking deck with shoring below. Opus provided very positive feedback regarding speed of erection and operation, according to Allman.

In the field

Shawmut Equipment Company, Inc. has been exclusively renting the Potain line of self-erecting tower cranes for the last 12 years. Their customers find these products more cost-effective, safer and more time efficient due to the need for less space and fewer machines.

"The self-erectors may not have a maximum capacity of hydraulic truck cranes or rough terrain cranes but they compete very strongly with hydraulic machines at long-radius picks, especially when placed tight up against a structure," said Kevin O'Connell, vice president, Shawmut Equipment Company, Inc.

Shawmut currently has seven self-erectors in their rental fleet, including two Igo MA 21 models, one Potain HDT 80 model, and four Potain Igo T 130 models. The Igo MA 21 features a maximum capacity of 2 tons and an 85.4-foot radius; the HDT 80 boasts 6.6 tons of capacity and a 148-foot radius; and the Igo T 130 checks in at 8.8 tons and a 164-foot radius.

The Potain Igo T 130 proved to be a key element in the formula to renovate Yale University's Sterling Chemistry Lab. The \$130 million project started in May



2014 and is scheduled to be completed in August of 2016.

Shawmut supplied A-Quick Pick Crane Service, Inc. with a 8.8-ton Potain Igo T 130 which was then rented to Dimeo Construction to complete the project. The Igo T 130 was chosen for a couple of reasons: The long reach and small footprint enabled them to work around a tight jobsite with precise placement and the remote control allowed the operator to work throughout the structure, while keeping line of sight on the load.

Wood paneling

It turns out erecting wood paneling on new structures is a common practice for

Shawmut Equipment used two Potain HDT 80 self-erecting tower cranes to apply wood paneling to the Portwalk in Portsmouth, NH.

self-erecting tower cranes.

Pro Con, Inc. currently has two of Shawmut's Potain HDT 80 models working in Portsmouth, NH building an apartment and hotel structure called Portwalk. The two Potain HDT 80s were lifted on to a concrete parking garage structure by hydraulic all terrain cranes.

By placing the self-erecting cranes on the concrete deck of the structure, Pro Con was able service a wide area of the building footprint with the cranes and did not have to block any city streets for a long period of time.

They staggered the heights of the two Potain HDT 80s using the variable height telescopic masts. By keeping the two cranes at different heights, they allowed one Potain HDT 80 to swing over the other without the risk of the cranes colliding when swinging.

"The Potain HDT 80s were ideally suited to handle the load weights required to build the large panelized wood structure," said O'Connell. "The building of panelized wood structures has been one of the most popular applications for Potain self-erecting cranes."

Shawmut's Potain Igo T 130 extends 164-feet over a Yale University building.



pewag
WORLD'S STRONGEST CHAIN

liftingpoints

Rotates 360°
ALPHA pivots 130°
BETA pivots 180°
Patented spring maintains position
Mounting screws 100 % crack tested
A unique serial # on each lifting point
Available with UNC or Metric threads

ALPHA available in sizes from 1350 pounds (.63 metric tons) to 17,000 pounds (8 metric tons)

BETA available in sizes from 1300 pounds (.60 metric tons) to 27,500 pounds (12.5 metric tons)

1.800.526.3924
www.pewag.com

new

Alpha

Beta

Excitement in

Terex Cranes hosted its Demo Days event in late August at their Waverly, IA facility. **John Skelly** was there to check it out.



Just a week after the announcement of the merger of Terex Corp. and Konecranes of Finland, the Terex Cranes manufacturing facility in Waverly, IA played host to Terex Demo Days. With summer drawing to a close, Terex opened their doors to some 200 current and potential customers to peruse the aisles and alleys of their 312,000-square-foot factory. Built in the 1940s, the plant produces rough terrain cranes, truck cranes and boom trucks, but much more than that was on display over the course of the week.

As the busloads of Terex dealers and customers arrived, every employee from line workers to newly appointed Terex Cranes President Ken Lousberg stood and clapped to welcome guests. Visitors emerging from the bus were greeted by handshakes and high fives all the way to their seats where they were addressed by Dean Barley, vice president and general manager of Terex Cranes North America.

Barley is relatively new to his position, just like Lousberg, but neither of them are strangers to Terex. Both executives joined the company in the early 2000s and have held a variety of positions. Barley's resume includes spearheading the Terex Construction Equipment division. See our Interview article with Dean Barley on page 20.

His message was clear: "If we're not doing everything in our power to satisfy you, let us know and we'll fix it."

Barley stressed long-term working relationships with Terex customers. The type of relationship that starts off good and only gets better one, three, five years down the line. He urged the audience to take in everything Terex had to offer

that week, including demonstrations of new products like the Quadstar rough terrain crane and the Crossover boom truck series. There would also be a factory tour and breakout sessions on such topics as products in development, customer support and financing.

Before the grounds at Waverly were trodden upon that day, Lousberg took to the mic for a brief introduction.

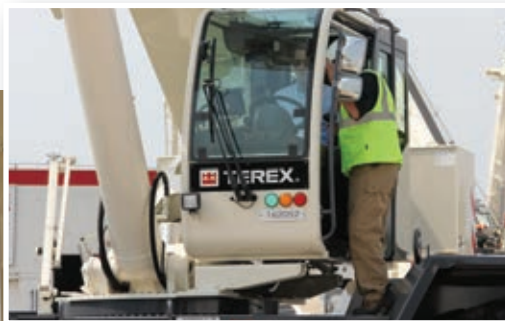
"What's on my agenda is to meet as many of our customers as I can," said Lousberg. "I've worked in the European crane group from 2005-2010, so I know a lot of our European customers. I'm the president of Terex China as well. I've been there since 2010 and I'm responsible for crane sales in addition to our other segments there, so I know our Asian customers pretty well. The North American crane customers are the ones I haven't had as much contact with throughout my career, so that's been the focus of my first week, getting to know our North American crane customers."

A full schedule

In the customer support breakout session finance specialists explained a large number of

leasing and purchasing options for Terex products, especially in North America. Customer service center representatives then explained how the Terex call center worked and finally the many educational classes offered online through Terex were discussed.

Gary Campbell of Allegiance Crane and Jerry Myers of CraneWorks Inc., tied with a score of 27 seconds and both were rewarded with Terex Superlift 3800 scale models.



Terex hosted a crane rodeo for customers and dealers to see who could tap the cork into a wine bottle the quickest.



Iowa



Customers gather around a Terex Explorer 5600 all terrain crane at Demo Days in Waverly, IA.

The factory tour lasted about 45 minutes and consisted of five or six stations where a Terex team member explained the processes and systems going on all around the building. Thrust right into the middle of the rough terrain crane line, tour-goers got to witness the high-profile stuff like multiple-section booms being assembled and attached to superstructures as well as more organizational concepts like the distribution of nuts and bolts to the line. The well-oiled machine (pun intended) that is the Waverly facility can produce a rough terrain crane in four days. A new process they are employing to reduce corrosion and extend the lifetime of certain pieces is chrome-plating over nickel-coated components, which could also be seen throughout the tour.

Scattered across the paved exterior of the facility were Terex's range of rough terrain (RT) cranes, a selection of truck cranes, the new Explorer 5800 all terrain crane (AT), the Crossover 8000 boom truck and the Quadstar 1100 RT. Product demonstrations on the Explorer, Crossover and Quadstar allowed customers to freely ask questions, climb into the cab of the crane and kick the tires. Of note was a fresh cab design across all models and the newly installed IC-1 crane control system.

The IC-1 is a dynamic lift chart, changing by the second any time other lift variables change. Judging by a heat map, the operator can see what the crane is capable of at any boom length or outrigger position. It utilizes a color touch screen and can be configured to the preferences of the operator, including language selection. The software feature will be standard on all Explorer AT models and can be easily retrofitted for older models as there is no change in hardware.

The new cab was designed with operator comfort and safety in mind. Terex has done away with hydraulic oil heating and cooling in favor of safer methods that do not conflict with refinery or petrochemical plant safety regulations. Additionally, the cab can be tilted up to 20 degrees for better visibility and the seat features an improved suspension and more ergonomically placed joysticks.

The Waverly site visit wrapped up with a banquet dinner and reception complete with live, local musicians who played classic hits like Tom Petty's *Free Fallin'*. They even encouraged some employee participation and Cancun-based Terex

sales rep Obed De Alba sang lead on Ritchie Valens' *La Bamba*.

Boarding the busses back to the hotel wasn't quite as boisterous an experience, as the Waverly facility employees who had previously welcomed us with a round of applause had all gone home for the evening; assuredly resting up for the next batch of RTs or truck cranes to come down the line. Fortunately they wouldn't be asked to hold our hands through the process again, but it was clear that the more than 200 customers, prospective customers and visitors who attended Terex Demo Days greatly appreciated their hospitality.

Go Paperless, Act Faster, Work Smarter



Manager



Sales



Dispatch



Service



Operators



Safety



Clerical

FLEET COST & CARE

FLEET MANAGEMENT SOFTWARE SOLUTIONS



NEXGEN
FMS



NEXGEN
Atom mobile app

800-281-9445 fleetcostcare.com

Accident Prevention with Load Monitoring Technology

Cable-Based & Wireless Instrumentation
for the Crane & Lifting Industry

Load Cell Installed with Skip Frame

Load Systems International | LSI-Robway | Load Systems UK are now



With over 35 locations globally, 8,000+ employees and annual revenues of \$3 billion, fully leveraging Trimble's technology depth and market-leading global presence provides opportunities to integrate crane safety more closely into construction project planning and execution in the worldwide market.



Cable Reel and
A2B Sensor
Installed

Weighing | A2B
Wind Speed | Slew | Angle
Gateway Router | Displays
Transmitters & More

TRIMBLE LIFTING SOLUTIONS

Direct Tel: **+1 281-664-1330**

Email: **sales@loadsystems.com**

www.loadsystems.com | www.lsirobway.com



Up and down market

The used crane market continues its roller coaster ride. **D. Ann Shiffler** reports.

AmQuip's Jon Capuzzi said price and equipment condition drive everything. Pictured is AmQuip's 2015 Manitowoc Model MLC165.



Every day, fleet managers for large and small crane companies throughout North America determine which machines to send out on a job, which machines need maintenance and which machines need to be sold. They also must assess if new cranes need to be added and which machines they will purchase with the goal of achieving the best profitability for the company.

To say the least, the fleet manager's job is not easy. Especially in these times, when demand for cranes is so volatile.

"Currently, the used crane market is soft as a whole, primarily due to the dollar exchange rate," said Jon Capuzzi, director of fleet management and maintenance, AmQuip Crane Rental. "AmQuip has maintained an even flow of equipment being sold in the used crane market. The reasoning for this is our maintenance program. We offer rental-ready used equipment to the buyer."

U.S. Navy crane operators and riggers perform an inspection and monthly maintenance on a Tadano GR1000XL in the Sims Crane & Equipment fleet.



Capuzzi said that demand for used cranes is "always there." Price and equipment condition drive everything.

The class of cranes in most demand is crawlers, he said.

"Crawler cranes are in large demand in the used crane market," he said. "Rental utilization is extremely high on this type of equipment. Contractors have a backlog of work for this type of application."

As far as pricing, Capuzzi said AmQuip's used crane sales have been consistent because of their maintenance program. Well cared for cranes will get top prices. The market is tied to fleet right-sizing and downturns in particular markets.

"In conjunction with fleet right sizing, de-aging the rental fleet are tied together," said Capuzzi.

Dodging downturns

Dean Sims III of Tampa, FL-based Sims Crane & Equipment said his company has mainly focused on new crane sales.

"Sims has sold seven Tadano rough terrains this year," he said. "As for the effects on pricing, the value of the iron is generally above original cost right now because of the short supply [in our market]. On the used equipment we have sold, we are getting very close to the price of a new crane."

But there are markets not doing so well. AmQuip's Capuzzi said natural gas work has slowed in certain markets, primarily in Canada, causing an influx of available used equipment.

"The auction companies have done very well with marketing and selling this used equipment," Capuzzi said.

Crane sales at auctions are not up, but they aren't down either, according to Doug Olive, senior vice president, pricing, Ritchie Bros. Auctioneers.

"Overall we have sold roughly the same amount of cranes as we did in the same period last year," said Olive. "From January to the end of August 2015 we sold 870 cranes, including 400-plus rough terrain cranes, 95-plus hydraulic truck cranes, 90-plus all terrain cranes, and 80-plus crawler cranes. During the same period in 2014, we sold 812 cranes, including 335-plus rough terrain cranes, 105 all terrain cranes, 85-plus crawler cranes, and 80-plus hydraulic truck cranes."

However, Olive said that Ritchie has held >32



One of Ritchie Bros. biggest crane auctions of 2015 was in Casper, WY where the fleet of Energy Transportation was liquidated. Ritchie has three large-scale crane auctions scheduled for September and October 2015.



Ritchie sold more than 400 rough terrain cranes this year, the most of any class of cranes.

"Generally there are more rough terrain cranes available because they are more commonly used in multiple sectors," he said. "The decline in oil prices has certainly had an impact on the decline in crane production from OEMs. Investment in new oil and gas projects and plant expansion is down year over year. Less work results in less demand."

However, other sectors, like infrastructure, are performing well, he said.

"As a result we continue to achieve strong crane pricing in our auctions," Olive explained. "In particular, quality late model cranes continue to sell very well. We would suggest that this is less of a 'glut' but more akin to normal levels of activity."

To keep fleet utilization as high as possible, a crane company may need to sell machines that are not in demand and buy cranes that are needed in particular markets.

"The majority of equipment we sell comes to us from companies that are doing regular fleet management – they may not need that type of equipment for their upcoming project, or they want to upgrade their fleet," said Olive.

Anticipating demand

From the OEM perspective, the number of used cranes on the market has not actually impacted new crane sales, said Ingo Schiller, senior vice president, product management GRT/ GCD/ NBT Cranes.

"The availability of used cranes is a factor that we as manufactures consider

in our evaluation of the market, but availability of used cranes does not hurt the market," Schiller said. "We believe that cranes are a long lasting goods and we work to produce cranes that have a long productive life that can transcend several owners in different markets."

Schiller pointed out that while there is an overlap in new and used crane markets, "it is becoming more segmented with the introduction of additional operator aids, control systems and end user's limitation on the age of equipment on the jobsite. This segmentation allows both new and used cranes to be sold to customers whose needs are best served by one or the other option."

As the cycle goes, there are times when demand for cranes is high and there aren't enough cranes in the market, and conversely there are times when demand is flat and there are too many existing cranes in the market. OEMs must anticipate market conditions.

"The crane business has always been a cyclical market with periods of high demand and periods of less demand in different regions of the world," Schiller explained. "As a part of our market analysis we include existing fleet sizes and the amount of end user demand in our calculation to determine the new product introduction cycle as well as the level of production planned for the upcoming 12 months. This insight allows us to plan with confidence."

Manitowoc has also made improvements to its production agility so that they can quickly and easily respond to changes in demand to meet customer's needs while maintaining inventory level that meet our business plans, he said.

This year, used crane prices are strong, especially when it comes to crawlers and all terrain cranes. In some cases, buyers have paid almost as much for a used crawler or AT as a new one would cost. How does an OEM deal with this reality?

"This is a wonderful situation when this happens," said Schiller. "This indicates that the market is active and demand for equipment is high. It is always a pleasure to speak with customers when they realize that the crane that they bought five years ago and that has been producing for them for five years is worth on the open market close to what they paid for it. In this situation it is also attractive for customers to choose to buy new cranes because they get a new product with warranty and the most current capabilities that the industry has to offer."

fewer large-scale crane auctions. This is mainly tied to retirements and mergers and acquisitions that have occurred due to the downturn in the energy sector.

"Our first large crane event was held in Casper, WY in March for Energy Transportation," he said. "This \$54 million unreserved public auction was our largest single-owner sale ever. In Casper, we sold 38 cranes for \$35-plus million, including a 2010 Liebherr LTM1500-8.1 600-ton 16x8x12 all terrain crane that sold for \$3.35 million, the most expensive all terrain crane Ritchie Bros. has sold to date."

At press time, Ritchie had two big crane events planned in Fort Worth, TX and Salt Lake City, UT in late September. In those two auctions combined Ritchie will sell some 60 cranes, including 18 ATs, 12 RTs, 12 crawlers and eight truck cranes.

Retirement sales are part of the regular course of business for Ritchie.

"We usually conduct a few retirement auctions for crane companies each year, but this year they have been for slightly larger companies with higher quality cranes," he said. "As a result of the success of the Casper, WY auction we have received calls from other crane companies considering retirement."

In 2015, Ritchie will have held retirement auctions for Energy Transportation in Casper, WY in March; Shurtleff & Andrews Corporation in Salt Lake City in September and Hodges Trucking LLC in Fort Worth, TX and Columbus, OH in September and October.



The best in RUD chain technology!



The right lifting point for each challenge!



RUD Ketten Rieger & Dietz GmbH u. Co. KG · 73428 Aalen
Tel. +49 7361 504-1170/ -1527 · Fax +49 7361 504-1460 · sling@rud.com · www.rud.com



DUAL LANE TRAILERS

PROVEN PRODUCTS FOR YOUR SUCCESS.

Goldhofer



Goldhofer is the market leader in North America, with specially developed designs for dual lane operation with tandem axle spacing of 14 ft 1 inch or single axle spacing of 9 ft 1 inch. The dual lane trailer width ranges from 14 to 20 ft. In addition to the dual lane trailers, our range of products includes various types of semitrailers for highway operation in accordance with the North American regulations.

Our products have become the industry benchmark on the North American market. Due to the large numbers of Goldhofer trailers on the market there, there is great scope for cross-hiring, for example, without jeopardizing product liability and insurance coverage.

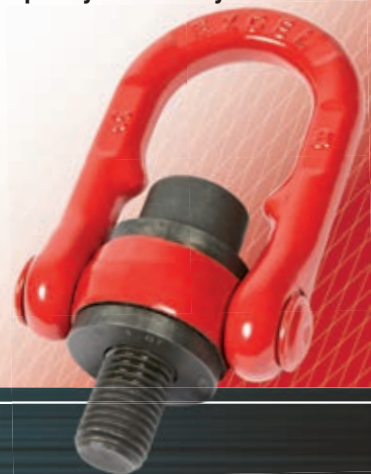
Invest in your future. Goldhofer – The Original.

