

# ACT

The magazine for the crane, lifting and transport industry

A KHL Group Publication

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**INTERVIEW:**

**Tadano's  
Ingo Schiller**

**PRODUCT**

**FOCUS:**

**Super lift  
cranes**

**PROJECT**

**FOCUS:**

**Gantries**



# High lights!

What happened in Vegas

Official  
domestic  
magazine of  
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# Vibrant vibe!

**T**he vibe at ConExpo 2017 was upbeat and energetic. Based on our reporting and news coming from the crane and transport manufacturers, it was an "order taking" show. Deals were made, orders were inked and manufacturing schedules are being adjusted. The word I kept hearing is that the industry is "optimistic" about the future. Finally.

Our complete coverage of ConExpo will span several issues. This month we have six pages of dedicated copy and photos, and next month we will present our ConExpo Takeaways. We are pleased to include the beautiful photography of Robert Dimmitt, who covered ConExpo as a crane executive working for Scott-Macon Equipment and as an accomplished photographer. Don't miss his photo essay on page 36.

Super heavy lift cranes that can lift 1,000 tons and above are few in number, but the work they perform is almost always spectacular. Our Product Focus: Super Lift Cranes on page 48 discusses who owns these cranes and the market for them. Some people think that as everything gets bigger and higher, the demand for these monster cranes will actually increase over the next few years.

Gantry cranes are also specialized lifters capable of lifting huge vessels, components and equipment. Hannah Sundermeyer rounded up several interesting job stories using all sorts of gantries. Don't miss Project Focus: Gantries on page 56.

Back in February I visited my first crane auction, and wow was it impressive. In our Site Visit: Ritchie Bros. I've written a play-by-play of how to sell 100-plus cranes in less than two hours.

This month we feature two Interview articles, one with long-time Link-Belt President and CEO Chuck Martz and one with new Tadano America President Ingo Schiller.

And finally, last month the North American crane industry said goodbye to Yo Kakinuma, who has left his post as president of Tadano America to take on a special assignment with the company in Japan. Kakinuma made a lot of friends in the crane industry during his seven years here and he will be missed.

So I'm told the "working season" is upon us. Send us a photo and a note about a new or ongoing project.

**D. ANN SLAYTON SHIFFLER****Editor**

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**SUBSCRIPTIONS:** Annual subscription rate is \$345. 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



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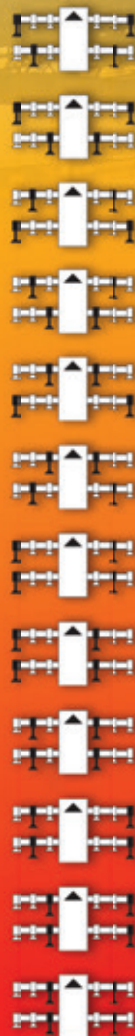
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PHOTO: ©ROBERT DIMMITT

**Robert Dimmitt captures ConExpo at night. See our Review of the big show starting on page 32.**



ISSN 1555-1830



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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 April 7, 2017. SUBSCRIPTIONS: Annual subscription rate is \$345. 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

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# Burkhalter vs. Bay Bridge

Burkhalter Rigging recently completed the removal of 13 spans from the 77-year old San Francisco-Oakland Bay Bridge. Utilizing its BPU-750 computer-operated and controlled jack-up system stationed on top of a pair of 250-foot by 72-foot barges, Burkhalter crews removed the spans from heights ranging from 40 feet to 130 feet above water level. Each span was 288 feet long and weighed 1.7 million pounds. Using the jack-up system saved the client considerable time, taking the total cycle of each span removal from six to eight weeks down to seven to 10 days per span, according to the company.

"The working relationship



Utilizing its BPU-750 jack-up system stationed on top of a pair of 250 by 72-foot barges, Burkhalter removed spans from the old San Francisco-Oakland Bay Bridge.

forged between Burkhalter and the CEC/Silverado team was one of the best I have

seen or been involved with in my career," said Delynn Burkhalter, CEO of Burkhalter Rigging. "We all planned and executed each facet of the span removal in concert

with each other's needs and requirements from conception to execution." Check out the removal video at [www.burkhalter.net/projects/bay-bridge/](http://www.burkhalter.net/projects/bay-bridge/).

## Faymonville makes deal with Cometto

Specialized transport equipment manufacturer Faymonville from Luxembourg has acquired Italian manufacturer Cometto. The deal was signed on March 3, 2017 and announced by Alain Faymonville, proprietor, on March 7 at ConExpo in Las Vegas. Transaction value remained undisclosed.

Faymonville said that he wants to invest a lot of money in Cometto and said he sees synergies between the two companies, for example, in the areas of purchasing and the commercial side. Another benefit will be Cometto's very strong dealer network, Faymonville said, which will greatly enhance the group's sales coverage as there is very little overlap.

**Faymonville has acquired Cometto in a deal announced at the ConExpo tradeshow in Las Vegas.**



## Coastline goes for Manitex

Coastline Equipment recently inked a deal for 24 Manitex boom trucks including a broad mix of Manitex CM Series and TC Series straight-mast boom trucks and truck-mounted cranes, ranging in lifting capacity from 19 to 40 tons.

Coastline will be using the new cranes for both the expansion of its rental fleet and for retail sales. The company operates from branches in Sacramento and Santa Ana, CA.

"We appreciate the confidence in and commitment to our products from Coastline Equipment, and we look forward to continuing to serve their needs," said Steve Kiefer, executive vice president of sales and marketing for Manitex International.

"Customer response to the market-leading features contained in our new models and product enhancements was very positive and we are glad to report that we received several additional orders from new and existing customers throughout the ConExpo show."

Manitex boom trucks are produced in Georgetown, TX.





■ Terex Cranes notched a number of new order wins across France, Croatia and Poland. French crane rental company Mediaco purchased 25 new Demag all terrain cranes. The order comprises 20 AC 55-3 models, two AC 100-4 models, two AC 160-5 models and one AC 130-5. From Croatia-based Zagrebtrans was an order for a new Demag AC 500-8 all terrain and a new 650 metric ton capacity Demag CC 3800-1 crawler. Polish crane company Baran ordered two Demag CC 3800-1s. The new cranes join a fleet of 11 Terex and Demag cranes.

■ Mazzella Lifting Technologies, a manufacturer and distributor of lifting and rigging gear, has opened a new branch in Oklahoma City, OK.

■ DICA has received U.S. patent No. 9,550,657 for its handle system on SafetyTech outrigger pads. This is the sixth patent to be awarded for integrated SafetyTech and TuffGrip designs.