WWW.GOLDHOFER.DE

EXCEL[®] Rotating hoist rings, grade 8 adjust to any load direction, ensuring full capacity and safety!

- High quality "Made in France"
- Pivot 180° and rotate 360°
- Drop forged bow and ring, bow riveted on ring
- Available with metric thread in 3 different lengths and with UNC thread
- Capacities from 0.4 up to 12.5 t at 90° angle

Directly available from stock holding distributors in more than 80 countries worldwide.
Van Beest B.V. has branches in The Netherlands, France, Germany and USA.



Registered trade marks Green Pin[®] and Excel[®]



E-mail: sales.us@vanbeest.com

www.vanbeest.com

Member of Van Beest International



Assessing the options

Tony Nicoletti discusses fleet management and how the use of telematics can justify the investment.



While basic fleet management and telematics systems allow owners to see the exact location of their equipment, more sophisticated systems produce rich data that give owners the opportunity to reduce operating costs and right size their fleets.

One of the biggest challenges in implementing a comprehensive fleet management system is often determining where to start. Today's fleet management/telematics systems have many iterations, and depending on your goals, you can make use of some or all of the options available.

On one hand, these systems have become extremely simplified: units with powerful internal batteries, thorough metal-locating capabilities and extreme portability with no external antenna or wiring. Many of the simpler telematics units are ideal for managing smaller assets or lower value items such as light plants, smaller trailers, rigging gear and older equipment. The locator can be quickly stowed and redeployed when the asset returns to the job. The primary function is locating with the benefit of theft protection, reduced insurance premiums and logistical improvement.

On the other end of the spectrum, telematics technology has become extremely complex and data rich. Some solutions tap directly into the machine or vehicle's CANBus or ECU, and can remotely deliver such information as runtime, fuel consumption, idle time,

RPM, diagnostic fault codes, temperatures and pressures. Armed with this data you can increase machine uptime, reduce service and repair costs and optimize your fleet mix.

There are a variety of options between these two telematics extremes. Some solutions deliver basic location and runtime updates, which may be all you need for a particular application while a full remote diagnostic readout delivers the needed data in another one. If you intend to monitor your trucks, trailers and ancillary equipment there is an array of options to consider.

The first task is to establish measureable goals for the technology, determine the data you need to drive success and then identify the initial asset types for the deployment and roadmap for rollout across the fleet. To help get the process started, here are some proven goals and corresponding data to justify the investment.

RIGHT SIZING YOUR FLEET WHILE MAINTAINING THE SAME LEVEL OF WORK.

Running an analysis of utilization by asset type based on actual run time makes it easy to see fleet excesses and where you may need to add a machine. For example, consider the company with 30 cranes

and requests are coming in for additional machines. A quick utilization report shows you have 15 cranes running at 80 percent utilization for the last quarter, 10 cranes at 50 percent utilization and 5 cranes at 20 percent utilization. The reality is that you don't necessarily need more cranes. It could be that you can shed a few machines to bring up the overall production of a particular asset class within your fleet, which also frees up the capital tied up in non-productive machines. Or it could be you need more cranes in one class, such as crawlers, and fewer in another, such as rough terrain cranes.

IMPROVED JOBSITE BILLING. Some fleet management/telematics systems will empower you to designate boundaries on their mapping software which you label as your jobsites. As assets move into those areas, they are assigned to the job and as they move elsewhere they are reassigned automatically without manual entry. This allows you to run jobsite reports to see how much your assets are actually working, which in turn creates accountability at the jobsite level.

REDUCED EQUIPMENT IDLING. The hour meter is one performance metric, but it doesn't differentiate between "on time," "working time" and "idling time." Fortunately, a proper telematics system does differentiate. The obvious benefit: turning off the machine when it idles

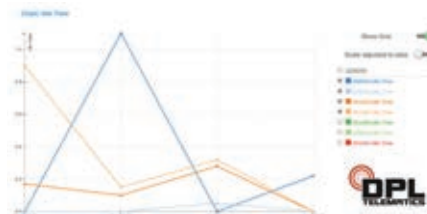
>36

Chronicling idle times can help fleet managers better schedule service intervals and determine how to reduce idle time.

THE AUTHOR



TONY NICOLETTI is a 15-year telematics expert, and has overseen the technology's implementation on over \$780 million of customer assets. He is the vice president of operations and business development for DPL Telematics.



Questions to ask

A quick Internet search for “telematics” or “equipment monitoring system” turns up dozens of results, so how do you select the right one for you? Here are some important factors to consider:

PROVIDER BACKGROUND: Now more than ever, make sure your provider has been in this business for years and has the capacity to support you through the product's life as well as the growth potential of the system. Is the product and company proven in your industry or are you one of the first customers for your intended application?

SUPPORT AND TRAINING: Are you buying from the OEM, dealer, reseller or another channel? Always be sure to identify where technical support and/or training will come from, and if there is an additional charge for those functions. Is tech support phone or email based, or both? Is it available around the clock every day? Is training performed on site, webinar, tutorial videos or user guides?

HIDDEN COSTS: The transponder unit can run between \$200 to \$1,000, quantity discounts are often available. The monthly communication is typically between \$10 to \$40 per unit per month. Some providers will levy an activation fee, annual maintenance fee, multiple user fee and/or software license fee so be sure to ask about these at the start.

LONG-TERM CONTRACT: Most providers require an airtime contract extending from anywhere between one to five years, similar to a mobile phone agreement. There are a few “no contract” providers who bill month to month, giving you the option to stop service at any time or seasonally.

DEPLOYMENT COVERAGE: Even if you don't plan to track all your cranes, trucks, equipment, trailers and ancillary assets initially, does the provider offer an integrated system for

everything? You may start with your equipment and find truck tracking to be a logical next step, or a planned one within your deployment roadmap. Will the same vendor provide all systems or will you be using multiple providers across your diverse fleet?

WIRELESS COVERAGE: Do you operate in areas of acceptable cell coverage, or are some of your jobs completely off the grid? Do you work internationally? Depending on your needs, your provider may need to have a pure satellite communication product as well as be certified to operate in other countries.

DATA INTEGRATION: Chances are good you have a powerful ERP or legacy software package in place already, you just need to feed it field data. How does your telematics data get into that software package? Does the provider offer API, SOAP or is a custom integration required? How much will it cost to bring your data into your ERP?

DATA AND REPORT ACCESS: Do you need to log on and run reports daily, weekly, monthly and can you automate this process for email delivery? Will you or your team need a mobile optimized or app version of the software?

CUSTOMIZATION: As you grow with your telematics provider, you may require specialized data collection or reporting needs specific to your operation. Can your provider customize inputs on their hardware to meet your needs? Can reports be customized at the software level? What are the costs?

DATA STORAGE: How long does your telematics provider store your data? What happens to it after that? Can you pay to have it maintained longer?

excessively by implementing companywide idling goals and measuring them. Reducing idle times will cut fuel bills, give you a realistic usage barometer for each machine and allow you to schedule service based on the true “working time” meter on the hardware unit. Idle time is a metric that is increasingly important as EPA rules in some cities and states require idle time statistics and a fleet owner's efforts to decrease it, especially when it comes to diesel engines in heavy trucks and cranes.

REDUCED SERVICE AND REPAIR COSTS. Using a fleet management solution provides a proactive service scheduling function and a reminder if an asset is not serviced on time, preventing any from falling through the cracks. The result is fewer failures and less repair costs and equipment downtime. Additionally, threatening machine health



Some solutions tap directly into the machine or vehicle's CANBus or ECU, and can remotely deliver such information as runtime, fuel consumption, idle time, RPM, diagnostic fault codes, temperatures and pressures. Armed with this data you can increase machine uptime, reduce service and repair costs and optimize your fleet mix.

conditions such as critical lamp statuses, temperatures and pressures transmit in real time so corrective action may be taken to prevent a catastrophic failure. Remote access to fault codes empowers technicians to perform diagnosis without an investigative trek to the machine.

INSURANCE SAVINGS. Most telematics systems also double as theft protection systems with such features as nightly curfews, real time theft alerts,

immobilization techniques, remote disable, geofences, etc. Ask your insurer what break they will give you for theft protection.

MORE BIDS, PROFITABLY. Armed with the real utilization information from previous jobs, your estimators will now map that to future bids. Rather than estimating, they are using actual numbers from identical work to make their bids more competitive and profitable.



TRAIL KING



SPECIALIZED TRANSPORT



PROUD MEMBER
OF THE



For over 40 years, Trail King has been the leader in making "impossible" hauls possible. Backed by our unmatched dedication to engineering quality and customer service, we can find a solution that's just right for you.

WE BUILD IT SO YOU CAN HAUL IT

Need a unique hauling solution? Contact your nearest TRAIL KING dealer or call 800.762.5557 to learn more.

100% LIFT 0% HEADACHE

Samson **KZ[®]100** Synthetic Mobile Crane Hoist Line

FOCUS ON THE LIFT NOT THE LINE



samson
THE STRONGEST NAME IN ROPE

SAMSONROPE.COM

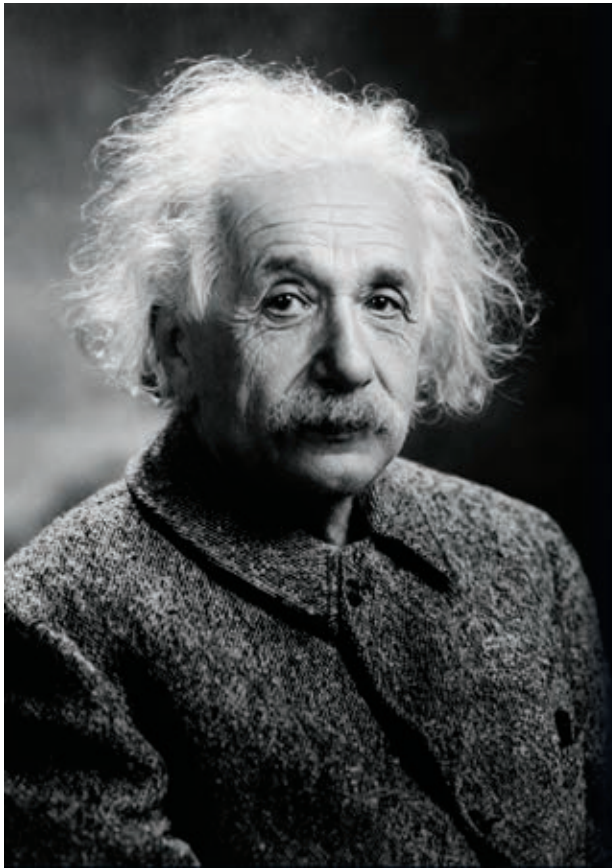
- Line Strength Equal To Wire
- 80% Lighter
- Safer and Faster Reeving
- Mitigates Damage and Downtime Caused by Diving and Birdcaging
- No Greasing
- Torque Neutral; Virtually Eliminates Load Spin and Cabling
- No Kinks

Manitowoc

Available exclusively
through Manitowoc.



Dyneema® is a registered trademark of Royal DSM N.V. Dyneema is DSM's high performance polyethylene product.



*"Nothing happens...
until something moves"*



**FUNDAMENTALS OF
RIGGING
ENGINEERING**
riggingengineering.com

Up to 20% off discounts available
Call **360.841.8817** for full details

The advertisement for Chicago Hardware & Fixture Co. is set against a background of the American flag. In the top left, there is a circular logo with 'CHICAGO' at the top, a stylized 'H-F' in the center, and 'Since 1912' at the bottom. Below this logo is the website 'chicagohardware.com'. Scattered across the flag are several pieces of hardware: a large shackle, a smaller shackle, a turnbuckle, a hook, and a clevis. At the bottom, the company name 'Chicago Hardware & Fixture Co.' is prominently displayed in a bold, serif font. Below the name are three slogans: 'American Made', 'Family Owned', and 'Superior Quality'. To the left of the slogans is a small image of a shackle. In the center is a circular logo for 'QUALITY SYSTEM CERTIFICATION' with 'ISO 9001-2008' and 'DNV' below it. To the right is a logo for 'RMA MGMT. SYS. RVA C024'.

The decision to repair an accident-damaged crane requires a careful analysis of the damage and the economics. **D. Ann Shiffler** reports.



WHECO is often called on after an accident to assess if the crane can be repaired and to provide an analysis of what it would cost to get the crane back in peak working condition.



Damage control

No one wants to think about a crane accident. No one wants to talk about a crane accident.

No one wants to even imagine what they would do in the event of a crane accident. But the reality is that cranes do sometimes get damaged on the job, in route to a job and oftentimes while they are being assembled or disassembled.

For more than 30 years, WHECO, based in Richland, WA, has been repairing accident-damaged cranes. The first step after an accident – after the dust settles and when no one has been injured – is determining whether the damage is worth fixing, according to WHECO President Dave Wood. This alone can be an arduous process.

“Sometimes we get the call from the crane owner and sometimes it’s from the insurance company,” said Wood. “Our first question is: Did anyone get hurt? Hopefully that is not the case, but if someone was injured it changes the process completely. If there’s an injury or worse, it could be that the crane will have

to be cordoned off until OSHA and all the other entities do their due diligence.”

If there are no injuries, Wood asks for as much information as possible about what happened. Was it an overload? Was it a site condition? Did the ground give way? Did the rigging fail? The type of accident can help determine how deep the damage assessment needs to go. It’s similar to peeling back an onion.

“We typically ask for pictures first so we can see the crane before it’s moved from the accident site,” said Wood. “It’s also important to know what is required to get the crane off the jobsite and into a better position to assess the damage.”

One of the worst cases is when removal of the crane causes further damage.

“We’ve seen cranes with \$100,000 worth of damage end up with \$300,000 in damages due to the way it was removed from the accident site,” said Wood. “You will need a plan for taking the crane apart. When field guys start cutting things up to move the crane they can cause more damage than the initial accident.”

A big part of WHECO’s work is uncovering and assessing the damage.

“We get a lot of calls from insurance companies, and we realize right off the bat that we are not going to get the repair,” said Wood. “But for a fee, we will provide a thorough assessment of what we see and what we believe are the costs to repair the crane. It’s not a pie in the sky number, but a real number to work with.”

Somewhere in the process the owner and the insurance company must determine the actual cash value of the crane. If the damaged crane is worth \$400,000 and if it sustained \$350,000 in repairs and the insurance company can get \$200,000 for the salvage of the crane, most likely they are going to total it.

“Some things aren’t worth looking at if the crane is not worth much,” said Wood. “You just total it out and move on. But if it is a million dollar crane and the damage is \$200,000, it may make sense to repair it.”

One of the biggest issues with accident-damaged cranes is the time it takes to repair them.

“Some losses we have worked on a year or more because an accident had an injury involved,” Wood said.

Repair versus replace?

More often than not, insurance companies want to repair an accident-damaged crane, rather than replace it, according to Ralf Vieten, vice president, Structural Repair/Remanufacturing, H&E Equipment Services, Inc.



Certified Boom Repair Services can completely restore an accident-damaged crane.

"We have several projects in our shop now, and we've finished a bunch this year already," said Vieten. "We recently performed a complicated outrigger repair for a client."

After assessing the damage and realizing the long wait time to get a new outrigger box from the manufacturer, Vieten suggested that the damaged box could be repaired while still on the frame. H&E approached the Grove Structural Repair Team, which in turn submitted a request to the GMK Group in Germany.

"They said yes it can be repaired. It's difficult but achievable with a good shop environment and devices," said Vieten. "We quoted the customer the amount for the whole repair and discussed the details. They agreed because the alternative would have been a completely new outrigger box assembly to attach to the crane, which would have cost them considerably more."

Vieten's team marked up drawings and determined which parts would need to be changed out or repaired. Once the crane was transported to H&E's Phoenix branch, they developed a more detailed repair plan to cut out the damaged materials and leave as much as possible in place.

It's amazing the detail that was required, Vieten said. Since the Phoenix branch didn't have a certified welder with the EN 287 certification required for the repair, H&E sent a welder from another facility with those credentials to Phoenix to do the required welds. The damaged pieces were cut out and sheet metal was ordered from Grove. Once the new materials and parts arrived, the welder went back to Phoenix to finish the repair according to the procedure and plan. The benefit of this type of repair is cost and time savings, Vieten said.

Not just dings and dents

Certified Boom Repair, based in Tampa, FL, also performs complicated repairs on accident-damaged cranes with the goal of getting the crane back up and running and generating revenue.

Certified Boom Repair's Tyler Smith said they have seen an increase in damaged boom sections. Founded in 1982, Certified Boom Repair also performs maintenance and repair on other types of construction equipment.

"For cranes, we repair both hydraulic and lattice booms," he said. "The hydraulic booms can come from cranes, telescoping boom forklifts and manlifts.



H&E Equipment Services Structural Repair and Remanufacturing division recently repaired the outrigger box on a Grove all terrain crane. Rather than wait on the manufacturer to build the part, H&E's team engineered a repair plan that allowed them to take out the damaged parts of the outrigger box and repair them. The repair saved the crane owner valuable time and money.



Hydraulic boom damage typically consists of too much weight being lifted at the time of failure."

Lattice boom damage has many origins, Smith said.

"From breakdown and set up to being moved around in a yard to being damaged while in use," he said. "So generally they're more susceptible to damage than hydraulic booms."

Like many companies in the crane and transport sector, Smith said a big issue is recruiting quality personnel.

"As with every other company, we're always looking for qualified and experienced heavy equipment mechanics and certified welders," he said.

WHECO's Wood said that repairing accident-damaged cranes is specialized work and the market ebbs and flows.

"Back in the mid to late 2000s, when the economy was booming, owners wanted everything fixed because there was a shortage of cranes," said Wood. "Today there's not as much of a shortage. Owners are not as quick to say repair at all costs. Also, there aren't as many wrecked cranes today as there were in the past because the industry is getting safer."

However, during a down economy fewer cranes are actually working.

"We are starting to see an increase in accidents because more cranes are working than in the past," said Wood.

As well, there are lots of dings and dents made on cranes large and small, and these incidents don't make the headlines.

"These are the repairs we do day in and day out," said Wood. "The work is steady.

When you are putting cranes together and taking them apart and moving them from job to job they get some bumps and bruises. Some owners don't report these to their insurance companies as they don't want to affect their loss ratio [or insurance premiums]."

Huge undertakings

But large-scale crane repair is a huge deal, and companies like WHECO, H&E and Certified Boom Repair Services have a monumental task ahead of them when the decision is made to repair a crane after a severe accident.

"There may be a hidden component that is damaged that could mean long-term liability issues," said Wood. "Not everyone wants to look at the swing bearing. We demand to inspect the swing bearing to make sure it's okay so that six months from now, if there was some damage, it doesn't rear its ugly head."

The crane's hydraulic cylinders should be disassembled and inspected for damage, he said. It could be that the boom assemblies don't show any damage, but if the crane tipped over the boom assemblies need to be assessed.

"Today's cranes are so complex and it doesn't take much from a tip over to cause serious damage," said Wood. "What might look like a very simple repair, could end up being extensive. This is also why it's important to bring in a third-party independent inspector to totally perform the inspection certification and the load testing of the crane after the repair. We want someone else's eyes looking at it." ■



FROM

START

FINISH

TO

EFFICIENCY-BOOSTING PRODUCTS • 100+ EDUCATION SEMINARS • LIVE DEMOS
EXCITING COMPETITIONS

Everything starts at World of Concrete. It's the industry's only annual international event dedicated to the commercial concrete and masonry industries. And, it jumpstarts each new year by supplying you with the latest innovations, expert know-how and best new products to finish your work faster, better and more profitably. From the start of each job to its successful completion—we've got you covered.

START NOW.

www.worldofconcrete.com



FEBRUARY 2-5, 2016

SEMINARS: FEBRUARY 1-5
LAS VEGAS CONVENTION CENTER
LAS VEGAS, NV, USA



A selected participant in the
International Buyer Program

informa
exhibitions

FLEX-X[®]

CRANE ROPES

- ▶ Compacted Construction
- ▶ Increased Rope Stability
- ▶ Higher Strength
- ▶ Longer Service Life
- ▶ Fatigue and Abrasion Resistance
- ▶ Spools and Operates Smoothly

MADE IN USA



www.Unionrope.com • +1.816.270.4761

Union[®]
A WireCo[®] WorldGroup Brand



Lift day came and went without incident. But what made this construction project a success was the larger ALL team. The outbouders who prepped the cranes before the job. The operators who checked equipment before every shift. The safety people and project managers who helped to keep the whole team moving in the same direction. And this team is part of a much bigger team, the **ALL Family of Companies**.

ALL[®]
Family of Companies
www.allcrane.com

ALL CENTRAL DAWES JEFFERS ALL AIT
AERIALS SALES CORP.



© ALL Erection & Crane Rental Corp., an Equal Opportunity Employer

Bigge Crane & Rigging hauled 23 radio telescopes in challenging weather and a through a rocky terrain.

The Big Daddy of the project was the 50,000-pound telescope transporter. It was hauled on a 6-line DLG that weighed 75,000 pounds and using a 3-axle T800 KW tractor with a 60,000-pound ballast.

Focusing in

Bigge Crane & Rigging's transportation division was recently challenged with a heavy haul project that involved the relocation of some expensive and delicate cargo – 23 radio telescopes and one telescope transporter. The project would encompass 30 loads and the Bigge team completed the job in three weeks, one week shorter than projected.

Thirty loads required more than five heavy haul configurations due to the size of the various telescopes.

There were nine assembled 6M telescopes that weighed 85,000 pounds each plus a 6-line DLG at 75,000 pounds plus a 3-axle T800 KW tractor with a 60,000-pound ballast. The gross weight of the nine hauls was 220,000 pounds. The dimensions of the hauls were 22 feet wide by 36 feet tall. The actual loaded height was 40 feet.

Six 10M telescopic dishes were a part of the project. With their vertical stands, these units weighed 35,000 pounds, plus the 6-line DLG transporter weighed 75,000 pounds and the 3-axle T800 KW tractor with ballast weighed 60,000 pounds. The gross weight of the hauls was 170,000 pounds. The haul was 35 feet in diameter and 6 feet wide. Loaded with the vertical upright stand the haul was 40 feet tall.

There were six 10M telescope bases, which were loaded and transported on a 1966 Beal 2-axle, 11-foot, 16-wheel lowbed. The gross weights of the six loads were 130,000 pounds and they measured 17-feet, 8-inches wide and 21 feet tall. The loaded height was 24 feet.

Eight 3.5M telescopes were also loaded and transported on Bigge's 1966 Beal lowbed. These hauls had a gross legal weight of 80,000 pounds. Dimensions



The transporter had to be blocked up 3 feet and the trailer raised to make it through the 18-foot wide canyon.

There were nine assembled 6M telescopes that weighed 85,000 pounds each plus a 6-line DLG at 75,000 pounds plus a 3-axle T800 KW tractor with a 60,000-pound ballast.



were 15-feet wide by 17-feet tall. The loaded height was 20 feet.

The Big Daddy of the project was the 50,000 pound telescope transporter. It was hauled on a 6-line DLG that weighed 75,000 pounds and used a 3-axle T800 KW tractor with a 60,000-pound ballast. The gross weight of the haul was 185,000 pounds. The dimensions of the transport system was 19-feet wide by 7-feet tall by 30-feet long.

"The transporter had to be blocked up 3 feet and the trailer raised in order to make it through the 18-foot wide canyon," said Project Manager John Leventini.

The route began at a 7,200-foot elevation and traveled approximately 20 miles down to a 4,000-foot elevation.

"The challenges of the route included steep 8 percent downhill grades, a lot of switch back turns and we had to negotiate the loads through a narrow canyon, about 18 feet wide," said Transportation Superintendent Jim Morgan.

Specialized rigging included a 14-foot long, 90-ton adjustable spreader bar, wire slings measuring 2-feet in diameter by 30 feet long and 17-ton capacity shackles.

Bigge utilized its 6-line Dual Lane

Bigge utilized its 6-line Dual Lane Goldhofer configured at 16 feet wide and its 80-ton Beal lowbed.



Goldhofer configured at 16-feet wide and its 80-ton Beal lowbed.

Morgan said the safety plan was aggressive, mainly due to the challenging terrain and narrow route.

"The weather was another problem," he said. "We were hauling in over 100 degree temperatures along with monsoon winds, lightning and even a major dust storm," he said.

For all the hauls there were six vehicles

in the convoy. As far as permits, Bigge secured more than 50 from various entities.

"Including the return of the unladen DLG trailer, there were 45 California state variance single trip permits required," Morgan said. "The crane and the 11-foot wide lowbed had state annual permits."

To load and off load the telescopes, Bigge used one of its 265-ton capacity Liebherr LTM 1220 cranes.

Transportation & Rigging Solutions for all your heavy haul needs

Bay Crane offering the northeast's largest and most modern fleet of cranes, full service heavy lift, and project transportation.



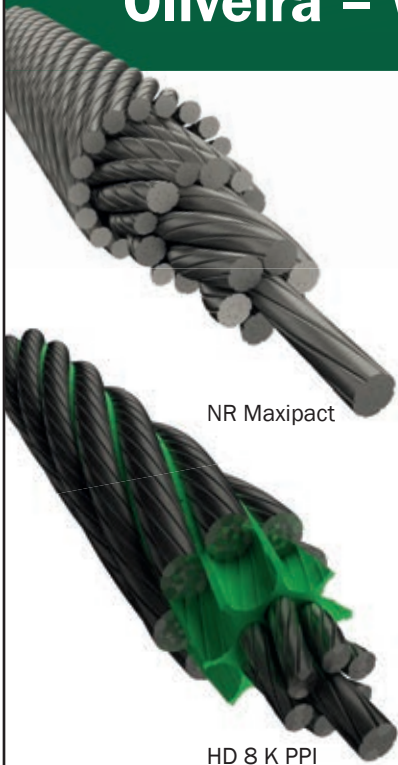
BAY CRANE

www.baycrane.com

New York; NY 718-392-0800
North Haven; CT 203 785 8000
Cumberland; RI 401-334-0006
Quincy; MA 617-990-6037
info@baycrane.com



Oliveira – WireCo's Crane Rope Advantage



- ▶ Galvanized
- ▶ Corrosion-Resistant
- ▶ Higher Breaking Strength
- ▶ Longer Service Life

European manufactured and serviced by WireCo WorldGroup, our Oliveira crane ropes are kept in stock in the U.S. Galvanized, corrosion-resistant, longer lasting and a better value than the competition. WireCo has the best engineering, technical and sales support in the industry.

Performance and Availability. That's the advantage of Oliveira crane ropes. Contact your local distributor or call +1.816.270.4761 to learn more.

OLIVEIRA

A WireCo® WorldGroup Brand

www.oliveirasa.com • info@wirecoworldgroup.com

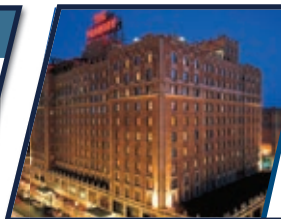
UPCOMING EVENTS



JANUARY 3-6, 2016

January Board & Committee Meetings

Sheraton Hacienda
Del Mar
Cabo San Lucas, Mexico



MARCH 1-4, 2016

Specialized Transportation Symposium

The Peabody
Memphis, TN



APRIL 26-30, 2016

Annual Conference

Hilton Orlando
Bonnet Creek
Orlando, FL



SEPTEMBER 21-23, 2016

Crane & Rigging Workshop

Gaylord National Harbor
National Harbor, MD

FIND OUT MORE AND REGISTER AT WWW.SCRANET.ORG/EVENTS.



Specialized Carriers & Rigging Association

Using six cranes from its fleet, Marr Companies installed an aerial sculpture above the Rose Fitzgerald Kennedy Greenway in Boston. **Katherine Marr** reports.

Roping

An aerial view of the sculpture taken from the attachment point on the 28th floor of One International Place.



PHOTO CREDIT: HARRY BRETT

One of the most unique installation projects in Boston and in the history of the Marr Companies took place last May at the Rose Fitzgerald Kennedy Greenway. The project involved the installation of an aerial sculpture that suspends 600 feet in length over the northern end of the Greenway's Fort Point Channel Park.

Made of fiber 15 times stronger than steel, yet light enough to move with the wind, the colorful sculpture was fashioned by hand-splicing rope and knotting twine into an interconnected mesh. Janet Echelman, the Brookline-based artist commissioned by the Greenway Conservancy, was inspired by the location's history and wanted the art to speak to the transformation of Boston's waterfront after the famous Big Dig project. She named the piece "As If It Were Already Here."

Daniel Marr & Son was awarded the contract by GC Shawmut Design and Construction to install the one-ton sculpture as well as manage the engineering, fabrication and installation of steel connection points at four locations on three different high-rise buildings.

According to Shawmut Vice President Kevin Sullivan, the project required a high level of support, workforce and

equipment. Knowing this and having worked with Daniel Marr & Son President Rich Burns for over 20 years, Sullivan said it was a no brainer.

"Marr was definitely the partner that we needed to help pull this off," said Sullivan.

Extreme teamwork

After months of planning, Burns and General Superintendent John Seward led a team of more than 50 ironworkers, crane operators, drivers, mechanics and scaffold erectors to complete the task, which required the use of multiple aerial lifts and scaffolding from Marr Scaffolding Company and six cranes from Marr Crane & Rigging.



PHOTO CREDIT: TRACY SEWARD



PHOTO CREDIT: TRACY SEWARD

General Superintendent John Seward and ironworkers prepare the chains to be attached to the end of the net's structural rope.

The netting, consisting of some 100 miles of rope, was shipped in a 6-by-6-foot wooden crate

that was strategically positioned on the Greenway the day before the installation. Early Sunday morning the six cranes with four gangs were in position. At 5:30 a.m. the first section of netting was picked up and 10 separate lines were carefully laid out in proper orientation to the four attachment points: the 28th floor of One International Place, between the 7th and 8th floors of 125 High Street

Boston

About the sculpture

Made of fiber 15 times stronger than steel, yet light enough to move with the wind, the sculpture, titled "As If It Were Already Here," was made by hand splicing rope and knotting twine into an interconnected mesh.

Brookline-based artist Janet Echelman was inspired by the location and wanted the art to speak to the transformation of Boston's waterfront. "The sculpture's form echoes the history of its location," she said. "The three voids recall the 'Tri-Mountain' [the three peaks of Beacon Hill] which was razed in the 18th Century to create lands from the harbor. The colored banding is a nod to the six traffic lanes that once overwhelmed the neighborhood, before the Big Dig buried them and enabled the space to be reclaimed for urban pedestrian life."

RTC-8090 rigged with 28,800 pounds of counterweight, 140 feet of main boom and 35 feet of swing away jib; a Link-Belt HTT 8690 rigged with 17,500 pounds of counterweight, 140 feet of main boom and 35 feet of swing away jib; a Link-Belt HTT 8690 rigged with 17,500 pounds of counterweight, 140 feet of main boom and 35 feet of swing away jib; a Grove 4100B rigged with 37,000 pounds of counterweight, 155 feet of main boom and 26 feet of swing away jib; and a Grove 3050-1, rigged with 23,500 pounds of counterweight, 125 feet of main boom and 26 feet of swing away jib.

Access equipment was important because crews needed to be strategically

placed to keep the netting safe and untangled. Access equipment included three JLG 860 SJ telescoping booms, one JLG model 4394 scissor lift, one JLG model 1350 SJ telescoping boom, one JLG /Lull 1044 C-54 telehandler and one truck-mounted Condor 150S.

"As for the city of Boston, the project's success and positive community response thus far affirms that we can expect to see further transformation of its public spaces through the inclusion of modern art pieces," according to Marr Companies. "A trend that is likely to gratify not only the construction industry, but also local residents, tourists and art aficionados alike."

Ironworkers lay out the netting in proper orientation to the connection points.



PHOTO CREDIT: KATHY FYFE



and two points on the 5th floor of the InterContinental.

As one crane lifted the center node of the netting, another picked up a different section to help spread it out over trees. Ironworkers attached chains to the end points of the net's structural rope and the remaining cranes lifted the lines so temporary connections could be made on the buildings' attachment points.

Grip hoists and chain come-alongs were utilized to help pull the chains in, while gauges were installed at each connection in order for engineers to determine when the correct tension was reached. Once each rope was tensioned to the proper kip loading, the chains were cut and hammer locks attached to make permanent connections. Due to the newness of the rope and the weather, there will be a natural amount of stretching that will require it to be re-tensioned occasionally.

A thoughtful sculpture

With the illuminated sculpture now suspended high over the Greenway, its presence serves as a reminder to the construction community that thoughtful planning, collaboration and coordination among local companies can yield a well-executed result.

"You need local folks who know the city, who know the buildings, the area," said Laura Jasinski, planning and design manager for the Greenway Conservancy.

Cranes on the job were a Grove 4115L, rigged with 57,500 pounds of counterweight, 83 feet of main boom and 32 feet of swing away jib; a Link-Belt

PHOTO CREDIT: HARRY BRETT

WITHSTANDS EXTREME LOADS

EVOLUTION P9

best stability to lateral pressure. highest breaking forces. maximum compaction.

www.teufelberger.com

Teufelberger
Together in Motion

Go with the Flo...

Fluorescent Yellow SC131 Leak Detection Dye & System

Quickly find origin of leaks
Miscible in petroleum based fluids
Use in the field or on the line
No equipment downtime

Isn't peace of mind worth just a few drops?

Keystone
Innovation in Color Solutions

1-800-522-4393 | Flo@dyes.com

Superior XL 100 Grade 100 by THIELE

Grade 80 by THIELE

TM Hoists & Hoist Chains

KWS A member of the THIELE-Group

P.O. Box 470487
Tulsa, OK 74147 www.kwschain.com
1-800-872-9313 sales@kwschain.com



It might be time to pull
out the welcoming mat.

Who's who at the Specialized Carriers & Rigging Association



CHAIRMAN

Alan Barnhart

Barnhart Crane and Rigging
Memphis, TN



PRESIDENT

Bruce Forster

Rigging Gear Sales
Dixon, IL



VICE PRESIDENT

John McTyre

McTyre Trucking
Orlando, FL



TREASURER

Delynn Burkhalter

Burkhalter
Columbus, MS



ASSISTANT TREASURER

Terry Young

Construction Safety Experts
Cary, NC

ALLIED INDUSTRIES GROUP CHAIRMAN

Tony Fastuca, Python America,
Hazel Crest, IL

CRANE & RIGGING GROUP CHAIRMAN

Rob Weiss, Cranes, Inc.,
Maspeth, NY

LADIES GROUP CHAIRWOMAN

Karen Wood, WHECO Corporation,
Richland, WA

TRANSPORTATION GROUP CHAIRMAN

Sean Claton, Midwest Specialized
Transportation,
Rochester, MI

SC&R FOUNDATION OFFICERS

President: Stephanie Bragg,

Bragg Companies,
Newport Beach, CA

Vice President: Jim Sever,

PSC Crane & Rigging, Piqua, OH

Treasurer: Geoff Davis,

Unified Logistics Operating Group,
Bethesda, MD

It's in the numbers

Our industry often falls within a realm of numbers. We frequently make deals, develop products, design projects and analyze both current and future forecasts based on the data. We do this because we've learned that, more times than not, the numbers don't lie.

One number we've all been keeping a concerned eye on in recent years is the workforce – more precisely, the number of workers exiting this industry versus the number entering it.

To add to this ever-widening conversation, the Centers for Disease Control and Prevention (CDC) recently reported that nearly four million babies were born in America in 2014 (a one percent increase from 2013). Unfortunately, that's an average of 1.9 births per woman, which represents a fertility rate too low to keep the population stable. But stable for what, you might be thinking?

The economy. With an unprecedented population moving towards retirement in this country, not only is the crane, rigging and specialized transportation industry endeavoring to replace its aging and exiting workforce, but the nation as a whole, is facing the same reality.

Simply put, a rapidly aging and shrinking population is a significant threat to workforce numbers across myriad industries in America – ominous for not only industry production and growth, but also pension and health care costs for current and future retirees. Most retirees don't work (indeed, they've earned it), but they do consume – drawing pensions and requiring health care – and this presents a huge challenge for the population behind them, especially if that population is shrinking.