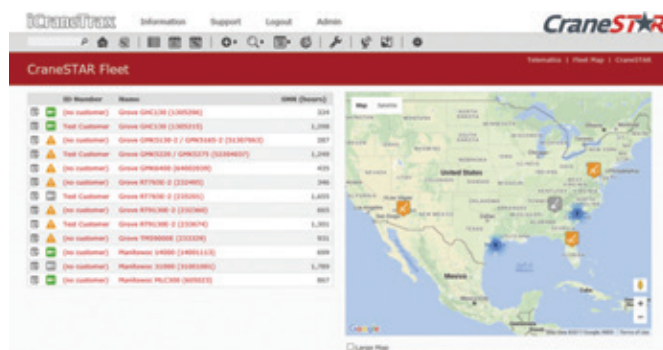
■ Link-Belt has approved the use of Samson's K-100 synthetic crane hoist line on its telescopic cranes.

■ International Roadcheck will take place across the U.S., Canada and Mexico June 6-8. Inspectors will focus on cargo securement. Visit <http://cvsa.org/program/programs/international-roadcheck/> for more information.

# Manitowoc partners with A1 A/iCraneTrax

Manitowoc's crane asset management system, CraneStar, will now interface through A1A Software's iCraneTrax. iCraneTrax will replace Manitowoc's CraneStar Express system and website.

"iCraneTrax provides an improved user experience. It's faster, better organized and designed for easy navigation," said John Alexander, director, GMK Service, and Mobile Training and Telematics for Manitowoc. "CraneStar's website was first developed in 2010. Rather than updating our legacy sites, we selected iCraneTrax, an externally-supported application that was developed specifically for



A screenshot of CraneStar interfaced through iCraneTrax shows an example of specific locations and status of cranes.

crane fleet management."

Among the enhanced features CraneStar customers can use are automatic report generation and delivery and maintenance logs and alerts. ■



## Bigge goes big at ConExpo

While Bigge Crane & Rigging didn't have a booth at ConExpo in Las Vegas last month, the company's presence was huge. Bigge had more than 20 machines at the tradeshow – including cranes, rigging gear and aerial equipment – sporting the Bigge logo and company colors.

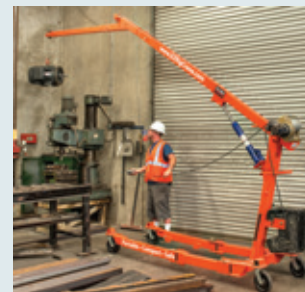
Bigge representatives were all over the show, participating in crane handover ceremonies

at several booths, including Liebherr, Kobelco, Manitowoc and Terex.

Bigge also announced the purchase of 14 Kobelco crawler cranes. The order included the 110-ton capacity CK1100G-2, 160-ton CK1600G-2 and 275-ton CK2750G-2 lattice boom crawler cranes. Bigge became a Kobelco dealer in 2007, and with this latest order, has purchased 111 new machines.

## EZ Rig crane adds capabilities

EZ Rig Crane has developed the Jib Boom attachment, which allows the user to reach up to 26 feet high and 12 feet out past the wheels while supporting weights up to 800 pounds. The attachment makes lifting HVAC units, motors, blowers, fan ducting and the like easier. No longer are multiple people needed to lift these parts from existing structures with limited access and awkward positions. This new attachment will eliminate unsafe lifts that are often associated with accessing a difficult location, the company said.



The new cranes are destined for the rental fleet and are also available to buy, Bigge said. Deliveries had already started as of mid-March. ■







(From left) Daniel Pitzer (Liebherr), Steve Valjato and Tom Auringer (US Crane & Rigging), Don Kochan (SG Equipment Finance), Jim Rex and Reinhold Breitenmoser (Liebherr).

## US Crane buys eight all terrains

US Crane and Rigging owner Tom Auringer placed an order for eight Liebherr all terrain cranes. The sale represents the largest order at ConExpo for the mobile and crawler crane division of Liebherr USA.

The order consists of two LTM 1055-3.1, two LTM 1100-4.2, one LTM 1220-5.2, one LTM 1250-5.1, one LTM 1300-6.2 and one LTM 1350-6.1. The cranes will be delivered throughout 2017.

"We are looking forward to expanding US Crane and Rigging's relationship with Liebherr with the acquisition of this crane package," said Auringer. "These cranes will be integral to our expansion into New York State, as well as New Jersey, Connecticut and Pennsylvania. We hope that there will be many more to come in the future."

# Bocker crawler makes U.S. debut

Bocker's new lightweight, compact crawler crane, the RK 36/2400, has a chassis that the company claims offers safe traction and grip, as well as an equal pressure distribution on all types of surfaces.

The crane can work on gravel, sand and wet or soft lawn areas with

payloads of up to 5,291 pounds. The crane has a diesel engine, although it can be equipped with an additional emissions-free electric motor that offers the same performance as the diesel engine, enabling the crane to be

used indoors, according to the company.

Multiple angle outriggers, radio remote control operation and an articulated boom and jib with an extension length of up to 118.11 feet make the crane particularly suitable for applications in small, confined, hard-to-reach or remote job sites, Boker said. The crane can also be used as an access platform, with transformation from crane to platform mode taking a very short time.

The RK 36/2400 was shown at ConExpo to much interest and will be represented by Inman Texas Company in the United States. ■



The Bocker RK 36/2400 can travel as a crawler and set up with angle outriggers.

## Champagne corks fly with Potain orders

Champagne corks were flying at the Manitowoc stand at ConExpo, especially for the sale of Potain models. Among others, the company made the following deals:

Cropac Equipment purchased a new Potain Igo T 85 A tower crane. The Oakville, Ontario, Canada-based company celebrated the purchase of the 6.6 ton

self-erecting tower crane.

North American Crane & Rigging celebrated the expansion of its rental fleet with the purchase of two new Potain MDT 389 tower cranes from Shawmut Equipment, based in Manchester, CT.

Manitowoc celebrated the expansion plans of Forteza Equipo, a Potain dealer since 2005. The Bayamon, Puerto Rico-based company will open a new Potain GMA tower crane dealership – dubbed Forteza Crane Rental – that will serve the state of Florida. Also announced was Forteza's purchase of two new Potain Igo T 130 self-erecting tower cranes.

Netherlands-based Montarent significantly expanded its fleet of self-erecting tower cranes,

purchasing four new Potain Igo 21 units at the trade show. The commemoration marked the expansion of Montarent's lifting capabilities, as well as its extensive utilization of Potain cranes.

Bronson Crane is the first North American equipment distributor to purchase Potain's new Hup 40-30 self-erecting tower crane.

Bigge Crane & Rigging celebrated the purchase of a new Potain MDT 219 tower crane. Manitowoc joined Bigge on stage for a champagne toast to commemorate the purchase and the long-standing relationship between the two companies. Bigge was also presented with a celebratory plaque and a customized, hand-painted hard hat, one of only a dozen ever made. ■



North American Crane and Rigging celebrates the purchase of two Potain MDT 380 tower cranes.

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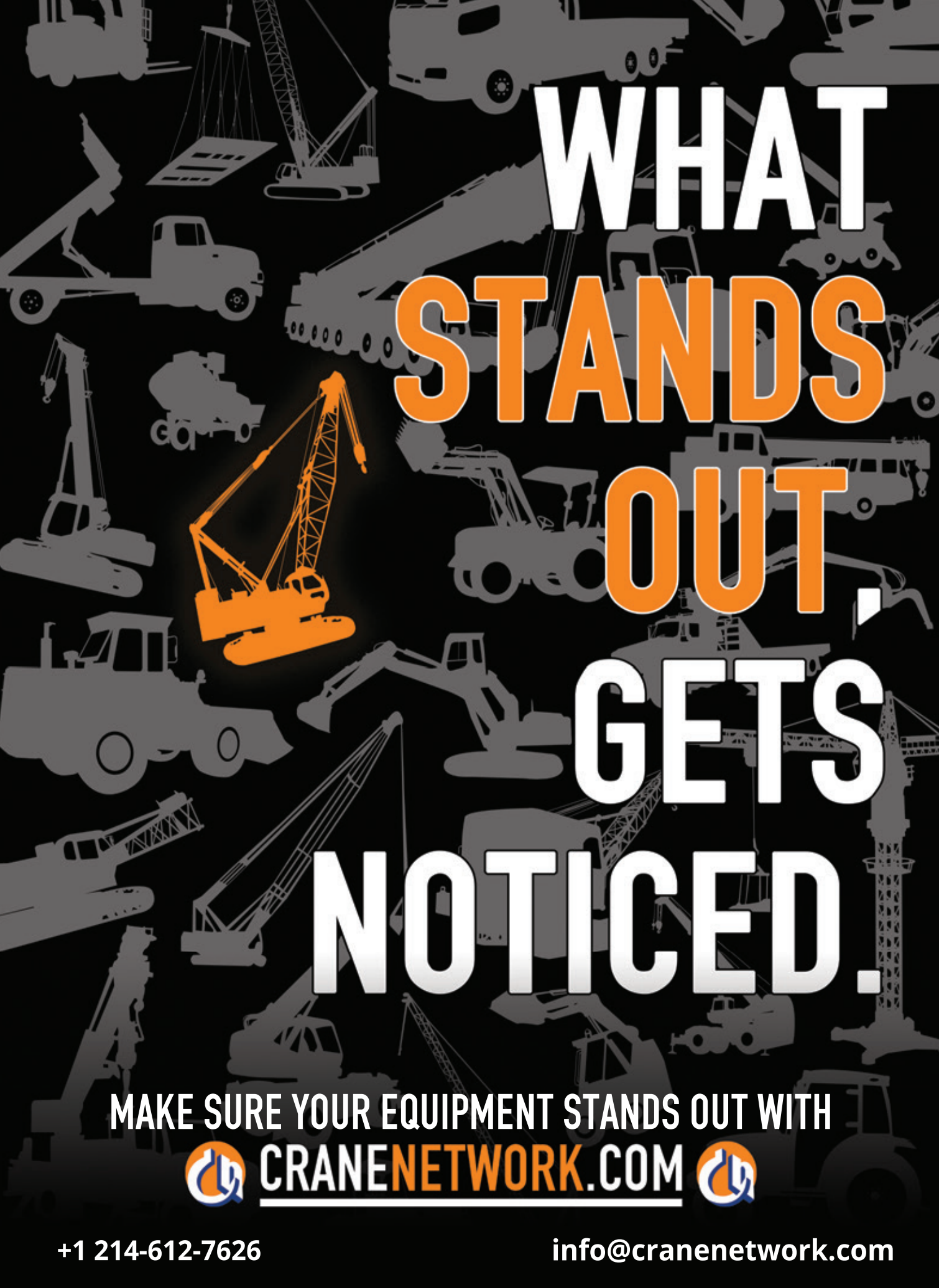


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The background of the entire advertisement is a dense collage of various construction and heavy machinery silhouettes in shades of gray. These include cranes of different types (tower, crawler, truck-mounted), trucks, excavators, and other industrial vehicles. One crane, located in the middle-left area, is highlighted in a bright orange color, making it stand out from the gray background.

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The Association of Wire Rope Fabricators will convene its spring meeting in Savannah, GA April 23-26.

# AWRF gathers in Georgia



**S**avannah, GA is the location of the Spring Meeting of the Associated Wire Rope Fabricators. The meeting, which features a mix of social events and business sessions, is scheduled for April 23-26 at the Westin Savannah Harbor Golf Resort and Spa.

The event starts Sunday with a board of directors meeting. The First Timer's Reception will be held 30 minutes before the Opening Reception.

Monday starts with a Networking Breakfast and General Business Session.

The Annual Shotgun Start Golf Tournament begins at 12:30 p.m. at The Club at Savannah Harbor, home to the PGA Tour's Liberty Mutual Insurance Legends of Golf Champions.

Wednesday features a Networking Breakfast and General Business Session. Wednesday evening is the AWRF Spring Meeting Banquet.

The tour of Savannah will take place Wednesday and is followed by the Awards and Closing Reception. ■

ABOUT

**WHAT:** AWRF Spring General Meeting

**WHEN:** April 23-26, 2017

**WHERE:** Westin Savannah Harbor, Savannah, GA

**INFORMATION:**

[www.awrf.org/events/](http://www.awrf.org/events/)

SCHEDULE

## SUNDAY APRIL 23

**7 – 11 A.M.:** Board of Directors Meeting, Riverscape

**11:30 A.M. – 5 P.M.:**

Registration, Foyer, Grand Ballroom

**5 – 5:30 P.M.:** First Timer's

Reception, Riverscape

**5:30 – 7 P.M.:** Opening

Reception, Harbor Lawn/Harbor Ballroom

## MONDAY APRIL 24

**7 – 7:30 A.M.:** Networking

Breakfast, Grand Ballroom

**7:30 – 11 A.M.:** General Business Session, Grand Ballroom

**12:30 P.M.:** Golf Tournament

(shotgun start), Club at

Savannah Harbor

**6 – 7 P.M.:** Reception, River Lawn and Plaza

## TUESDAY APRIL 25

**7 – 7:30 A.M.:** Networking

Breakfast, Grand Ballroom

**7:30 – 11 A.M.:** General Business Session, Grand Ballroom

**6 – 7 P.M.:** Reception, Hotel

Grand Ballroom

**7 – 11 P.M.:** AWRF Banquet, Grand Ballroom

## WEDNESDAY APRIL 26

**9 A.M. – 2 P.M.:** Tour of Savannah. Meet in lobby at 8:45 a.m.; bus departs at 9 a.m.

**4:30 – 6:30 P.M.:** Awards and Closing Reception, Club Pavilion

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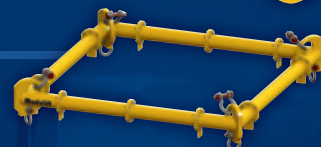
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## Mike Chalmers

reviews the SC&RA  
Specialized Transportation  
Symposium held in  
Orlando.