The CDC also revealed that if other demographic forces don't come into play, American women would need to give birth to an average of 2.1 children annually to keep the population constant. This number represents the "replacement fertility rate" – again, a numbers game – and a stark reminder that if nothing changes, we're headed towards smaller, much older populations throughout the industrialized world. Because this isn't just a U.S. problem – it's happening around the globe.

But here in the U.S., there is a solution to the population problem – albeit one

that finds itself awkwardly arranged within the socio-political dialogue. It concerns the aforementioned "other demographic forces" – which is another way of saying we need to consider immigration as a potential remedy to our shrinking industrial workforce.

Obviously, this isn't a new concept (millions of immigrants work within hundreds of industries in the U.S. already – many within our own industry), but perhaps the prospect of salvaging a shrinking population, and thus the nation's economic future, might soften the preconceptions concerning immigrants that have served to fuel so many political fires in recent years.

Around the world, many countries are devising ways to encourage native parents to, essentially, have more children, rather than liberalize immigration. But, yet again, the numbers don't lie – if the U.S. kicked in just 10 percent of the cost it would take to raise the average four million American children born each year all the way to age 18, we'd be looking at a price tag somewhere in the neighborhood of \$97 billion annually – or one-fifth of the federal nondefense discretionary budget. Not exactly cost-productive.

In an article for *Bloomberg Business* earlier this summer, Charles Kenny brought up a point that will likely become more realistic as we're forced to face future economic realities in this country. He stated: "Immigration is both the cheapest and most effective response to the challenge of a shrinking, aging population. It's the only plausible solution that appears powerful enough to counteract declining birthrates among native populations in industrialized nations. If countries want to avoid shriveling, they better pull out the welcoming mat."

Something to think about. ■

EXECUTIVE VICE PRESIDENT

Joel Dandrea

5800 Trinity Centre
Parkway,
Suite 200
Centreville, VA
20
Ph: 703-698-0291
Fax: 703-698-0297



SC&RA Awards Program inspires members around the world to be their best.

Recognizing

The SC&RA Awards Program represents the commitment and dedication of thousands of individuals and member companies by rewarding achievements in transporting, lifting and erecting oversize/overweight objects safely. It's important to remember that the opportunity to enter the competition(s), and even win one of these coveted awards, is open to every Association member company.

SC&RA takes pride in honoring its members' outstanding contributions in safety and ingenuity every year, and

understands that the honors often boost morale for winners and provide inspiration to other members – with the impact of achieving an SC&RA Award often reverberating throughout an entire company.

In addition to updating the design of many of the Association's awards, SC&RA will be providing more benefits and industry recognition to award winners. Beginning with the *2016 SC&RA Membership Directory*, specific Safety, Environmental and President award winners will be identified in their main

company listing, both online and in print.

The 2016 SC&RA Awards Program will open October 5 and run through March 15, 2016. Association members are strongly encouraged to participate. All information and applications are easily available and ready to complete online using the SC&RA website at www.scranet.org/awards.

What members are saying

Pat Barbor, of Specialized Transportation, Inc. (Charleston, SC), enjoyed better recognition with his customer base after winning the Driver Safety Award. "The Awards Program speaks greatly to our customers," he affirmed. "Winning a Safety Award is more than just a plaque to us. Our customers are able to witness first-hand our accomplishments in safety."

Troy Geisler of Talbert Manufacturing, Inc. (Rensselaer, IN) expressed that Talbert's continued membership is built on a foundation of relationships. "There is tremendous value in continued support from SC&RA – from the relationships we've been able to build to a better understanding of ever-changing requirements through networking opportunities and information. This provides Talbert continued learning, growth and the ability to network with the best of the best in the industry."

Distinction is a word that comes to mind for Jason Nichols of Alaska Crane

Among the winners of the 2015 Rigging Job of the Year Award were: Barnhart (Memphis, TN), Barnhart (Memphis, TN), Fagioli (Opera, Milan, Italy) and Transdata Movimentacao de Cargas Complexas (São Paulo, Brazil).

SC&RA AWARDS Crane & Rigging

- **SAFETY AWARD:** Award applicants must not exceed the maximum criteria established for Incident Rates and Workers' Compensation Modification.
- **SAFETY IMPROVEMENT:** Awarded to member companies who show improved incident and/or Workers' Compensation Modification rates compared to the previous year's rate(s).
- **ZERO ACCIDENTS:** Awarded to SC&RA members having zero recordable accidents/incidents during the previous year.
- **CRANE OPERATOR SAFETY:** Presented to certified crane operators who exhibit exemplary work achievements, accumulating 10,000 consecutive man-hours while recording zero accidents and incidents.
- **PROJECT SAFETY:** Projects with zero recordable injuries/illnesses are eligible to be recognized.
- **CRANE RENTAL SERVICE SAFETY:** (Achievable in two categories):
 - **Maintenance Work** – 1,500 hours of ongoing maintenance work in a single project location. There should be zero recordable injuries/illnesses during the project.
 - **Single Project** – 1,500 hours of work during the length of one project for the same client. There should be zero recordable injuries/illnesses during the project.

For the Project Safety and Crane Rental Service Safety Awards (above), members receive and present the award to their client – signifying the mutual commitment to safety between the client and the SC&RA member.



The Crane & Rigging Safety Improvement Award showcases improvements in incident and/or workers compensation modification rates from the previous year.



excellence

Ltd. (Anchorage, AK). "Very few, if any, of our competitors in our local market participate in the program, which in turn, highlights our professionalism and commitment to the industry," he pointed out. "As a winner of the Crane & Rigging Zero Accidents award, it has highlighted our commitment to safety. We always boast about our incident and experience mod rates, but having hardware on the shelf from SC&RA gives us additional clout from a marketing perspective."

Alan Ashlock, Crane Rental Corporation (Orlando, FL), echoes Nichols. "We find that participating in the Awards Program brings us publicity and recognition from various sources after the event."

"The program continues to help our business in many ways – from customer acknowledgement to safety awareness to



The Transportation Fleet Safety Improvement Award recognizes drivers with a reduction in accident frequency rates from the previous year.

recognition for industry standards. We continue our membership with SC&RA to keep up with industry trends, safety best practices, new products and unmatched networking opportunities."

The Awards Program also motivates,

Transportation

■ **MILLION MILER:** Recognizing professional drivers who have accumulated a minimum of one million consecutive miles of safe driving within the industry.

■ **DRIVER SAFETY AWARD:** This new award is given to drivers with five consecutive years of accident-free driving.

■ **DRIVER OF THE YEAR:** Awarded to the driver who completes five consecutive accident-free years of driving along with demonstrating highway courtesy and providing outstanding contributions to the safety culture within their company.

■ **FLEET SAFETY AWARD:** Applicants with the lowest accident frequency rate in seven different mileage categories and all applicants whose rate is less than .45 are selected to receive this award.

■ **FLEET SAFETY IMPROVEMENT:** Awarded to contestants who demonstrate a reduction in their accident frequency rate for miles traveled compared to their previous year.

SC&RA AWARDS

Job of the Year

■ HAULING JOB OF THE YEAR:

Winning jobs epitomize how SC&RA members successfully meet professional challenges encountered in hauling. Judges stress shipment routing, planning, physical elements, safety considerations and execution. Winners are selected in three job categories:

- **Moving**
- **Trucking under 160,000 lbs. (net)**
- **Trucking over 160,000 lbs. (net)**

■ **RIGGING JOB OF THE YEAR:** As one of the most prestigious awards in the industry, the Rigging Job of the Year focuses on ingenuity, hard work and adherence to standards,



Among the winners of the 2015 Hauling Job of the Year Award were: Precision Specialized Division (Woodbridge, Ontario, Canada) Barnhart (Memphis, TN) and Tradelossa (Mexico City, Mexico).

with an emphasis on safety, ingenuity, innovation, engineering and consideration of limitations. A winner is selected for each category:

- **Under \$150,000 (US)**
- **\$150,000 – \$750,000 (US)**
- **\$750,000 – \$2 million (US)**
- **Over \$2 million (US)**



as Stephen Izzi, of Stephen Izzi Trucking & Rigging (Edison, NJ), explained. "We're publicizing our Safety Award with our state motor and truck association newspapers. We also display the award in a trophy case in our reception area and put it out for display in our drivers' room. It gives our employees an incentive to strive for."

Dawes Rigging & Crane Rental (Independence, OH) representatives emphasized that SC&RA awards inspire all companies to do better and be better. "The ability of our team to meet or exceed the critical objectives with SC&RA



Awards signifies to ALL of our employees and customers that we are adhering to a higher industry safety standard.

"The prestige that accompanies a SC&RA Safety Award, and the universal respect that award receives, is something we utilize in press releases, marketing pieces and in our sales efforts. The award also benefits our company when additional safety documentation is required when qualifying for certain projects."

Longevity & Industry Recognition

■ **LONGEVITY AWARD:** Given to member companies at five-year intervals to recognize longtime support and dedication from 5 years – 65 years.

■ **GOLDEN ACHIEVEMENT:** This award is a tribute to an individual who has made consistent and outstanding contributions to the specialized transportation, crane or rigging industry.

■ **ENVIRONMENTAL:** Presented to a member company that demonstrates a consistent commitment to environmental protection.

■ **PRESIDENT'S:** Awarded to a company whose employees have collectively recruited three or more companies to join SC&RA during the previous membership year.



SC&RA AWARDS

Service Awards

■ **VOLUNTEER SERVICE:** Presented to individuals who have served a three-year elected term on the SC&RA Board of Directors, or as a Governing Committee Member.

■ **FOUNDATION CORNERSTONE:** Individuals who have served a two- or three-year elected term on the SC&R Foundation Board of Directors.

Awards applications

This year's application process for the 2016 SC&RA Awards begins October 5, 2015, and runs through March 15, 2016. All member companies are encouraged to participate. The forms will be accessible on SC&RA's website in the Awards section.

■ If you need further information about a specific award, contact SC&RA at 703-698-0291 or at info@scanet.org.

For more information, visit www.scranet.org/awards

SAFE. RELIABLE. ON TIME.

VIANT
CRANE

Manitowoc
MLC300 Crawler Crane
Call for Rental Availability

VPC-Max Attachment Coming Soon
Available For Rent **FALL** of 2015

715-39CRANE (715-392-7263)
viantcrane.com



419-523-5321
www.nelsontrailers.com

**Builder of the Nelson Trailer
and the Nelson Boom Dolly**



e-mail: sales@nelsontrailers.com
Ottawa, Ohio, U.S.A



HOOKCAM®

A CAMERA ON THE HOOK.



PUTTING SAFETY FIRST.

HookCam is a wireless camera on the hook block of tower cranes. Learn how it's helping crane operators do their job more safely and efficiently by visiting WWW.HOOKCAM.COM.

“I WOULDN'T WANT TO OPERATE WITHOUT IT.”

-Jeremy, Crane Operator



Designed for safety. Pays in productivity.
For more information call: (804) 869-2140
www.hookcam.com | sales@hookcam.com



—
**THE WORLD IS GROWING
IN COMPLEXITY.**
ARE YOU POSITIONED
TO SEIZE THE
OPPORTUNITIES?
—



THRIVE
CONTENT SOLUTIONS

**THRIVE IS A
CONTENT SOLUTIONS
COMPANY.**

We develop specialized writing, marketing, and strategy for print, web, and video.

We work to secure your position at the competitive front of an increasingly noisy world.

CONTACT US:
thrivecs.com
info@thrivecs.com



Billy Smith and Joe Doerr

discuss why the time has come for the ELD mandate.

Time for

If you're feeling a little overwhelmed and perplexed by what is being referred to as the "ELD Mandate", you're certainly not alone. There has been a significant amount of confusion surrounding the Federal Motor Carrier Safety Administration's (FMCSA) electronic logging device rule, especially since the agency pushed the publication of the final rule to November 9, 2015, but has now brought it back to its original publication date of September 30, 2015.

What this means for SC&RA members and all heavy haul carriers is essentially two fold:

- FMCSA is committed to publishing this rule.
- The time to comply is now.

A quick review

If you recall, back on March 13, 2014, FMCSA announced a proposal to require interstate commercial truck and bus companies to use Electronic Logging Devices (ELDs) in their vehicles to improve compliance with the safety rules that govern the number of hours a driver can work. FMCSA believes that the rule will "significantly reduce the paperwork burden associated with hours-of-service recordkeeping for interstate truck and bus drivers – the largest in the federal government following tax-related filings – and improve the quality of logbook data."

According to FMCSA, the final ELD rule will establish:

- Minimum performance and design standards for hours-of-service (HOS) and electronic logging devices (ELDs).
- Requirements for the mandatory use of these devices by drivers currently

required to prepare HOS records of duty status (RODS).

- Requirements concerning HOS supporting documents.
- Measures to address concerns about harassment resulting from the mandatory use of ELDs.

As you can see from the preceding list, the ELD Mandate deals with a number of different issues, but the primary concern is that the mandate requires that drivers who use paper logbooks to record their compliance with Hours of Service requirements switch to an electronic logging device to record a driver's Record of Duty status.

Once the rule is enacted, fleets will have two years to implement certified ELDs to record HOS. However, fleets already equipped with electronic logging technology (such as Automatic On-Board Recording Devices [AOBRDs] or Electronic On Board Recording Devices [EOBRs]) will have until late 2019 to ensure compliance with the published specifications.

What about cranes?

Since at the time of this writing the rule has yet to come out, it's difficult to know exactly what it will say, but leading industry experts familiar with the issue state that any driver of a commercial motor vehicle (CMV) will be subject to the ELD Mandate if they are currently required to keep a Record of Duty status for interstate commerce that fits the description of a commercial motor vehicle. This more than likely includes cranes.

Are their exemptions? Yes, but the full understanding of these exemptions isn't clear just yet. Drivers who are currently using HOS exemptions, like CDL short-haul drivers operating within a 100 air-mile radius or non-CDL drivers operating within a 150-mile radius, won't be required to install an ELD. But if the requirements to meet the short-haul exemption are broken, you will be required to keep Records of Duty Status for those days, as well as the days you use the 16 Hour Short Haul Exemption.

In order to meet the ELD exemption you must:

- work within a 100 mile air radius.

- return to the work reporting location and be released from duty within 12 consecutive hours.
- follow each 12 hours of duty time with 10 consecutive hours off duty.

For crane companies, the challenge for meeting the short-haul exemption leads to another, bigger question that we can't posit an answer to just yet.

As we see it, the problem with meeting the exemption comes when drivers exceed their 12 hours of duty time and then need to revert back to keeping Record of Duty Status for those days where the exemption could not be claimed. In these circumstances, will companies have an exemption to use paper logs or will they then need to meet the ELD mandate? Furthermore, how is the FMCSA's definition of "on duty" going to change? Or will it remain the same? Currently "on duty" time includes all the time a crane is working, or required to be ready for work, for any employer. This has already caused some serious headaches in the industry. Unfortunately, we'll need to wait and see once the rule is published.

What does it mean for you?

To put it simply: it's time to start looking into which ELDs you want to install for your fleet.

During last year's comment period, over two thousand comments were made spanning a number of different viewpoints. Some individuals and companies were glad to see the change, while others were upset. And many companies simply wanted to figure out what, if anything, they needed to do.

But let's not forget that there are a number or positive benefits to having ELDs.

While it's likely been a frustrating and confusing journey to this point, we're here now, and the ELD change is upon us. It's important not to lose sight of the benefits that ELDs bring to our industry as well.

In a post published on NBIS's blog in May of this year, we identified four benefits of ELDs.

- ELDs are paperless. This helps reduce the driver's administrative workload by eliminating the need to complete paper logs.

ABOUT NBIS:

NBIS provides the industry with insurance and risk management solutions as the exclusively endorsed property and casualty provider for the SC&RA. NBIS provides comprehensive coverage and risk management services that prevent losses and give insureds the best fighting chance in the event of a claim. For more information on the ELD Mandate, please contact the NBIS Risk Management team at 1-877-860-RMSS.

compliance

- Real-time duty status helps reduce violations. Dispatchers and drivers can monitor drivers' hours-of-service in real time, thereby avoiding situations where drivers may be forced to drive when they are out of hours. More than 500,000 citations were issued for violations of "hours-of-service rules" last year.
- Increased fuel efficiency. Some carriers will experience improved miles per gallon, and/or reduced idle time.
- Increased productivity. Better time management can result in reduced administration costs. Furthermore, drivers can actually find more time in the day through better documentation. Carriers may also experience improved fleet utilization.

But the benefits go beyond those four items as well. According to commercial vehicle telematics company Omnitrac,

"ELDs installed in commercial motor vehicles can monitor and record a whole host of data about the vehicle and its driver that go beyond RODS – from Driver Vehicle Inspection Reports (DVIR) and IFTA automation to driver behavior reporting on speeding, idling, and hard braking.

Many systems integrate map and route solutions as well, which can help drivers navigate around construction and avoid high-traffic areas."

What about the cost?

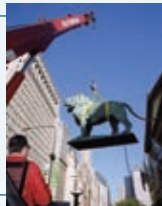
Any time a change involves technology, the topic of cost has to come up, because technology can be expensive. True to form, cost been a much-debated component of the ELD conversation, so much so that the FMCSA initiated a study of a number of logging devices on the market and set a benchmark for what fleets can expect to

pay on an annual basis.

Here are a few of the highlights from the FMCSA study:

- ELDs range from an annualized price of \$165 to \$832 per truck
- The most popular device they identified cost \$495 per truck
- ELD prices have not come down drastically
- FMCSA believes total annual cost of adoption will be \$975 million
- An additional \$604 million was budgeted for "extra drivers and CMVs needed to ensure that no driver exceeds HOS limits."

While taking a "wait and see" approach isn't always what we like to do, it's exactly what we need to do right now. However, rather than doing nothing during the waiting period, taking the time to start figuring out how to be compliant is a much better course of action to take. ■



SC&RA is comprised of more than **1300 member companies** from around the world operating in the specialized transportation, crane, rigging or millwright industries



SC&RA **tirelessly advocates** on behalf of the industry to encourage regulatory uniformity, equity and industry compliance.



Member only affinity programs **save companies money** on insurance, healthcare, office supplies and rental cars.



More than **1,500 attendees** meet face-to-face at SC&RA events to network, learn and participate.

Want to learn more about membership? Contact Jason Bell at jbell@scranet.org or (703) 698-0291. www.scranet.org



Connect with SC&RA today!





FREE MAGAZINE SUBSCRIPTION

1 CHOOSE YOUR MAGAZINES AND/OR E-NEWSLETTERS:

MAGAZINES

American Cranes & Transport

Access International ☐

Access, Lift & Handlers ☐

Construction Europe ☐

Construction Latin America ☐

Demolition & Recycling International ☐

International Construction ☐

International Construction Turkey ☐

International Cranes and Specialized Transport ☐

International Rental News ☐

E-NEWSLETTERS

World Crane Week e-newsletter ☐

Access International e-newsletter ☐

Access, Lift & Handlers e-newsletter ☐

Construction Latin America e-newsletter ☐

Demolition & Recycling International e-newsletter ☐

International Construction China e-newsletter ☐

International Rental News e-newsletter ☐

World Construction e-newsletter ☐

KHL's Crane Market e-newsletter ☐

2 ORGANIZATION TYPE

Construction Contractor/Consultant ☐

Crane and Heavy Equipment Rental ☐

Specialized Transportation ☐

Dockside/Offshore ☐

Utility ☐

Manufacturer of Lifting Equipment ☐

Energy - Windpower ☐

Energy - Oil & Gas ☐

Distributor ☐

Power Generation ☐

Other (please specify) ☐

3 YOUR DETAILS

Name: _____

Job title: _____

Company: _____

Address: _____

Country: _____

State/County: _____

Zip code/Post code: _____

E-mail: _____

4 Do you purchase or influence the purchase of construction products or services? ☐ Yes ☐ No

5 FORMAT OF MAGAZINE

PRINT ☐

DIGITAL ☐

BOTH ☐

6 SIGN AND DATE:

Signature: _____

Date: _____

10/15

POST TO: Circulation Manager, KHL Group Americas LLC,
205 W. Randolph St. Suite 1320, Chicago, IL 60606, USA

FAX BACK: +1 312-624-8673

REGISTER ONLINE: www.khl.com/subscriptions/act

E-MAIL: circulation@khl.com



BRINGING THE CLASSROOM TO YOUR DESK

SC&RA's Online Education Series

Brought to you in partnership



Register online at:
scrannet.org/webinars

BILLS OF LADING

This SC&RA webinar, hosted by 2 national experts from NBIS, Robert Moore and Kate Lasky will focus on bills of lading and other emerging transportation issues including dealing with the upstream liability of parties when the carrier does not have proper workers compensation insurance for subcontracted or brokered load drivers. When was the last time that you looked at your bill of lading—are you protected from the impact of the Exel Transportation holding? Moore and Lasky will also discuss shipper and carrier liability to drivers and third parties for improperly loaded freight, and how to potentially shift this liability through contracts.

COST: FREE for members
\$49 for Non-Members

SPONSOR:



OCTOBER 28
12 PM EST



BOB MOORE
Special Projects
Manager,
NBIS



KATE LASKY
Associate Corporate
Attorney,
NBIS

MIND YOUR MANNERS: COMMUNICATING IN TODAY'S WORKPLACE

In today's society, employees interact with one another in so many different ways, whether it's from their desk, over the phone or in person. How your employees conduct themselves when they send an email, post something online or attend a conference all reflect your company's credibility and reputation. Speaker Jennifer Gabel will walk you through the ins and outs of portraying oneself in a positive light to colleagues, customers and meeting attendees. Specifically, she will cover: email etiquette, business attire, how to communicate on social media outlets and networking during business receptions.

COST: FREE for members
\$49 for Non-Members

SPONSOR:



NOVEMBER 18
12 PM EST



JENNA GABEL
Manager and Owner,
JK Crane

Specialized Carriers & Rigging Association
(703)698-0291
info@scrannet.org
www.scrannet.org



Complete list of
upcoming
webinars here!



Marketplace

Dealer Locator 58

Find a dealer/distributor by using ACT's Dealer Locator.

Products, Parts & Accessories 64

Operational aids, communication systems, components, controls, software, crane mats and outrigger pads, crane repair, hydraulics, jacks, attachments, personnel baskets, rigging hardware, rollers, slings and chains, tires, winches, wire rope, batteries, braking systems, and new, used and refurbished parts.

Equipment for Sale or Rent 80

Crane, rigging and lifting equipment for sale or rent, new or used.

Safety, Training & Industry Services

Training, insurance, inspections, financing, consulting and safety equipment.

Career Opportunities 86

Employee recruitment and job postings.

Transport & Heavy Haul 86

Transportation permits, freight forwarding, heavy haul and pilot car services.

The Marketplace is designed to help readers find what they need to do their job. It is divided into convenient categories, giving more exposure to the advertiser to help find you a dealer/distributor, sell your products, equipment, crane & lifting services, and transport and heavy haul needs.

Call BEV O'DELL at 816-886-1858 or e-mail her at bev.odell@khl.com

ACT DEALER LOCATOR

ELLIOTT
EQUIPMENT COMPANY

Built for You.

BoomTruck
THEN



NOW

Find a dealer near you

Aspen Equipment Company

9150 Pillsbury Avenue South
Bloomington, MN. 55420

Tel: 952-888-2525

www.aspenequipment.com

Branches:

Ankeny, IA. Tel: 515-965-1000

Custom Truck & Equipment, LLC

7701 E. 24 Hwy,
Kansas City, MO. 64125

Tel: 800-861-1065

www.cte-equipment.com

Fort Worth, TX. Tel: 817-847-4400

Houston, TX. Tel: 281-452-5100

Midland, TX. Tel: 432-561-5677

Union Grove, WI. Tel: 262-878-5977

Commerce City, CO. Tel: 720-519-0376

Central Texas Equipment

1401 Central Commerce Circle,
Pflugerville, TX. 78691

Tel: 512-442-2371, 512-801-0830

www.ctegroup.net

Email: chris@ctegroup.net

Scott Powerline & Utility Equipment

3018 Harvester Drive
Monroe, LA. 71203

Tel: 877-388-9269

www.scottpowerline.com

Branch:

McDonough, GA. Tel: 877-396-1500

Imperial Crane Services, Inc.

7500 W. Imperial Dr.

Bridgeview, IL. 60455

Tel: 708-598-2300

www.imperialcrane.com

www.elliottequip.com



Contact our Dealers

ALT Sales Corp.

4945 Brecksville Road
Richfield, OH. 44286
Tel: 330-659-2100
www.altsales.com
Contact: Gary Searle - gary@ALTSales.com

Central Texas Equipment

1401 Central Commerce Circle, Pflugerville, TX. 78691
Tel: 512-442-2371, 512-848-0060
e-mail: bob@ctegroup.net
www.ctegroup.net

Coast Crane Company

8250 5th Ave. S. Seattle, WA. 98108
Tel: 1-800-400-2726
www.coastcrane.com

Coastline Equipment

2 locations: Sacramento, CA. and Santa Ana, CA.
Sacramento, CA. Tel: 916-440-8090
Santa Ana, CA. Tel: 714-265-6550
e-mail: cranesales@coastlineequipment.com
www.coastlinecd.com

Cropac Equipment Inc.

3 Locations: Toronto, Montreal, Edmonton
Tel: 800-427-6722
e-mail: bill@cropac.com
www.cropac.com

Giuffre Bros. Cranes, Inc.

6635 South 13th Street, Milwaukee, WI. 53221
Tel: 414-764-9200
e-mail: tproctor@giuffre.com
www.giuffre.com
Branches:
CICERO, IL. Tel: 708-656-9200
Email: tproctor@giuffre.com
SALT LAKE CITY, UT. Tel: 801-973-7939
Email: ckrohn@giuffre.com

H&E Equipment Services

Tel: 877-HE-CRANE
www.he-equipment.com
Branches:
Little Rock, AR. Tel: 501-568-7867
Springdale, AR. Tel: 479-927-1672
Alexandria, LA. Tel: 505-764-8100
Baton Rouge, LA. Tel: 225-356-6113
Kenner, LA. Tel: 504-467-5906
Lafayette, LA. Tel: 337-837-9600
Lake Charles, LA. Tel: 337-528-2661
Shreveport, LA. Tel: 318-746-5272
Oklahoma City, OK. Tel: 806-745-2600
Tulsa, OK. Tel: 918-445-2666
Dallas, TX. Tel: 972-986-0910
Houston, TX. Tel: 713-433-6411

Link-Belt Construction Equipment Mid-Atlantic

10020 Lickinghole Road, Ashland, VA. 23005
Tel: 804.798.2290, 800.552.3837
e-mail: dcoffey@linkbelt.com
www.link-beltmidatlantic.com
Branch:
Chesapeake, VA. Tel: 757-485-4485, 800-342-3248

Sterett Equipment Company

800-327-9323
www.sterettequipment.com
salesandrentals@sterettequipment.com
Branches:
Owensboro, KY. Tel: 800-327-9323
St Louis, MO. Tel: 314-705-8512
Nashville, TN. Tel: 615-295-5918
Louisville, KY. Tel: 502-412-0530
Calvert City, KY. Tel: 270-519-7574

Transport Equipment Sales (TES)

Kearny, NJ.
Tel: 973-589-4100
e-mail: info@tes-inc.net
www.tes-inc.net



Contact our Dealers



Aspen Equipment Company

9150 Pillsbury Avenue South
Bloomington, MN. 55420

Tel: 952-888-2525

www.aspenequipment.com

Branches:

Ankeny, IA.

Tel: 515-965-1000

Omaha, NE.

Tel: 402-894-9300

Cleveland Crane & Shovel Sales Corporation

26781 Cannon Road
Cleveland, OH. 44146

Tel: (440) 439-4749

www.craneandshovel.net

aforepaugh@craneandshovel.net

H&E Equipment Services

Tel: 877-HE-CRANE

www.he-equipment.com

Branches:

Little Rock, AR.

Tel: 501-568-7867

Springdale, AR.

Tel: 479-927-1672

Phoenix, AZ.

Tel: 602-232-0600

Tuscon, AZ.

Tel: 520-770-1120

Boise, ID.

Tel: 208-388-3323

Alexandria, LA.

Tel: 318-443-7173

Baton Rouge, LA.

Tel: 225-356-6113

Kenner, LA.

Tel: 504-467-5906

Lafayette, LA.

Tel: 337-837-9600

Lake Charles, LA.

Tel: 337-528-2661

Shreveport, LA.

Tel: 318-746-5272

Baltimore, MD.

Tel: 410-477-6500

Belgrade, MT.

Tel: 406-388-2308

Jackson, MS.

Tel: 601-373-0444

Billings, MT.

Tel: 406-259-9720

Albuquerque, NM

Tel: 505-764-8100

Arden, NC.

Tel: 828-684-1692

Charlotte, NC.

Tel: 704-504-2870

Las Vegas, NV.

Tel: 702-320-6500

Raleigh, NC.

Tel: 919-781-9454

Winston Salem, NC.

Tel: 336-767-6900

Chattanooga, TN.

Tel: 423-499-7700

Memphis, TN.

Tel: 901-375-4902

Nashville, TN.

Tel: 615-248-0266

Dallas, TX.

Tel: 972-986-0910

Houston, TX.

Tel: 713-433-6411

Salt Lake City, UT.

Tel: 801-974-0388

St George, UT.

Tel: 435-674-2994

Ashland, VA.

Tel: 804-798-9740

Norfolk, VA.

Tel: 757-295-4944

Roanoke, VA.

Tel: 540-362-3600

Warrenton, VA.

Tel: 540-349-2878

Kirby-Smith Machinery, Inc.

6715 W. Reno,

Oklahoma City, OK. 73127

Tel: 405-495-7820

Branches:

Kansas City, KS.

Tel: 877-851-5729

St. Louis, MO.

Tel: 314-729-0125

Tulsa, OK.

Tel: 918-438-1700

Shawmut Equipment Co, Inc

20 Tolland Turnpike,
Manchester, CT. 06042

Tel: 800-829-4161

860-643-4161

www.shawmutequipment.com

Branches:

South Easton, MA.

Tel: 877-526-9213

508-238-1900

Shawmut Equipment of Canada,
Inc

Saint John, NB.

Tel: 888-594-8444

506-635-1550

Western Pacific Crane & Equipment

CORPORATE OFFICE

8600 Calabash Ave. F

www.wpcrane.com

Fontana, CA 92335

Phone: 562-286-6618,

Toll Free: 855-927-2637

Branches:

ANCHORAGE, AK 99518

Tel: 907-331-4876

ARLINGTON, WA

Tel: 253-254-7950

BAKERSFIELD, CA

Tel: 661-578-5854

KAPOLEI, HI

Tel: 808-682-7263

TRACY, CA

Tel: 209-597-3824



Aspen Equipment Company

9150 Pillsbury Avenue South
Bloomington, MN. 55420

Tel: 952-888-2525

www.aspenequipment.com

Branches:

Ankeny, IA.

Tel: 515-965-1000

Omaha, NE.

Tel: 402-894-9300

Cleveland Crane & Shovel Sales Corporation

26781 Cannon Road

Cleveland, OH. 44146

Tel: (440) 439-4749

www.craneandshovel.net

aforepaugh@craneandshovel.net

H&E Equipment Services

Tel: 877-HE-CRANE

www.he-equipment.com

Branches:

Birmingham, AL.

Tel: 205-661-1323

Phoenix, AZ.

Tel: 602-232-0600

Tuscon, AZ.

Tel: 520-770-1120

Belle Chasse, LA.

Tel: 504-394-7400

Baltimore, MD.

Tel: 410-477-6500

Billings, MT.

Tel: 406-259-9720

Albuquerque, NM.

Tel: 505-764-8100

Las Vegas, NV.

Tel: 702-320-6500

Memphis, TN.

Tel: 901-375-4902

Nashville, TN.

Tel: 615-248-0266

Chattanooga, TN.

Tel: 423-499-7700

Dallas, TX

Tel: 972-986-0910

Houston, TX.

Tel: 713-433-6411

Salt Lake City, UT.

Tel: 801-974-0388

Ashland, VA.

Tel: 804-798-9740

Norfolk, VA.

Tel: 757-295-4944

Roanoke, VA.

Tel: 540-362-3600

Warrenton, VA.

Tel: 540-349-2878

Kirby-Smith Machinery, Inc.

6715 W. Reno,

Oklahoma City, OK. 73127

Tel: 405-495-7820

Branches:

Kansas City, KS.

Tel: 877-851-5729

St. Louis, MO.

Tel: 314-729-0125

Tulsa, OK.

Tel: 918-438-1700



Contact our Dealers



Aspen Equipment Company

9150 Pillsbury Avenue South
Bloomington, MN. 55420
 Tel: 952-888-2525
www.aspenequipment.com
Branches:
Ankeny, IA.
 Tel: 515-965-1000
Omaha, NE.
 Tel: 402-894-9300

ALT Sales Corp.

4945 Brecksville Road
Richfield, OH. 44286
 Tel: (330)-659-2100
www.altsales.com
 Contact: Gary Searle
Gary@ALTSales.com

Custom Truck & Equipment, LLC

7701 E. 24 Hwy,
Kansas City, MO. 64125
 Tel: 800-861-1065
www.cte-equipment.com
Branches:
Fort Worth, TX.
 Tel: 817-847-4400

Houston, TX.

Tel: 281-452-5100
Midland, TX.
 Tel: 432-561-5677
Union Grove, WI.
 Tel: 262-878-5977
Commerce City, CO.
 Tel: 720-519-0376

H&E Equipment Services

Tel: 877-HE-CRANE
www.he-equipment.com
Branches:
Little Rock, AR.
 Tel: 501-568-7867
Springdale, AR.
 Tel: 479-927-1672
Phoenix, AZ.
 Tel: 602-232-0600
Tucson, AZ.
 Tel: 525-770-1120
Alexandria, LA.
 Tel: 318-443-7173
Baltimore, MD.
 Tel: 410-477-6500
Jackson, MS.
 Tel: 601-373-0444
Albuquerque, NM.
 Tel: 505-764-8100
Arden, NC.
 Tel: 828-684-1692
Charlotte, NC.
 Tel: 704-504-2870
Raleigh, NC.
 Tel: 919-781-9454

Winston Salem, NC.

Tel: 336-767-6900
Las Vegas, NV.
 Tel: 702-320-6500
Columbia, SC.
 Tel: 423-499-7700
Greenville, SC.
 Tel: 864-272-2600
Salt Lake City, UT
 Tel: 801-974-0388
Ashland, VA.
 Tel: 804-798-9740
Norfolk, VA.
 Tel: 757-295-4944
Roanoke, VA.
 Tel: 540-362-3600.
Warrenton, VA.
 Tel: 540-349-2878

Kirby-Smith Machinery, Inc.

6715 W. Reno,
Oklahoma City, OK. 73127 Tel: 405-495-7820
Branches:
Kansas City, KS.
 Tel: 877-851-5729
St. Louis, MO.
 Tel: 314-729-0125
Tulsa, OK.
 Tel: 918-438-1700
Abilene, TX.
 Tel: 325-692-6334
Amarillo, TX.
 Tel: 806-373-2826
Dallas, TX.
 Tel: 214-371-7777

Ft Worth, TX.