# Orlando



The Opening Session addressed the federal regulatory front. The panel included former ATA Chairman Michael Card, Bulldog Hiway Express President Phil Byrd and SC&RA President/Director of Strategic Relations for Unified Logistics Operating Group John McTyre.

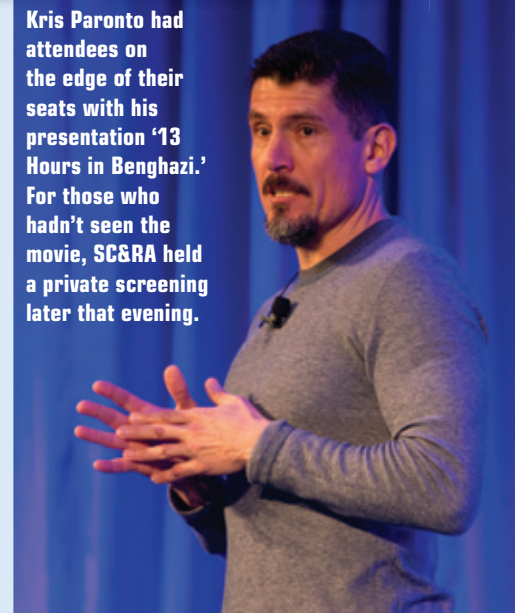
The 2017 SC&RA Specialized Transportation Symposium (STS) drew more than 470 attendees from across the globe to the Hilton Orlando Lake Buena Vista in Orlando, FL, February 14-17.

Attendees discussed industry developments, sat in on educational sessions and viewed products from 55 exhibitors throughout three engaging days of networking with the industry's top managers in operations, safety directors, safety managers, pilot car professionals,

**Barnhart's Clint Anderson (center) received the prestigious SC&RA Driver of the Year award. He addressed the audience with a heartfelt speech about his career and how much the award meant to him.**



Kris Paronto had attendees on the edge of their seats with his presentation '13 Hours in Benghazi.' For those who hadn't seen the movie, SC&RA held a private screening later that evening.



permitting officials and federal officials. Additionally, regional and state highway and transportation officials from MAASTO, SASHTO, NASTO and WASHTO, along with SC&RA's Pilot Car Task Force, Permit Policy Committee and Transportation Safety Education & Training Committee met prior to the Symposium's opening session.

Amid an impactful week of memorable presentations, Kris "Tanto" Paronto delivered an unforgettable account of



The STS Exhibit Center was a time for SC&RA's Allied members to show off their products and services, with a focus on the transportation sector.



The Exhibit Center featured 55 exhibitors.





**Capacity crowds participated in the presentations and educational seminars.**



**A strong lineup of education sessions provided participants with numerous chances to stay on top of industry issues.**



**The Hilton provided a perfect setting for two well-attended receptions.**

his time as an Army Ranger during the Benghazi (Libya) attack on the U.S. diplomatic compound on September 11, 2012. Now a former Ranger, 2nd Battalion, 75th Regiment, as well as a security and military consultant, Paronto's presentation – 13 Hours in Benghazi – revealed what truly happened that day, wrapped within a narrative built to inspire audience members to achieve and survive despite all obstacles.

### Leadership Forum debut

In conjunction with the Symposium, this year's event also featured a new parallel educational and networking track: the SC&RA Leadership Forum. Designed to introduce young leaders to the benefits

of the industry and SC&RA membership for company and career success, the debut event saw nearly a dozen attendees. The next Forum will take place at the SC&RA Crane & Rigging Workshop, September 20, in Kansas City, MO. For more information about the Leadership Forum, or to apply, visit [www.scranet.org/leadership](http://www.scranet.org/leadership).

Also during the week, Lift & Move USA, a one-day career event aimed at attracting and educating high school and college students, as well as military veterans, about the many professional opportunities available in the heavy lift and transport industries, was held in Tampa, FL, the day prior to the start of STS. And it was another success – attracting



approximately 250 student attendees.

Start planning now for the 2018 SC&RA Specialized Transportation Symposium, to be held February 27-March 2 at the Hyatt Regency St. Louis at The Arch, in St. Louis, MO. Find out more at [www.scranet.org/scra/events](http://www.scranet.org/scra/events).



**ATS Specialized Permit Manager Joanna Jungels discusses communication with state officials.**



**While the Wednesday evening reception had to be moved indoors due to rain, spirits were not dampened at the networking event.**





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# Sold!

The Ritchie Bros. auction in Orlando, FL in February was like old home week for the crane industry.

**D. Ann Shiffler** reports.

**R**eporting on the crane industry is a constant and evolving learning process. So when Ritchie Bros. invited *American Cranes & Transport* to its big equipment auction in Orlando in February, I jumped at the opportunity. I had never been to a crane auction, or any type of equipment auction for that matter. This particular Ritchie Bros. auction is among the largest of the year and spans five days. The crane portion of the auction was held on Day Three, February 22.

Even though rain steadily beat down on the 100-plus cranes neatly lined up at the huge auction site, spirits weren't dampened. Several trade press reporters were invited to the event, and we piled onto a big bus that took us to see the cranes and perform the proverbial "tire kick." Despite the rain the cranes were in great shape, clean and some even repainted. Most crane classes were represented, from boom trucks to crawlers. There were more rough terrain cranes than any other crane class, and cranes from all over the U.S. were for sale, although most of them were being sold by companies located in the southeastern United States.

Due to the weather, the crane auction was held in an arena-like room that was jammed packed. The room seats 720,



More than 100 cranes were sold at the Ritchie Bros. five-day auction in Orlando in February.

300 in the bleacher-like stands and 200 chairs on the floor. Every seat was taken and lots of people stood in the wings. The crane auction lasted about an hour and a half. Generally they sell 100 lots an hour, according to Ritchie's Ian Malinski, corporate communications lead.

Photos and information about each crane were projected onto a huge center-stage screen while the auctioneer chanted the prices and two "bid catchers" relayed bids to him. Model year and hours of operation seemed to be the biggest determination of sales price, especially for the rough terrain cranes.

The auction was like old home week for the crane industry, a virtual who's who of our *American Cranes & Transport* ACT 100 list of crane-owning companies. Management team members from most of the major crane rental companies were

there as were representatives from most of the major crane manufacturers. Some companies had as many as 10 people in attendance. The active buyers got there early and claimed the prime seats. It was apparent that many people were there to check out the scene, see who bought what and assess the cranes and the prices – a business field trip.

## A social event

Ritchie Bros. purposely plans its auctions to be as much social events as business events.