Tel: 817-378-0600
Lubbock, TX.
 Tel: 806-745-2112
Odessa, TX.
 Tel: 432-333-7000

Scott Powerline & Utility Equipment

3018 Harvester Drive
 Monroe, LA. 71203
 Tel: 877-388-9269
www.scottpowerline.com
Branch:
 McDonough, GA.
 Tel: 877-396-1500

Western Pacific Crane & Equipment

CORPORATE OFFICE
 8600 Calabash Ave
 Fontana, CA 92335
www.wpcrane.com
Ontana, CA 92335
 Phone: 562-286-6618,
 Toll Free: 855-927-2637
Branches:
ANCHORAGE, AK 99518
 Tel: 907-331-4876
ARLINGTON, WA
 Tel: 253-254-7950
BAKERSFIELD, CA
 Tel: 661-578-5854
KAPOLEI, HI
 Tel: 808-682-7263
TRACY, CA
 Tel: 209-597-3824

Shawmut Equipment Co, Inc

20 Tolland Turnpike,
Manchester, CT. 06042
 Tel: 800-829-4161,
 860-643-4161
www.shawmutequipment.com
Branches:
South Easton, MA.
 Tel: 877-526-9213,
 508-238-1900
Shawmut Equipment of Canada, Inc
Saint John, NB.
 Tel: 888-594-8444,
 506-635-1550

Western Pacific Crane & Equipment

CORPORATE OFFICE
 8600 Calabash Ave
 Fontana, CA 92335
www.wpcrane.com
Ontana, CA 92335
 Phone: 562-286-6618,
 Toll Free: 855-927-2637
Branches:
ANCHORAGE, AK 99518
 Tel: 907-331-4876
ARLINGTON, WA
 Tel: 253-254-7950
BAKERSFIELD, CA
 Tel: 661-578-5854
KAPOLEI, HI
 Tel: 808-682-7263
TRACY, CA
 Tel: 209-597-3824



Coast Crane Company

8250 5th Ave South
Seattle, WA 98108
 Tel: 1-800-400-2726
www.coastcrane.com

Rapicon Inc

924 Burton Road
Vars ON. K0A 3H0
 Tel: 613 443-1323
www.rapicon.ca
redemond@rapicon.ca

Shawmut Equipment Co, Inc

20 Tolland Turnpike,
Manchester, CT. 06042
 Tel: 800-829-4161,
 860-643-4161
www.shawmutequipment.com
Branches:
South Easton, MA.
 Tel: 877-526-9213,
 508-238-1900
Shawmut Equipment of Canada, Inc
Saint John, NB.
 Tel: 888-594-8444,
 506-635-1550

BUILT FOR THE WAY YOU WORK



With over 100 years of experience and a commitment to speed, Terex Cranes focuses on getting the job done, aiming at maximum uptime and a high return on investment. Because your results are what really matters.

Contact our distributors and find out how we can help to improve your bottom line.



ALL Erection & Crane Rental Corp.

4700 Acorn Drive
Independence, OH. 44131
Tel: 216-328-0901
Contact: Mike Garrity
Mgarrity@allcleveland.com

Bigge Equipment

10700 Bigge Ave,
San Leandro, CA. 94577
Tel: 510-638-8100
www.biggecranesales.com
Branch:
N. Salt Lake, UT. Tel: 801-292-3001

Central Texas Equipment

1401 Central Commerce Circle,
Pflugerville, TX. 78691
Tel: 512-442-2371, 512-848-0060
Email: bob@ctegroup.net
www.ctegroup.net

Custom Truck & Equipment, LLC

7701 E. 24 Hwy,
Kansas City, MO. 64125
www.cte-equipment.com
Tel: 800-861-1065
Branches:
Fort Worth, TX. Tel: 817-847-4400
Houston, TX. Tel: 281-452-5100
Midland, TX. Tel: 432-561-5677
Union Grove, WI. Tel: 262-878-5977
Commerce City, CO. Tel: 720-519-0376

ML Cranes & Equipment

4601 Washington Blvd,
Baltimore, MD 21227
Tel: 410-242-6500
www.mcclung-logan.com

Branches:

Bridgeville, DE.	Tel: 302-337-3400
Charlotte, NC.	Tel: 704-509-2728
Chesapeake, VA.	Tel: 757-485-3314
Manassas, VA.	Tel: 877-393-7344
Richmond, VA.	Tel: 804-266-0000
Roanoke, VA.	Tel: 540-989-3750
Winchester, VA.	Tel: 540-722-3700
Wise, VA.	Tel: 276-328-8027

Dozier Crane & Machinery, Inc.

155 Pine Barren Rd
Pooler, GA. 31322
Tel: 912-748-2684 - Parts: 877-541-3754
www.DozierCrane.com
Sales@DozierCrane.com

Giuffre Bros. Cranes, Inc.

6635 South 13th Street,
Milwaukee, WI. 53221
Tel: 414-764-9200
www.giuffre.com
Email: tproctor@giuffre.com

Branches:

Chicago, IL.	Tel: 708-656-9200
tproctor@giuffre.com	
Salt Lake City, UT.	Tel: 801-973-7939
ckrohn@giuffre.com	

Scott-Macon Equipment

14925 S. Main,
Houston, TX. 77035
Tel: 713-721-7070
www.smequipment.com

Branches:

Corpus Christi, TX.	Tel: 361-289-2782
Dallas, TX.	Tel: 214-391-4000
Midland, TX	
(Field Service Office)	Tel: 432-517-4378
Tulsa, OK.	Tel: 918-224-2000
Houma, LA.	Tel: 985-851-1118
Baton Rouge, LA.	Tel: 225-753-4111
(Lake Charles Area)	
Sulphur, LA.	Tel: 337-882-0197

Sterett Equipment Company

800-327-9323
www.sterettequipment.com
salesandrentals@sterettequipment.com

Branches:

Owensboro, KY.	Tel: 800-327-9323
St Louis, MO.	Tel: 314-705-8512
Nashville, TN.	Tel: 615-295-5918
Louisville, KY.	Tel: 502-412-0530
Calvert City, KY.	Tel: 270-519-7574

Authorized Terex Cranes Distributors



TEREX®



Contact your authorized Link-Belt distributor today!

Link-Belt Construction Equipment Mid-Atlantic

10020 Lickinghole Road,
Ashland, VA. 23005
Tel: 804-798-2290,
800-552-3837
E-mail: dcoffey@linkbelt.com
www.link-beltmidatlantic.com

Branches:

Chesapeake, VA.
Tel: 757-485-4485,
800-342-3248

www.linkbelt.com

Transport Equipment Sales (TES)

Kearny, NJ.

Tel: 973-589-4100

E-mail: info@tes-inc.net

www.tes-inc.net



MANTIS[®] CRANES

FIND A DEALER NEAR YOU!

Coast Crane Company

8250 5th Ave South
Seattle, WA 98108
Tel: 1-800-400-2726
www.coastcrane.com

Mi-Jack Canada

Bay 104/105
7609-42 Street
Leduc, AB T9E 0K5
Tel: 780-986-1001
e-mail: info@mi-jackcanada.com
www.mi-jackcanada.com

Scott-Macon Equipment

14925 S. Main,
Houston, TX. 77035
Tel: 713-721-7070
www.smequipment.com

Branches:

Corpus Christi, TX. Tel: 361-289-2782
Dallas, TX. Tel: 214-391-4000
San Antonio, TX. Tel: 210-629-0400
Midland, TX. Tel: 432-517-4378

(Field Service Office)

Tulsa, OK. Tel: 918-224-2000
Houma, LA. Tel: 985-851-1118
Baton Rouge, LA. Tel: 225-753-4111

(Lake Charles Area)

Sulphur, LA. Tel: 337-882-0197

Howell Tractor & Equipment

480 Blaine Street
Gary, IN 46406
Tel: 800-852-8816
www.howelltractor.com

Branch:

Peru, IL. Tel: 815-224-3003

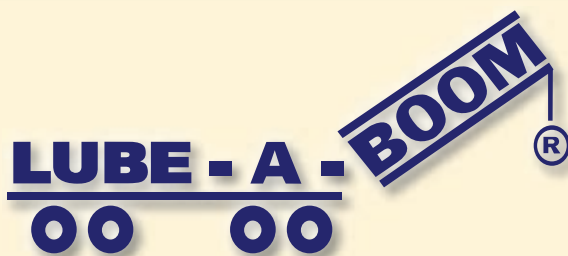
Scott Powerline & Utility Equipment

3018 Harvester Drive
Monroe, LA. 71203
Tel: 877-388-9269
www.scottpowerline.com

Branch:

McDonough, GA. Tel: 877-396-1500

www.mantiscranes.com



'slick just got slicker'™



"Our family of products"



LubeJet-eco by MATO GmbH

- No more mops and grease buckets.
- Reduce grease costs.
- Applies faster and safer.
- Adjustable nozzle provides complete control for precise spraying.
- Compressed air spraying unit – no propellants or chemical additives required.
- The clean solution for telescoping booms, gears, wire ropes, chains.



Gun Demo Video

FRICTION REDUCING SPECIALTY LUBRICANTS



LUBE-A-BOOM® SHUTTLE TUBE

- 15oz shuttle tube of Original LUBE-A-BOOM®
- Fits the LubeJet-eco by MATO GmbH
- LUBE-A-BOOM® part no. LAB027



- High performance and long life.
- 5% Moly fortified.
- Superior high temperature properties.
- Exceptional pressure, shock loading and wear protection.
- Outstanding rust and corrosion protection.
- Excellent water washout resistance.
- Outstanding resistance to heat.
- Versatile, multi-purpose.
- Nontoxic and environmentally friendly.



LUBE-A-PIN™ SHUTTLE TUBE

Part No. LAB028 15oz shuttle tube.
Also available in pails, kegs & drums

LUBE-A-BOOM Dealers • LUBE-A-BOOM Dealers • LUBE-A-BOOM Dealers • LUBE-A-BOOM Dealers • LUBE-A-BOOM Dealers • LUBE-A-BOOM Dealers

Contact Your Nearest Dealer



**Cranes & Equipment
Specialists of Chicago**
Palos Hills, IL
708-636-6010
www.cescrane.com



**Starkes Mechanical
Services, Ltd.**
Edmonton, Alberta CANADA
888-222-6550
starkes@telus.net



Cowin Equipment Company, Inc
AL, FL, GA
800-239-2694
www.cowin.com



Transport Equipment Sales
Kearny, NJ
800-255-5512
www.tes-inc.net



Flaherty Equipment
Newton, MA
781-736-9009
www.flahertyequipment.com



US Machinery
Indianapolis, IN
317-921-3400
www.usmachinery.com



Hayden-Murphy Equipment Co.
Bloomington, MN
800-352-2757
www.hayden-murphy.com



**Walter Payton Power
Equipment**
IN, IL, MI, KY
800-922-5508
www.wppellc.com



SAMS Tech Group
Indianapolis, IN 46229
1-800-428-7267
http://lab.samswebsite.com



**Western Pacific Crane &
Equipment**
CA, Fife, WA, AK, HI, OR, NV, ID,
Guam & Marshall Islands
855-927-2637
www.wpcrane.com

For a full listing of dealers, please visit our website at www.lubeaboom.com



pneuMATO 55 Static



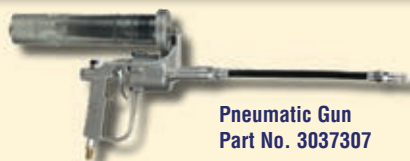
pneuMATO 55 Mobile

- Service machines faster, cleaner and safer.
- Uses almost 100% of grease in tube for reduced grease costs.
- Installing new tubes is mess-free and environmentally friendly.
- Grease remaining in Shuttle Tube can be visually monitored.
- Lube Shuttle Grease guns accept LUBE-A-BOOM® & LUBE-A-PIN™.
- Shuttle tubes can be removed and recycled for later use.
- The clean solution for telescoping booms, gears, wire ropes, chains.

Available For use with LUBE-A-BOOM® kegs and drums



LUBE SHUTTLE GREASE GUNS BY MATO GMBH



**Pneumatic Gun
Part No. 3037307**



**Pistol Grip
Part No. 3036010**



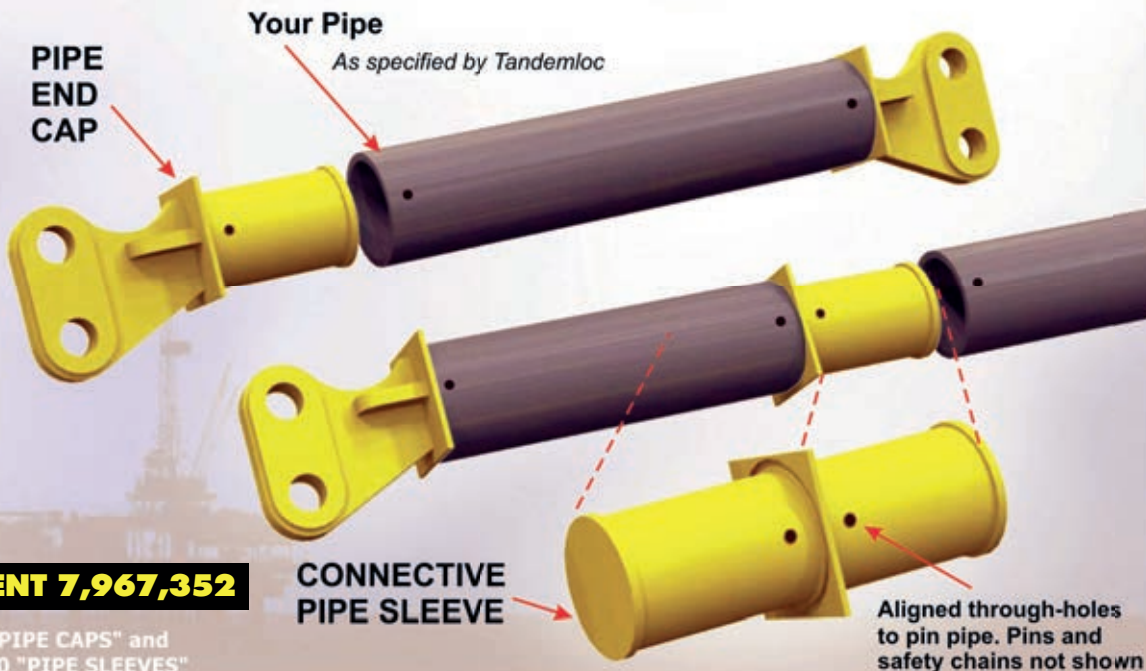
**Side Lever
Part No. 3032050**

**www.lubeaboom.com
sales@lubeaboom.com**



LIFTING • SECURING • MOBILIZING

SPREADER BAR KITS



PATENT 7,967,352

AC25C "PIPE CAPS" and
AG08A00 "PIPE SLEEVES"

Create the Exact Length You Want —

Slip and pin them together fast. Better than modular designs that use fixed length bolted together sections. Easy-to-use pins replace easy-to-loose bolts and nuts.

Tremendous Capacity Range —

Tandemloc kits allow you to build spreader bars with capacities ranging from 28,000 lbs to over 3 million lbs!

Efficient and Economical —

Reuse pipes for other lengths by cutting shorter or splice them together using Tandemloc "Sleeves"

Save Freight Costs or Add Value —

Buy your pipe locally or buy it from us and we'll paint it and label it for you. We can test the assembly too, upon request. (If you purchase pipe locally, be sure to follow our standards to avoid failure of spreader!)

Huge Inventory on Hand —

We stock virtually every size End Cap we make.

Fast Delivery from Stock

Our large stocking inventory includes a wide range of capacities, which means quick shipment to your site. We can expedite shipment from our North Carolina, USA manufacturing facilities.



PROOF TESTED SINCE 1984

Call Toll-Free: 1-800-258-7324

www.tandemloc.com

Tel: (252) 447-7155 • info@tandemloc.com • TANDEMLOC, Inc • 824 Highway 101 • Havelock, NC 28532 USA

FIXED LENGTH SPREADER BARS • TELESCOPIC SPREADER BARS • FORKLIFT SPREADERS • SPREADER FRAMES • SPREADER BAR KITS



SafetyTech® OUTRIGGER PADS



Be Worry Free.

Why worry? You have enough on your mind. SafetyTech® Outrigger Pads always deliver the strength, safety and reliability you can trust.



ENGINEERED

Designed with you in mind. Round edges and corners, comfortable & unbreakable handles, safety texturing and exceptional load distribution. These bad boys are engineered from the inside out.



BULLETPROOF

Our pads are unstoppable. Drop them, drag them, submerge them in water, use them in freezing temps or searing heat. SafetyTech Pads can literally take a bullet without losing any performance.



STRONG

Exceptional yield resistance and load transfer delivers unbeatable strength you can trust to keep your equipment upright and level and your operators safe.



PROVEN SAFETY

Why risk your safety, equipment and business with anything else? SafetyTech delivers the strength, reliability and safety you can trust time after time.

FiberMax® CRANE PADS



Radical.

FiberMax crane pads are as strong as steel & weigh up to 60% less than ordinary solutions.



ENGINEERED

FiberMax technology was originally developed for use in vehicle bridges and is backed by extensive physical testing, FEA modeling and in-the-field use.



LIGHTWEIGHT

Users frequently require one less truck and trailer per job due to significantly lighter weight, resulting in radical transportation savings job after job.



STRONG

An incredibly strong Bi-directional I-beam framework allows FiberMax to safely and effectively reduce ground bearing pressures and deliver quantifiable engineered load distribution performance.



RADICAL SAVINGS

Users of FiberMax report savings of \$500 to \$5,000 per one-way trip based on distances travelled. *Isn't it time to radically improve your bottom line?*

Call Today - Be Safe Tomorrow!

Learn more online: dicausa.com • Order by phone: (800) 610-3422





Hoisting | Pulling | Jacking | Rigging | Material Handling | Safety

rent safety.

LIFTING EQUIPMENT RENTAL SPECIALISTS



Stop leaving things to chance, start renting your tools from the single largest organization devoted exclusively to the rental of hoisting and lifting equipment — **Lifting Gear Hire.**

At LGH, we promise to provide:

- ✓ Safe & Ready-to-Use Equipment
- ✓ A Fully Stocked Warehouse Near Your Job-Site
- ✓ Local Rental Representatives To Assist You
- ✓ A Variety of Equipment With Over 50,000 Pieces Available

For a FREE quote, call us at (800) 878-7305.



Lifting Gear Hire

Lifting Equipment Rental Specialists

(800) 878-7305 | www.lgh-usa.com/actrentals
rentals@lgh-usa.com



New Load Moment Indicator from HIRSCHMANN...

qSCALE I2 Load Moment Indicator

- Flexible load moment indicator for mobile cranes
- Easy to use Configuration Tool
- Simplified calibration procedure
- Superior HMI graphic interface for easy crane operation
- Integrated Real-time PLC-Control
- Extensive diagnosis and service functions



Hirschmann also offers in-house repair, field service support, and service training courses. Contact us at (717) 217-2223

HIRSCHMANN Mobile Machine Control Solutions
 Phone: 717-263-7655, Fax: 717-263-7845
 Email: hirschmann.mcs@belden.com
www.hirschmann-usa.com/mcs



HIRSCHMANN

A BELDEN BRAND



THE INDUSTRY LEADER IN

WELDED CHAIN SLINGS

Welded Chain Slings are fabricated to meet your specific lifting needs.

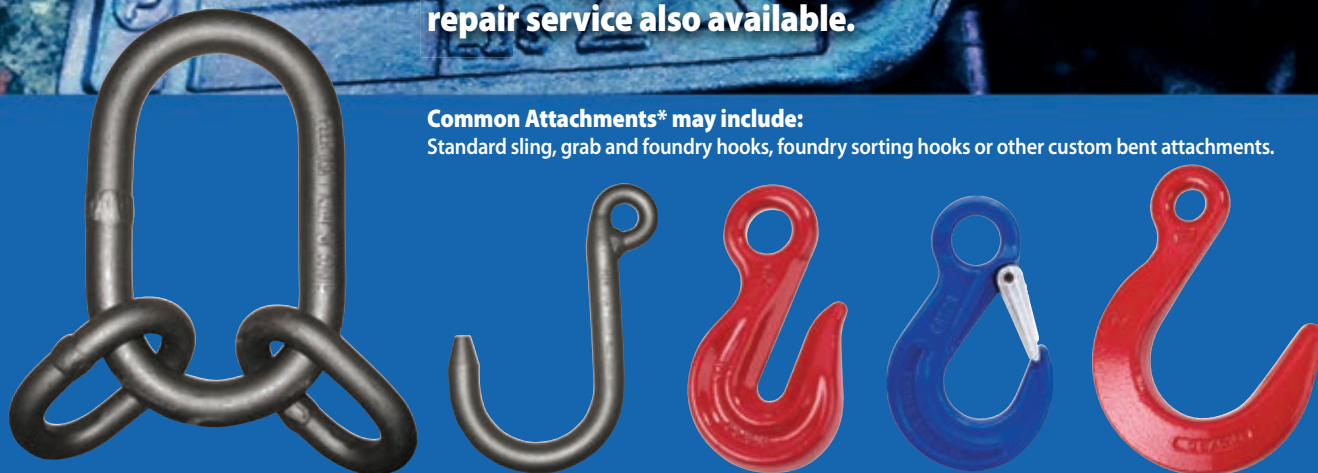
Options include:

- Sling Type – Single, Double, Triple, Quad or Adjustable.
- Chain Grade & Size – 100 (9/32" – 1"), 80 (9/32" – 2"), 63 (9/32" – 1"), Normalized Proof Coil (for acid dip pickling applications), Inconel, Nitronic 50, Monel 400, Carpenter 20/Alloy 20 and Stainless steels: 316, 304, 308.
- Attachments*

Every welded chain sling is registered and documented for inspection. Mechanical chain slings available on request with similar options. All chain slings are proof tested, tagged and test cert provided. Inspection and repair service also available.

Common Attachments* may include:

Standard sling, grab and foundry hooks, foundry sorting hooks or other custom bent attachments.

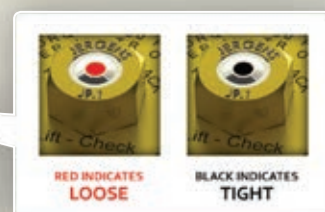


Peerless Industrial Group | 1416 East Sanborn Street | Winona, MN 55987 | (800) 873-1916 | peerlesschain.com



JERGENS LIFTING SOLUTIONS

**RED MEANS
NO** / **BLACK MEANS
GO**



Jergens
LIFT-CHECK ✓
HOIST RINGS

Lift-Check™ with Visual Tension Indication System

Jergens Lift-Check™ hoist rings quickly assure that an application is secure and ready to lift. Lift-Check™ uses a patent-pending bolt that clearly shows whether the bolted joint is loose or tight, providing fast and hands-free inspection for reduced installation time. No torque wrench or calibration required. Proof tested to 200% of rated load capacity.

MADE IN THE
USA



CE
Certified



Jergens®
MANUFACTURING EFFICIENCY

15700 S. WATERLOO ROAD, CLEVELAND, OH 44110-3898
☎ 877.440.LIFT (5438) | 🌐 JERGENSINC.COM/LIFTING | ✉ LIFTING@JERGENSINC.COM

"Quality. Strength. Focus."



Premier Distributor of High Performance Steel Wire Rope



hyrope

World's LARGEST HYROPE distributor



Teufelberger®

TOGETHER IN MOTION

Exclusive stocking distributor of
Teufelberger On-Shore products in the USA.

PREMIER WIRE ROPE

5048 Timber Creek Dr. • Houston, Texas 77017 • Ph: 713.979.5300 • Fax 713.979.5304 • sbrewer@premierwirerope.com • www.premierwirerope.com

**Looking
to buy
or sell a
crane?**



**look no
further**

khlcranemarket.com

**Maximise the opportunity to sell your
crane, with a combination of, online,
digital and print advertising – all wrapped
into one simple to use package.**

To find out more see the website or contact Bev O'Dell
email: bev.odell@khl.com tel: 816-886-1858



The online market place for
buyers and sellers of used cranes





GN ROPE FITTINGS

Grofsmederij Nieuwkoop B.V. - the Netherlands

HEAVY FORGINGS



Order Today-
Available
Immediately!



310.448.5444
sales@awrrinc.com

Associated
WIRE ROPE & RIGGING

Exclusive
North American
Distributors

WATERMAN
SUPPLY CO., INC.
Marine & Industrial Equipment

310.522.9698
sales@waterman
supply.com

Wide Body & Safety Shackles, Eye Hooks, Master Links



SAVE BIG ON SHIPPING

WITH FREE SHIPPING MONEY

Engraving Sale!
Only **\$10** /Pad
All Sizes, All Orders!
Name, Phone, or Equipment No.

**Stock up Now before Year's End and
Get Credits up to 10% on Orders over \$500**

Check our website for more sizes and call for the lowest prices.

1-800-835-1210 USA Only
or 770-594-8608

**No Rot. Strong. Waterproof.
Easy to Handle. Outrigger Pads
with a Ltd. Lifetime Warranty.**

**Made in
USA**

www.primetechpads.com

PRIME TECH

For Over 25 Years . . .
We Deliver The Impossible.



Sale Prices good on all orders placed before close of business 11/30/15.

Innovative Engineering - Superior Quality & Value



Twin Systems - Custom Designs
Capacities up to 3,500 tons

Snatch & Tilt-Up Blocks
Capacities from 22-350 tons

Crane (Hook) Blocks
Fast and standard reeve models
Capacities from 5-3,500 tons

Swivels
Capacities up to 800 tons

Overhaul Balls
Capacities up to 350 tons
Regular & special application designs

NORTH AMERICAN STOCKING DISTRIBUTORS:
Waterman Supply Co.
800.322.3131 or 310.522.9698
Fax 310.522.1043 • sales@watermansupply.com



Associated Wire Rope & Rigging
800.901.1135 or 310.448.5444
Fax 310.448.5446 • sales@awrrinc.com



**WHEN LIVES ARE ON THE LINE,
A PERFECT RECORD
IS STANDARD PROCEDURE.**

We're in the business of saving lives.
HIGH VOLTAGE POWER LINE WARNING SYSTEM



See SkyAzul at Conexpo Latin
America Booth 1264COP2



TOLL FREE: (800) 589-3769
WWW.SIGALARMINC.COM



SUCCESS IS IN THE DETAILS.

The anatomy of a **WHECO** crane restoration.



Documented and Engineered
Structural Boom Repair
OSHA, ANSI Compliant

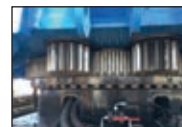
Engine Repair or Repower



Crane Operation System
Diagnostics and Repair



Bearing Rotation and Drive
Inspection and Repair



Cab Restoration. Cosmetic
Repair and Crane Painting



This AT crane was damaged in an accident then reborn as a WHECO restoration masterpiece. Repairs without compromise. Call WHECO at 1-877-640-1757. Learn more at www.wheco.com
OSHA, Cal-OSHA and ANSI compliant.

Six Locations: Richland, WA • Seattle, WA • Santa Fe Springs, CA • Houston, TX • Aiken, SC • Kwajalein

Your cylinder repair and industrial hard chrome-plating specialist

Tough times
demand minimal downtime. Get it to Garrod.

- Specializing in Large Hydraulic Cylinder Remanufacturing
- Authority in European Cylinder Repair
- In-house Chrome Plating up to 45 ft.

Delivering on-time, nationwide, quality service since 1978.



GARROD
HYDRAULICS, INC.

Leader in Hydraulic Cylinder Repair and Chrome Plating

www.garrod.com

Garrod Hydraulics Inc., York, PA
email: sales@garrod.com
866-442-7763



QUALITY MAT COMPANY

1.800.227.8159 • www.qmat.com

Beaumont
Texas

Houston
Texas

Killdeer
North Dakota

QUALITY MANUFACTURING SINCE 1974

Thousands of New & Used Mats in Stock

Our Crane mats are built from 100% american hardwoods and come in lengths up to 40' long.

- We ship to all ends of the Earth.
- No job is too big or too small.
- Our mats stay high & dry year 'round.



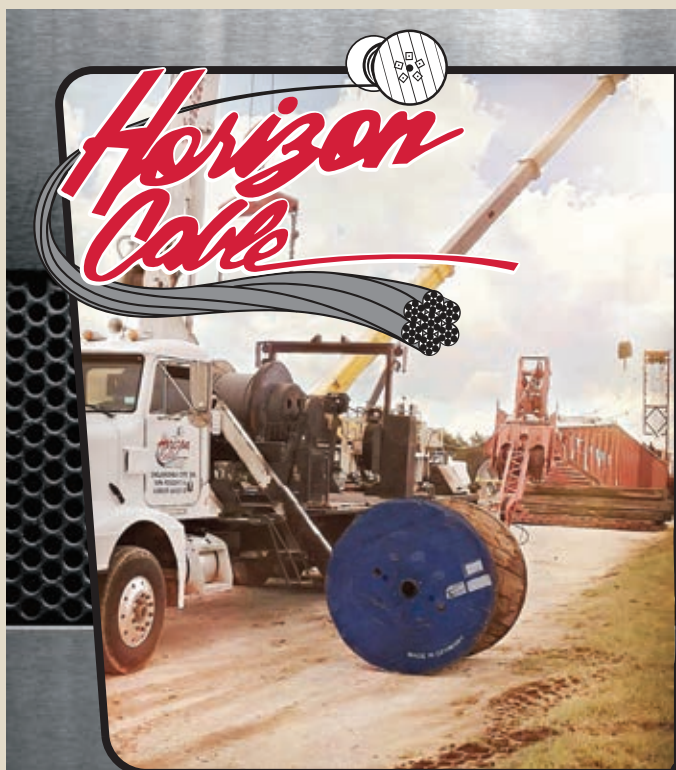
Interlocking Mat • Crane Mat • Drag Line Mat • 3 Ply Laminated • Wood Composite

5 Day Shipment with our FasTrack Program

More than 60 different Johnson Quick Reeve crane block models from 10t to 100t available. [Call our Toll Free Phone: 800-331-5460](tel:800-331-5460)

Email: sales@gjcorp.com
gunneboindustries.com

GUNNEBO
Industries



7 LOCATIONS NATIONWIDE

20 MOBILE SPOOLING TRUCKS

HIGH PERFORMANCE
WIRE ROPE IN STOCK

Oklahoma City, OK
48 N. Cooley
Okla. City, OK 73127
405-789-7125

Longview, TX
715 S. Eastman
Longview, TX 75602
903-234-1558

Odessa, TX
12215 WCR 129
Odessa, TX 79765
432-563-3331

Liberal, KS
623 Industrial Ave.
Liberal, KS 67901
620-624-5303

Williston, ND
3204 2nd Ave West
Williston, ND 58801
701-774-1091

Hobbs, NM
2120 W. Marland
Hobbs, NM 88240
575-391-8257

Casper, WY
3070 N6 Mile Rd.
Casper, WY 82609
307-472-9100

Tyler Henley
405-206-6719

www.horizoncableinc.com

NEW Cross Laminated Timber Mat Technology

TerraLam™
CLT Matting

Sterling Matting Solutions
When Time and Money Matter

**Stronger.
1/2 the Weight.
Easy to Clean.**

- Save up to 50% on Shipping
- Solid Top
 - Easy to Clean
 - Helps Prevent Site-to-Site Contamination
- Rapid, Cost-Effective Delivery, Unloading and Deployment at the Jobsite

Classic
Access Mats

TerraLam
300
CLT Mats

Crane,
Excavator and
Timber Mats

TerraLam
500
CLT Mats

TerraLam
700
CLT Mats

TerraLam
900
CLT Mats

Pathway, Walkway
or Parking
Composite Mats

Access and
Work Area
Composite Mats



Get a consultation or a quote today!

1-708-388-2223

www.sterlingcranemats.com
sales@sterlinglumber.com



Made in
U.S.A.

We Specialize in the
Sales & Rental of Heavy Timber
and Laminated Crane Mats
Need Mats in a Hurry ? CALL US



AMERICAN MAT & TIMBER CO.
www.americanmat-timber.com

A Variety of Mats for ANY Need

Hardwood Timber Mats

Transition Mats

Laminated Mats

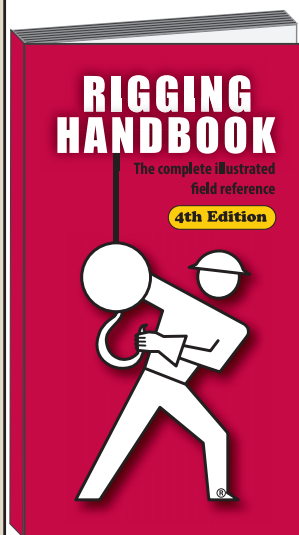
TOLL FREE - 1-800-671-0694
email: amt@lconn.com

HOUSTON BATON ROUGE NEDERLAND
PH 1-713-645-0694 PH 1-225-355-3388 PH 1-409-729-6287

RIGGING HANDBOOK

The Complete Illustrated Field Reference

4th Edition



NEW Topics Include:

- Load Share Concepts
- Load Control Techniques
- Load Leveling Practices
- Center of Gravity Concepts
- Cribbing and Tag Lines
- Chainfalls and Lever Hoists Use
- Inverting Loads with Cranes
- OSHA 1926 - Signalpersons
- Updated OSHA and ASME Codes
- Over 400 Illustrations
- 4" x 7" - 256 pages
- ISBN: 978-1-8-8872416-5

Published June 2012

www.acratech.com
1-800-992-0689

ACRA Enterprises, Inc.

5950 Red Arrow Hwy - Stevensville, Mich 49127



DUPLEX WIRELESS SYSTEMS

No More
Hand Signals!

COMSTAR S
Single Ear

XTreme CS
Hardhat Compatible

- Popular for Training
- Up to 16 Crew Talk Simultaneously
- Self Contained - No Wires or Beltpacks!
- Completely Portable
- 800 Yard Range
- Certified for UK / Europe

Heavy Duty Case
Included with system

+1.401.782.4966



www.eartec.com

European Distributorship Available

AMERICAN CRANES & TRANSPORT



Advertise in the Marketplace!

The Marketplace will help
sell your...

- ➔ Product
- ➔ Parts
- ➔ Components
- ➔ Equipment for Sale or Rent
- ➔ Services

Call Bev O'Dell at:

816-886-1858

or e-mail: Bev.O'Dell@khl.com



**OSHA
Compliant**

QUICK-LOCK[™]
SERIES

HOOK &
SHAFT STYLES
AVAILABLE

MANUAL &
HYDRAULIC
AVAILABLE

Portable Professional Rigging Boom System

For Forklifts & Tele-Handlers

Interchangeable: Any Brand. Any Size.

Systems In Stock Fitting 2,000lb - 40,000lb

Your Fork Truck + Our Boom = 5 Minute Installation

Demonstration Video And Other Available Products At

www.RigReady.com

1-866-829-0344



Brute Lift Booms

15,000 lb. to 140,000 lb. capacities

Hydraulic or mechanical format

All complete with boom rest

Optional stinger lengths, lifting heights

and swivels available



Please do not hesitate to contact us with any custom requirements!

Email: sales@hmslift.ca Phone: 1.877.506.7770

PIPE GRABS IN STOCK READY TO SHIP

CUSTOM?

Any Size
Any Capacity
Built To Order

Buy Direct From the
Manufacturer and Save!

- 8 Sizes from 3"-14", Capacities to 3,500 lbs.
- Every Unit Proof Tested to 2X Capacity (WLL)
- No Load Blocking, Lift Direct Off Ground or Pile
- Outriggers Stabilize the Load
- Quality Anti-Abrasion Epoxy Paint, Safety Yellow
- ASME B30.20-2010 & BTH-1

Email: info@tandemloc.com

SHIPS WITH
PROOF TEST
CERTIFICATE



TANDEMLOC INC

The Lifting Equipment Specialist

Toll-Free Tel: 1-800-258-7324

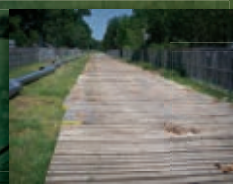
www.tandemloc.com



Made in
USA

MATS AND SERVICE — A CUT ABOVE —

- Crane Mats
- 3 Ply Laminated Mats
- Dragline/Digging Mats
- Pipeline Skids
- Outrigger Pads and Transition Mats
- Shoring Materials Cribbing
- Custom Cut Mats and Timbers



NEDERLAND, TEXAS
1.800.426.9570

SORRENTO, LOUISIANA
1.877.812.6909

HOUSTON, TEXAS
1.866.673.4800

SULPHUR, LOUISIANA
1.888.333.1925

CHICAGO, ILLINOIS
855.608.0612

RITTER
FOREST PRODUCTS

www.RitterForest.com

H&E EQUIPMENT SERVICES®

YOUR FULL-SERVICE CRANE DEALER



RENTALS / SALES / PARTS / SERVICE

With over 50 years in the crane business, H&E is the largest Manitowoc and Grove crane dealer in the world. As industry leaders, we provide outstanding new and used equipment sales, general crane service, and parts replacement. In addition, we have rebuilt hundreds of cranes from various manufacturers. With remanufacturing centers conveniently located throughout the United States, our state-of-the-art repair facilities are staffed with factory-trained and certified service professionals. Give us a call today!

EnCORE
Rebuild. Repair. Remanufacture. Exchange.