"We realize these are very social events," said Malinski. "We see competitors openly talking about their projects, their machines and business in general."

A huge lunch room is open to buyers, sellers and visitors. After the crane auction, Malinski assembled the press group for a presentation by Jake Lawson, senior vice president of sales, for the southeastern and south central region of the United States. A long-time Ritchie employee, Lawson explained how adept the company has become at hosting auctions.

"As you have seen here today, this auction is a lot of work," he said. "To survive in this business, we've had to diversify and bolt on some different assets >18

## About the Ritchie Bros. Spring auction

**GROSS AUCTION PROCEEDS:** \$188 million

**ATTENDANCE:** 10,400 people from 88 countries (registered to bid)

**NUMBER OF LOTS SOLD:** 10,000-plus

**NUMBER OF SELLERS:** 1,000-plus (site record)

**TOTAL REGISTERED BIDDERS (ONSITE AND ONLINE):** 10,400-plus (site record)



to give customers more information and the services they want and need.”

Ritchie Bros., based in Edmonton, Alberta, Canada and with 40-plus locations globally, has assembled a suite of services to become a one-stop auction company.

“We can now offer asset and fleet valuations, financing and leasing services and shipping and logistics,” Lawson said. “We use local subcontractors for refurbishing equipment. All of this is a part of our strategy to develop a customer-first culture. We go deep with the customer and it’s a pile of fun.”

The company developed a wayfinding app for the Orlando auction that allowed a prospective buyer find a piece of equipment in the massive yard using GPS software.

Ritchie’s team has also discovered that their auctions generate a lot of data about equipment and the health of the construction equipment industry in general. Lawson presented a rather optimistic forecast for equipment sales in 2017 and beyond.

“The takeaways are that there’s a strong market for both buyers and sellers,” he

**Due to rainy weather the crane auction was held indoors. Pictures and information about each crane were projected on a center-stage screen. ‘Bid catchers’ helped the auctioneer with the fast-paced bidding process.**

said. “As future work moves forward from anticipated to actual, the need for high quality used equipment and trucks will continue.

## Crane quality high

Ken Butz, general manager of sales for Tadano America, was impressed with the attendance and the quality of the cranes sold. Butz tries to attend at a couple of crane auctions a year to assess used crane pricing and market trends.

“Auctions are a good monitor of changes in market conditions and crane demand,” said Butz. “The age and condition of the cranes seemed a bit better than in the past. I was generally encouraged by the pricing compared to what we’ve seen over the past year.”

Butz talked with several crane buyers, who were there to buy cranes that they



would put to work soon because the industry is coming into the “working season.” Of the sellers, he said they were right-sizing their fleets or selling old units that would be replaced with new or newer cranes for better productivity and safety features. The most compelling thing Butz noted was the “optimistic vibe.”

“I believe the upbeat vibe is the result of having the presidential elections behind us, and optimism over the new administration’s commitment to invest in infrastructure and major construction projects,” he said. “Also encouraging is that oil prices have been slowly rising over the past several months which can be a driver for crane demand on a global level.”



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U.S. stock markets continued their run of remarkable growth in the first quarter of the year as the Trump Bump continued to drive investor confidence.

**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 Industrial, Deere & Company, Joy Global, Manitowoc and Terex.**

# Buoyancy continues

The Dow, NASDAQ and S&P 500 indexes all set record highs in February, with confidence among investors running high following the election of President Trump. Among the more notable milestones was the Dow breaching the 20,000 point mark for the first time.

This positive sentiment was driven by the belief that President Trump will oversee a business-friendly administration with reduced tax burdens, less regulation and government investment to drive economic growth and create jobs. It is a case of so far so good as far as the markets are concerned.

The equipment sector has been pulled along on this wave of confidence as illustrated by this month's chart. The graph shows the ACT Heavy Equipment Index (HEI) up around 30 percent compared to a year ago, with growth which has outstripped the mainstream indicators over the last three to four months.

But unlike the Dow,

NASDAQ and S&P500, the ACT HEI is way off its all-time high. It finished February at around 170 points, still some 20 percent lower than the all-time high achieved six years ago.

But the ACT HEI has enjoyed steep growth the last few months. As well as the general good mood of the markets, there is also the expectation that heavy equipment makers will benefit from policy initiatives such as the border wall with Mexico and proposed \$1 trillion spending on infrastructure. These plans have yet to materialize on the ground, but the nature of markets is that they are forward-looking and build these expectations into the share price.

The wider markets also look promising. Specialist forecasting and market intelligence company Off-Highway Research said in March that it expects global sales of construction equipment to rise 8 percent this year, with growth driven

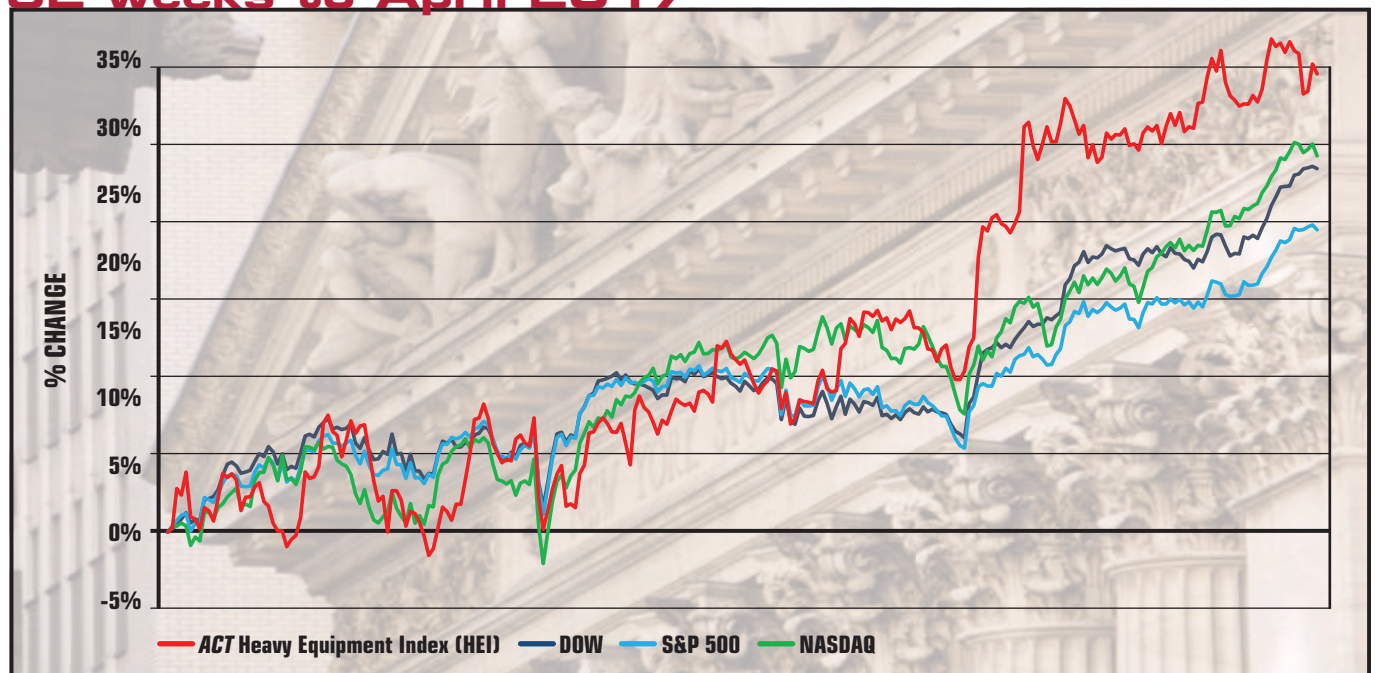
by North America and China.

It has not all been easy sailing for the sector though. In early March, Caterpillar's share price suffered a steep downward blip when its headquarters in Peoria, IL were raided by federal agencies. The swoop is believed to be linked to profits from the company's spare parts business that are routed through and 'perpetually reinvested' in its Swiss subsidiary. Caterpillar has previously disclosed that if the government successfully lays claim to these profits, its liability could be as much as \$2 billion.

As is to be expected, the company has launched an assertive defense. It said it is in compliance with the law, and has also engaged former Attorney General William P. Barr of law firm Kirkland & Ellis to act as outside counsel.

Such cases are seldom resolved quickly, and perhaps in recognition of this, Caterpillar's share price regained some ground following the raids. ■

## 52 weeks to April 2017





# Breaking records in

NCCCO was represented at five different locations at ConExpo 2017.

As the dust settled on one of the most successful CONEXPO shows ever, it became clear that there had never been as much interest in CCO certification at a construction event in NCCCO's 22-year history. True, NCCCO had never been as "present" at such an event before, with activities occurring in as many as five different locations around the 2.8 million-plus net square feet of exhibit space at any one time.

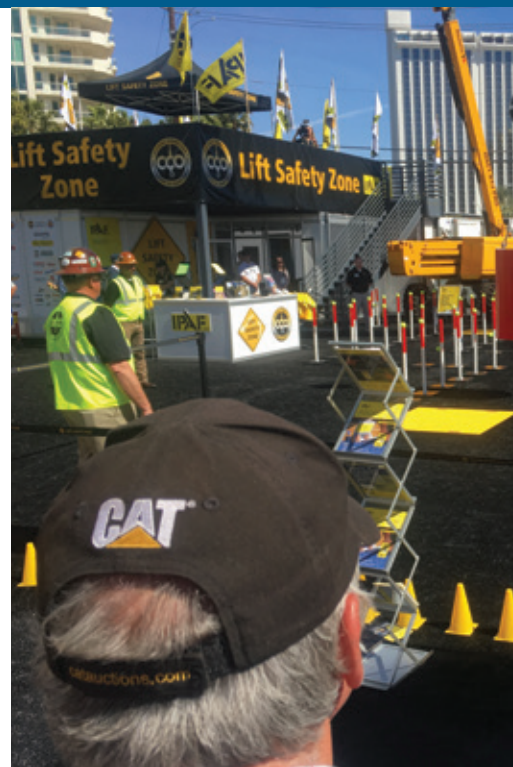
But whether it was the innovation or the relevance of NCCCO's exhibit and demonstrations, or even OSHA's November deadline for crane operators to be certified, visitors beat a path to



the Lift Safety Zone in the Gold Lot to learn more about CCO certification and safe crane operations as never before. And by kicking off – and concluding – its CONEXPO presence with Practical Examiner Workshops (held before and after the show), NCCCO provided an opportunity for budding practical examiners to become trained and authorized to administer CCO certification exams without missing a moment on the show floor.

Here's a look at the highlights of NCCCO at CONEXPO 2017!

**RIGHT: The importance of accurately calculating a load's center of gravity and the implications of sling angle were thoroughly explored as part of NCCCO's showcasing of its CCO Rigger Certification exams thanks to the assistance of a Palfinger articulating boom crane.**



**RIGHT: NCCCO offered its entire range of CCO full and recertification written exams at CONEXPO.**



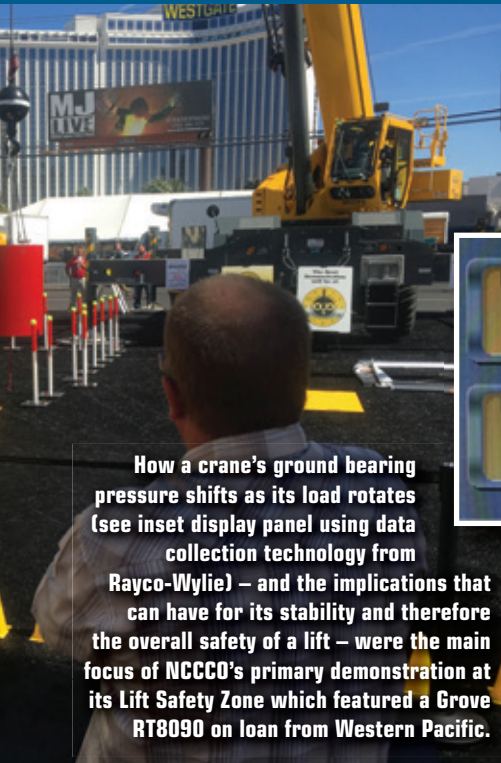
Virtual reality (VR) was one of the clearest hits of the show, with veteran operators and novices alike amazed at the degree of "reality" the new technology offers. In contrast to conventional simulators, the VR system offered by NCCCO booth sponsor, ITI, provides 360 degree simulation, an unmatched level of detail, and the option to change environmental conditions at will, all features that will all but guarantee a future role in training and testing.



Attendees purchased a record-breaking 52,000 tickets for education sessions, a 26 percent increase from 2014 due in no small measure to the topicality and quality of the 13 crane, rigging and aerial lift presentations, many of which were sponsored by NCCCO. Among the hot topics were operator certification (above) and site responsibilities, presented by Barnhart Crane's Thom Sickelsteel (left).



# Vegas!



How a crane's ground bearing pressure shifts as its load rotates (see inset display panel using data collection technology from Rayco-Wylie) – and the implications that can have for its stability and therefore the overall safety of a lift – were the main focus of NCCCO's primary demonstration at its Lift Safety Zone which featured a Grove RT8090 on loan from Western Pacific.