Manitowoc
Crane Care

Manitowoc
GROVE
by Manitowoc

NATIONAL CRANE
Manitex
by Manitowoc

- › Largest Grove and Manitowoc dealer
- › Crane Sales and Product Support Experts
- › Factory-Authorized Remanufacturing / Structural Repair
- › Factory-Authorized Component Rebuilds
- › Tier 4 Engine Repowers
- › Factory-Trained Technicians
- › In-Shop and Mobile Service
- › Largest New Inventory
- › Largest Rental Fleet
- › Comprehensive New and Used Parts Inventory
- › 38 crane locations, 7 remanufacturing centers

877-HE-CRANE

HE-EQUIPMENT.COM

Custom Truck & Equipment

AMERICA'S TRUCK SUPERSTORE

SALES RENTAL PARTS SERVICE

800-861-1065 CTE-EQUIPMENT.COM



CROSSOVER 8000

80 TON CAPACITY CRANE

360° Continuous Rotation w/ Foot Peddle Swing Brake

190' Tip Height with Optional 33'-57' Jib (offset-able)

Cab Mounted Load Indicating Lamps (G/Y/R)

Remote Outrigger Ground Control Stations

126' Boom Length with 135' Tip Height

Rated Capacity Limiter (RCL) System

Tilting Operator Cab (0-18 Degrees)

3 Position X-Pattern Outriggers

Main and Auxiliary Hoists

Boom Dolly Ready

**80
TON
BOOM
TRUCK**



INNOVATION IN STOCK

USA'S #1 NATIONAL AND ELLIOTT BOOM TRUCK DEALER



NATIONAL

**60
TON**

MULTIPLE PACKAGES AVAILABLE - FROST LAW CONFIG. PICTURED



TADANO

**18
TON**

TRACTOR MOUNT - 6 STAGE 81' BOOM



ELLIOTT 40-45 TON

MULTIPLE BOOM LENGTHS AND OPTIONS AVAILABLE



CTRAC 8000

80,000 GVWR TRACK CHASSIS



CROPAC MEANS QUALITY

FOR OVER 35 YEARS



BOOM TRUCKS • ALL-TERRAIN CRANES • CRAWLER CRANES • ROUGH TERRAIN CRANES
CARRY DECK CRANES • HEAVY DUTY FORK LIFTS • HYDRAULIC TRUCK CRANES • TOWER

CANADA'S CRANE EXPERTS

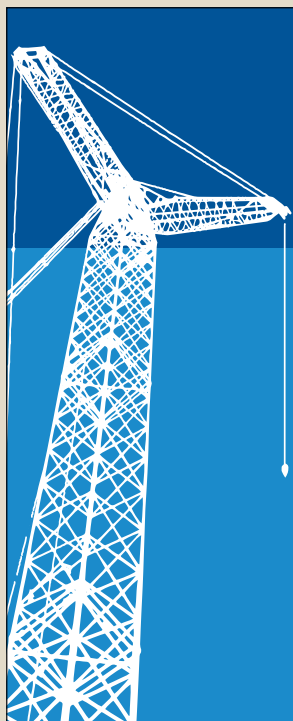


Toll-Free
1-800-427-6722

www.cropac.com



TEREX



INTERNATIONAL SALES & BARE RENTAL SOLUTIONS

ALL TERRAIN CRANES

1x 130 t	Grove GMK 5130-2	NEW!
1x 130 t	Liebherr LTM 1130-5.1	2012
1x 170 t	Grove GMK 5170	2011
1x 200 t	Liebherr LTM 1200-5.1	2009
1x 220 t	Liebherr LTM 1220-5.2	2013
1x 220 t	Liebherr LTM 1220-5.2	2014
1x 300 t	Grove GMK 6300L	2012

CRAWLER CRANES

1x 650 t	Terex-Demag CC 3800	NEW!
1x 1250 t	Terex-Demag CC 6800	2014

ROUGH TERRAIN CRANES

1x 65 t	Grove RT 765E	NEW!
2x 80 t	Grove RT 880E	2013
1x 130 t	Grove RT 9130E	NEW!

Galvanistraat 35
NL-3316 GH Dordrecht
The Netherlands
info@hovago.com
+31 (0)10 892 04 75



Established in 1946
Member of the ProDelta group

www.hovago.com

HOVAGO
Your global cranes partner

When Reliability is a Requirement Choose the Right Crane Rental

www.CranesInc.com



CRANES AVAILABLE FOR RENT NATIONWIDE

Brand NEW!!!

Liebherr LTR 1220

Liebherr LTR 1100

Liebherr LR 1400/2

Liebherr LR 1350/1

Liebherr HS 885 HD

Liebherr HS 855 HD

Liebherr LTM 1500-8.1

Tower Cranes

TG 1900

FAVCO 1000

Need A LIFT...

CALL TODAY FOR A QUOTE

718-784-1776



SCOTT-MACON EQUIPMENT

WHEN SERVICE MATTERS

Exceptional Service, Exceptionally Maintained Machines



Here at Scott-Macon Equipment, we go to great lengths to ensure that our cranes and our service are exceptional. Whether you are looking to purchase or rent one of our cranes, you can be sure that you and your equipment are being taken care of.

Houston, TX
713-721-7070

Corpus Christi, TX
361-289-2782

Dallas, TX
214-391-4000

San Antonio, TX
210-629-0400

Midland Field Service Office
432-517-4378

Houma, LA
985-851-1118

Baton Rouge, LA
225-753-4111

Sales Offices
Oklahoma City, OK
405-639-8226
Western Texas & New Mexico
915-319-9040

Lake Charles Area
337-882-0197

Tulsa, OK
918-224-2000



WWW.SMEQUIPMENT.COM



GROW YOUR BUSINESS TO NEW HEIGHTS



Crawler Cranes • Boom Trucks • Wireline Cranes
Rough Terrain Cranes • Industrial Cranes
Extensions • Customizations

- Rental and Sales of Carry Deck up to 15T
- Rental and Sales of Rough Terrain 30T to 130T
- Rental and Sales of Crawler Cranes up to 120T
- Crane Inspections and Preventative Maintenance
- Crane Parts and Service
- Financing available

Abilene 877.577.5729 Amarillo 800.283.1247 Dallas 800.753.1247 Ft. Worth 877.851.9977 Kansas City 877.851.5729

Lubbock 866.289.6087 Odessa 877.794.1800 Oklahoma City 800.375.3339 St. Louis 866.279.1392 Tulsa 800.375.3733

www.kirby-smith.com 888.861.0219

Not all makes available at all locations

Follow us on



GRANDE TRUCK CENTER

SERVICE TRUCKS READY TO GO!



Call Mike King for Pricing and Immediate Delivery!

mking@grandetruck.com

**1-888-461-9032
WWW.GRANDETRUCK.COM**

BIGGE EQUIPMENT CO.



**All New 2015
Terex RTs In Stock**

cranemail@bigge.com | bigge.com | 832-786-5183

**INMAN TEXAS COMPANY**

713-923-9990 • 713-923-9998 FAX

EMAIL: cranes@inmantexas.comwww.inmantexas.com**We are not a "cleaned & painted" Company!!!****Link-Belt RTC-8050 II, JOB READY - RENT or SALE****CRAWLER**LS-218H..... 100 TON
LS-98PL..... Scrap/Clam/Dragline**ROUGH TERRAIN**RT665..... 65 TON
RTC-8060..... 60 TON
RTC-8050 II..... 50 TON**DISASSEMBLING FOR PARTS:**HC-218A
HC-138A
LS-98/108B/118
LS-318/338

Other models available..... Call

**CALL US FOR: BOOM, JIB,
BLOCKS, BALLS, PARTS, ETC****GLOBAL SALES & RENTALS**

Houston, TX 77024, USA

Large fleet in stock

Phone: +1 (713) 975-7702

e-mail: info@LSMcrane.com**ALL TERRAIN**• Grove GMK5170 (GMK5225),
170M ton, '11, 64m boom, 18m
jib... Call**ROUGH TERRAIN**• Tadano GR350XL-2, 35
tons, '12, 101' boom, 42' jib... Call• Tadano GR550XL-2, 55 ton,
'15, 114' boom... Call• Grove RT765E, 65 tons, '13,
110' Boom, 56' jib... Call• (2) Grove RT880E, 80 tons, '13,
128' Boom, 33/56' jib... Call• Tadano GR750XL-2, 75 tons,
'15, 141' boom, 58' jib... Call• Tadano GR1000XL-2,
100 tons, '15, 154' Boom,
58' jib... Call• Grove RT9130E, 130 ton, '13,
160' boom, 36/59' jib... Call**CRAWLERS**• Terex CC2400, 400M ton,
'13, SWSL, 84m+84m... Call

(2) 2013 GROVE RT880E, 80 Ton



2013, GROVE RT9130E, 130 Ton

Grove GMK5225/GMK5170,
225 ton/170M tonwww.LSMcrane.com**916.440.8090**325 North 5th St. Bldg A
Sacramento, CA 95814cranesales@coastlineequipment.com**Check Our Website for HOT SPECIALS:**www.coastlinecd.comROUGH TERRAIN CRANES
15-160 Ton Lift Capacity**Boom Trucks, Rough Terrain Cranes, 20K
Reach Forklifts, High Reach Platform Trucks,
Industrial Carry Deck Cranes, Crane Parts
and Service Over 120 Units In Stock****For Sale or Rent Contact Our
Sales Desk At : 916-440-8090**

V I A N T

CRANE

Serving the Midwest

**WHERE YOU NEED US!
WHEN YOU NEED US!**

715-39CRANE
www.viantcrane.com

SEI
STEPHENSON EQUIPMENT, INC.
Lifting Solutions
Sales Service Parts & Rentals
7 Locations Serving
Pennsylvania & New York

Crane Operator Training & Certification
Mobile, Tower, Overhead and
Articulating Crane Operator Certification
Signalperson, Rigger I and
Rigger II Certification
Qualified Signalperson and Rigger
Stephenson Equipment fully endorses the national
certification program offered by the National Commission
for the Certification of Crane Operators (NCCCO).

Flat Rate OSHA Inspections

Call Us: 1-800-325-6455
www.stephensorequipment.com

Manitowoc GROVE NATIONAL CRANE GROVE POTAIN Manitex ELLIOTT

**Building success
with Tower Cranes.**

MORROW

PO Box 3306, Salem, Oregon 97302-0306 U.S.A.
+1 503 585 5721 • Fax +1 503 363 1172
info@morrow.com • www.morrow.com

Offices in the US, Australia, Canada, New Zealand, Brazil and Mexico.

STATESERVICE

Heavy Haul Trailers • Transportation Service • Rental Equipment

4 x MSPE EVO2 60t SPMT's

1 x Link-Belt 548 Crawler Crane

3 x Link-Belt 348 Crawler Cranes

Contact information: **Main Office:** 361-776-7399

Trey Little: 361-463-6008 • tlittle@stateservice.com

Roy Myers: 830-570-0916 • rmyers@stateservice.com

CAREER OPPORTUNITIES

TRANSPORT & HEAVY HAUL

WANTED
RIGGING
SUPERVISOR

APPLY TODAY
800-233-2763

CRANE
SERVICE INC.

MILLER
TRANSFER

Established 1968
45+
YEARS OF
TRANSPORTATION
EXCELLENCE

*We are a customer-focused leader in quality
specialized transportation*

We offer:

- Legal, Heavy & Oversized Transportation
- Warehousing
- Domestic and Export Packaging
- Full Service Project Management



Serving the United States, Canada and Mexico

For your next Project, contact: dcochran@millertransfer.com
330-325-2521 Ext. 271

Quick Quotes: www.millertransfer.com/requestquote/

"Our Experience, Your Solution"



AMERICAN

heavy moving & rigging



★ ★ ★ Meeting all your Heavy Haul Needs ★ ★ ★



Specializing in **Engineered Heavy Transport & Rigging**



(909) 590-5662
american-heavy-moving@att.net
 11532 East End Avenue
 Chino, CA 91710

www.americanheavymoving.com

Employment opportunities!

- Salesman
- Foreman
- Journeyman/Heavy Haul Driver



**BECAUSE YOUR PERMITS NEED TO BE RIGHT
THE FIRST TIME**

WE ARE THE PRECISION PERMITTERS

West Chester Permit
800.734.3544
wcpermit.com

See more projects and stay up to date with us
by connecting with us at facebook.com/IRHUSA



Heavy Haul

Rigging & Millwright

Asset Recovery

Logistics

Heavy Rigging

IRH COMPANIES
(801) 972-5581 office
(801) 974-0834 fax

DESIGN • ENGINEERING • MANUFACTURING




**TransWorld
MANUFACTURING**



CUSTOM LIFTING SOLUTIONS | STATE OF THE ART BOOM DOLLIES

6101 DEAN MARTIN DRIVE • LAS VEGAS, NV 89118 • PHONE: (702) 798-8920
TWM-USA.COM • INFO@TWM-USA.COM

**HMR
SUPPLIES**

Engineering and manufacturing equipment for the heavy haul industry.

NEW PRODUCTS FOR PURCHASE

BOOM DOLLIES
for any crane model



DUAL LANE TRANSPORTER



Call today for a quote.

HMRSUPPLIES.COM
641-585-3630

**Order several state permits
without knowing your
VIN number**

Computerized permit service offers nationwide coverage throughout USA & Canada.

ELIMINATE

- In-house permit licensing staff
- Exorbitant phone costs
- Unexpected delays



TRANSMIT AMERICA™
with TRANS/MID-AMERICA INC.

TO ORDER RIGHT NOW CALL
800-228-7577
www.tmanetwork.com



**HWP
RIGGING**

HWP Rigging, 1017 Olive, Suite 1000c, St. Louis, MO 63101
www.hwprigging.com
info@hwprigging.com

HWP specializes in providing rigging and transportation solutions for industrial and commercial applications, with safety as our #1 priority.

Our services include:

- Project Management
- Engineering
- Specialized Heavy Hauling
- Heavy Rigging
- Warehousing



PH: 314-436-9019 • PH: 877-MOVEHWP
"Hard Work Pays"

2015

ICUEE Demo Expo

Sept. 29-Oct. 1, 2015

Louisville, KY
www.icuee.com

Breakbulk Americas

Oct. 5-8, 2015

Houston, TX
www.breakbulk.com

AWRF Fall General Meeting

Oct. 18-21, 2015

New York, NY
www.awrf.org

World Crane & Transport Summit

Nov. 4-5, 2015

Amsterdam, Netherlands
www.khl.com/wcts

2016

SC&RA January Board & Committee Meeting

Jan. 3-6, 2016

Cabo San Lucas, Mexico
www.scranet.org

SC&RA Specialized Transportation Symposium

March 1-4, 2016

Memphis, TN
www.scranet.org

Juhren named VP of operations and appointed to executive board

Morrow Equipment has appointed Peter Juhren vice president of operations on the company's executive board. In his new role, Juhren is now an officer of Morrow Equipment and will continue to oversee all service team functions as well as helping strengthen the future growth of the company.

"We are delighted to announce the promotion of Peter Juhren as vice president of operations," said Rick Morrow, vice chairman, Morrow Equipment. "Peter has 35 years of experience with Morrow Equipment. His technical knowledge, combined with his excellent management and negotiating skills, have been instrumental in building Morrow Equipment's solid reputation in the tower crane industry."

Joining the Morrow organization in 1980 as a serviceman trainee, Juhren worked his way up to becoming district service manager before managing



Peter Juhren

Morrow's global service operations as corporate service manager since 1994. Juhren is a long-standing board member of the National Commission for the Certification of Crane Operators (NCCCO) and chairman of the ASME B30.3 subcommittee on tower cranes. He served on

■ Scott Equipment named **Eric Goebel** as chief operating officer. Goebel worked for 18 years at Whitney Bank as a senior vice president. In addition to an extensive background in the financial sector, Goebel has worked for and with a number of family owned businesses and successful entrepreneurs. "I've always felt a strong connection to private and family owned businesses given my own background," Goebel said. "I'm excited to begin my work with Scott Equipment. The dedication and work ethic of each employee there is something I immediately noticed."

Scott Equipment President Scott Cummins said, "We really feel that Eric is the right fit for us and will prove to be a valuable asset to our company."

Goebel is a graduate of the University of New Orleans.

OSHA's CDAC committee, which helped developed the latest Crane & Derricks in Construction Standard.

In his new role, Juhren will continue to oversee Morrow Equipment's extensive training operations in Salem with a focus on improving the safe installation, servicing and operation of tower cranes.

"Morrow is a world class organization, and it is a privilege and an honor to begin serving with the executive team," said Juhren. "I am thankful for the support I have received from everyone in the organization and look forward to continuing our team's success. Together, our goal is to seek new opportunities that will continue to improve operations and increase customer service satisfaction."

Fontaine names Denson, Smith to new posts



J. Cliff Denson



John R. Smith

Fontaine Heavy-Haul has named J. Cliff Denson to the newly created position of vice president, operations. Denson will be responsible for all aspects of the manufacturing, purchasing and engineering departments and will report directly to John Krier, president of Fontaine Heavy-Haul.

Prior to joining Fontaine as vice president of research and development in 2013, Denson began his transportation career at General Motors where he developed software and calibrations for powertrain management systems. After working at GM, he worked for nine years at Brunswick Boat Group.

Denson holds a BS degree in mechanical engineering from Iowa State University and a MS in technology management from Rensselaer Polytechnic Institute. He performed his capstone coursework in Design for Manufacturability at Stanford University.

Fontaine also has named John R. Smith as a project engineer. Smith joined the Fontaine team in January, 2014.

Smith brings strong mechanical, materials science and analytical abilities through his experience and education acquired during pursuit of his bachelor of science in mechanical engineering from the Milwaukee School of Engineering. Smith earned his Ph.D. in material's science from the University of Alabama in Birmingham. Smith will report to Denson.

WE HAVE YOUR UPGRADE!

**CALL US TODAY FOR FACTORY UPGRADES ON YOUR...
MICROGUARD 404, 414, 424 & 434 SYSTEMS**

ALSO IN STOCK...

**MG586, MG534, MG540, RC1510,
CABLE REELS, COMPUTERS**

Most upgrades calibrate in less than 30 minutes.
Call to verify your specific crane.



**Professional Service
& Repair Inc.**

Greer Platinum Distributor

Call Bob, Kerry or Jeff today!

706-718-0856

WWW.PSRINC.BIZ

Experience the Progress.