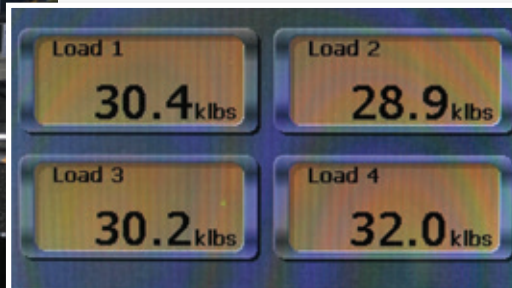


BELOW: NCCCO took the opportunity afforded by CONEXPO of convening a meeting of members of its Australian Crane Operator Evaluation Review Group. Both Crane Industry Council of Australia (CICA) CEO, Brandon Hitch (center), and CICA Operator Assessment Officer, Pat Cran (far left), were in attendance.



## NCCCO Helps Connects Military Veterans with Industry Jobs

NCCCO joined with CONEXPO attendees and exhibitors to raise over \$100,000 to help military veterans find quality construction occupations through multiple charitable events throughout the week. The proceeds, which benefit the show's official charitable partner, the Call of Duty Endowment, were raised through online, silent and live auctions, to which NCCCO contributed branded merchandise and testing fees packages valued at \$2,000.



CCO practical exams were available throughout CONEXPO in a separate restricted area using cranes provided by Hiab, Manitex, and Dielco who loaned this Link-Belt HTC-8660.

CHECK OUT THESE LINKS ... FOR MORE INFORMATION ON NCCCO AT CONEXPO:

On CONEXPO Radio:  
[www.nccco.org/GBatCE17](http://www.nccco.org/GBatCE17)

On CONEXPO TV:  
[www.nccco.org/LSZonCETV](http://www.nccco.org/LSZonCETV)

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# A strong match

**S**uccessful people tend to lead with their heads and their hearts. New Tadano America President Ingo Schiller is a good example of this type of leadership, combining an adept business acumen with a true passion for the people and the products in the crane industry.

Back at his Houston office after what he termed a “fantastic” ConExpo, Schiller is genuinely excited about his new role and reflective of the path ahead.

“The fortunate thing for me is that, in joining Tadano, I’ve stepped onto a train that is moving in the right direction and accelerating,” he said. “I’m benefitting from all that’s been done to get the Tadano products to this point and from the positive outlook for the market. My job is to make sure we have in place the people to expand our sales, service and parts, and to ultimately expand our customer base.”

To say the least, Schiller knows a lot about cranes, and fittingly, he has become enamored with Tadano cranes. He told me that he has “never experienced” what Tadano has accomplished in terms of product quality and customer satisfaction.

“The early approach Tadano has taken in North America was to establish its market foothold with a relatively small group of customers who then became very strong fans of the product,” he said. “These guys aren’t shy. They want to tell everyone how great Tadano products are.”

Like many crane industry veterans, Schiller grew up in the industry. His father, Heinz Schiller, has enjoyed a long and storied career in the crane business, starting in Germany in 1959. Heinz Schiller is credited with bringing some of the first all-terrain cranes to the United States, among many other accomplishments.

As a youngster, Schiller remembers walking the crane manufacturing halls with his father and sister, and when he was old enough, during school breaks

and in the summer, he started working in the industry in which his father had introduced him. Shortly after finishing his engineering degree in 1992, he started working for a mobile crane OEM — just before Bauma in 1992. Since then he has worked in almost every area of crane manufacturing, from salesman to field service engineer to managing service, training and marketing departments to global product development, product management and business development, namely for Liebherr and Manitowoc. He agreed that his background bodes well for his new position with Tadano.

“I have shared in many of the experiences common to those in our industry. I have worked in the field, been employed, been the employer, started businesses, sold businesses, changed firms, been promoted to upper management and have also been laid off,” he said.

Schiller reveals his smarts and his heart when he talks about leading the team at Tadano. When he is not on the road visiting customers, he likes to sit at a desk in the service department in the Houston office.

“This allows me to hear the parts and service calls as well as see our service staff as they come and go to customer’s sites,” he said. “It is from the service department that I believe one maintains the closest connection to customers and their needs and challenges. It is from the service staff that we get the best understanding of the evolving needs of our customers.”

I’ve always found Ingo Schiller to be a straight shooter, easy to talk to and sincere. He’s a consummate learner and he seeks out and appreciates other viewpoints. I think you will be interested in his answers to my questions.

## WHAT IS IT ABOUT THE CRANE INDUSTRY THAT HAS KEPT YOU ENGAGED?

I enjoy the technical challenge, the evolving industry and most of all the

With a head for business and a heart for cranes, Ingo Schiller is aptly suited for his new role at Tadano America. **D. Ann Shiffler** reports.

people. The crane industry is special for several reasons; most people in the industry are optimists. They are always looking for opportunities and ways to make things better. The industry has a place for people of different skills and experiences, but it quickly pushes out those who are incompetent. This filtering is effective; anyone you meet who has been in the industry for even a few years is competent and effective in their area of operation. This industry has good people, great equipment, interesting jobs, technical challenges, fascinating locations and provides practical contributions to society.

## WHAT ATTRACTED YOU TO TADANO AMERICA?

I was brought to this position by a few different paths. I had met Mr. Tadano several times at different industry events. I enjoyed his approach to business and appreciated his commitment to serving the industry with the highest quality products. The challenge of bringing these products to a broader array of customers in North America was a good match to my skill set and experience. I looked to speak with him when I traveled to the Bauma show in 2016.

My first day in Munich I encountered many people from the North American



“ It is from the service department that I believe one maintains the closest connection to customers and their needs and challenges.”

**INGO SCHILLER, President, Tadano America**

crane industry in the Old Town Center. Many of them told me that they thought that I would be a good fit with the Tadano team, including members of the Tadano America management team. These elements, combined with kind recommendations from some industry veterans, set the stage for me to join Tadano America at the end of August 2016.

**YOU ARE THE FIRST PRESIDENT WHO IS NOT A TADANO EXECUTIVE FROM JAPAN. WAS THIS A STRATEGIC DECISION?**

Yes, it was. Tadano has been active and successful in North America for almost 30 years. During that time there have been many Japanese expats that have worked here, building the business and facilitating communication between North America and Japan. Most of these expats are now working in key positions at Tadano in manufacturing, service and administration back in Japan providing support to Tadano America.

Mr. Tadano believed that now was the right time to put local management in North America to expand the offerings to a broader customer base. I am sure a large part of this decision was based on the success that Tadano has had with Alexander Knecht and his leadership

at the factory in Germany and Tadano's operations in Europe.

**AFTER YOUR FIRST FEW MONTHS, WHAT ARE THE POSITIVES? WHAT ARE THE CHALLENGES?**

The two greatest positives are the products and the team that my predecessor, Yo Kakinuma, assembled over the last eight years. The challenge is to further scale up the operation to allow us to serve more customers and expand the customer base.

My primary responsibility at Tadano is to remove obstacles. I work to make it easy for customers to learn about Tadano cranes to make the right purchasing decisions for their business needs. I work to make it easy for the Tadano staff to meet the needs of our customers.

**HOW DO YOU CHARACTERIZE THE CRANE MARKET IN 2017? 2018?**

The conventional thinking is that 2017 will be similar to 2016 as far as industry demand, with the beginning of the upswing starting in 2018. We are already starting to see an increase in demand for our products. The confirmation of this upward trend started with customers' response at ConExpo and their willingness to place orders at the show.

The challenges that our industry faced in the last few years have inspired an

increasing sophistication in the customer base. The customers know more, are evaluating equipment more carefully, and their expectations of the equipment and the manufactures is increasing. All of these conditions bring improvement to the industry

I also see the industry evolving to a more data driven business environment. There is an ever increasing movement to more efficient operations with high utilization of owned assets. This is driving interest in equipment reliability, quick troubleshooting, fast spare parts supply, and total cost of ownership. All these things are becoming a larger part of the customer's purchasing decision and therefore priorities for us.

**LAST YEAR AT BAUMA TADANO INTRODUCED A PROTOTYPE OF AN ALL-TERRAIN CRANE WITH A TRIPLE BOOM SYSTEM, THE ATF-600G-8. WHAT'S THE STATUS OF THIS CRANE?**

This crane brings immense lifting capabilities in a small footprint and using little airspace. At this point, the crane's structure and load charts are fully tested. The work to be done is to finish the programming and testing of the control system. The AML-F control system was developed by Tadano and is currently installed and being used on other Tadano ATF model all terrain cranes.

This crane offers a new dynamic in boom systems and represents the first real change in boom design in many years. There's also a huge safety advantage. No personnel will need to walk on the boom and no need for ladders for the super-lift installation. There is no boom suspension system, meaning there is no need for a super lift or Y-guy SSL. This means lower transportation costs, faster setup and fewer components, meaning fewer technical complications. The triple nesting of the jib pieces will reduce rigging

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time and trucking costs. The three-hoist drum means it will be ideal for tilt-up panel work and wind tower erection and maintenance. The first models are scheduled to ship mid-year 2018.

#### WHAT WAS YOUR TAKE ON CONEXPO? WERE YOUR EXPECTATIONS MET?

ConExpo was fantastic. This is my ninth ConExpo and the energy and enthusiasm of customers was better than anything that I have ever experienced. Current Tadano customers were generous with their time and engaged people who were new to Tadano cranes by telling them everything they should know about owning and working Tadano cranes. This made for a very welcoming environment for those starting their research on purchasing a Tadano crane. This adds confidence to a new buyer, knowing that current customers strongly promote the products.

This environment aided in our many sales at the show. We took orders from long-time owners and several orders from people new to the Tadano experience. We have grown our sales staff, and they are busy in the weeks after the show visiting customers and seeing what business needs we can fill with our products.

#### HOW MANY ORDERS DID YOU TAKE?

I can't say how many, but it was a significant number, especially for the new 120-ton RT, which sold very well. This crane got a big chunk [of orders] and the rest were spread out along the product lines, both RTs and ATs.

#### WHAT CRANE IN THE TADANO PRODUCT RANGE ARE YOU MOST IMPRESSED WITH AND WHY?

The GR-1000XL is the rough terrain crane that has grabbed my attention. The reasons for this are all of the stories customers tell me about the benefits and success that they have with this model. It is a delight that so many customers start conversations by telling me all of the things that they love about a crane.

In addition, I am impressed by the functionality of the Tadano Hello-net telematics system. This fully functional system has been operational for several years, and it is bringing a competitive advantage to our customers through fleet management and remote crane interaction. We are working with AEMP on developing the telemetric standards for cranes. Using this standard to transmit telemetric data will allow easy integration of data from different manufacturers into

third-party monitoring systems. This will bring owners all the data on their crane fleets onto a single platform and allow owners to make better business decisions based on hard data such as utilization, crane performance, uptime, cost of operation and the like. We want to assist AEMP in their efforts so that the crane industry becomes better and more efficient through the use of performance data.

#### TAKING THIS NEW JOB, LEARNING THE PEOPLE AND THE PRODUCTS, AND THEN CONEXPO – A VERY FAST-PACED FEW MONTHS. WHAT DO YOU DO TO WIND DOWN?

Time with my family is my favorite thing. When I am home, I spend time with my wife and follow my youngest son to his sporting events. I also enjoy the challenge and focus of flying small aircraft and maintaining my flight ratings.

When I am on the road, I work to find time to exercise, read and learn. I am a perpetual student.

I am finishing my Master's Degree this May – on the same weekend and from the same university [George Mason University] from which our twin daughters will graduate.



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# Stepping back

**D. Ann Shiffler** talked to Link-Belt's Chuck Martz about his decision to retire after 42 years.

**C**huck Martz is one of the most respected people in the crane business. He has led Link-Belt Construction Equipment with confidence and certainty, unshakable in hard times and affable in good times. He is genuinely a good guy.

After 42 years with Link-Belt, Martz recently announced his retirement as president and CEO of the Lexington, KY-based company that has roots that go back more than a century.

Martz is one of the first people I ever interviewed for *American Cranes & Transport*. Of the many times I've flown to Lexington to see new cranes, report on an expansion or learn about something new at the company, Martz was almost always there to pop into the meeting room to say hello and answer a few questions. This is not the norm at other crane companies.

Martz has led Link-Belt in a manner that is purposeful and appeared to be easy. In tough times, Link-Belt stayed focused on the light at the end of the tunnel, preparing for the next uptick. When times were good and backlogs were strong, Link-Belt stayed lean and pursued market share. I would bet Martz always had a back-up plan in his desk drawer.

Under Martz's leadership, Link-Belt was bold to pursue new markets, like telescopic crawlers, when that market was considered niche. The company produced the first all-terrain crane made in the United States.

So when I found out Martz was handing over the reins of the company to Melvin Porter, I wanted to talk to him – conduct an exit interview, of sorts. We met up in Las Vegas, the day before ConExpo started. He didn't want his retirement to be "the ConExpo story." Instead we just talked about all things Link-Belt.

In his more than four decades with the company, Martz has seen Link-Belt through just about every market condition, even the surreal days after 9-11 when America was attacked by terrorists. He has seen the company

through ownership changes, divisions and unifications.

Martz started with Link-Belt in 1975, a couple months after FMC, which owned the company at the time, opened the Lexington manufacturing facility. He started as a cost accountant and worked his way through the financial ranks as a cost supervisor, cost accounting manager and controller.

He weathered the 1980s recession, and he saw the company through major layoffs and restructuring. "In bad times, you always need the financial guys to keep track of the losses," he joked.

## Leadership milestone

When FMC began working with Sumitomo, Martz was asked to serve on the joint venture team. When the dust settled in 1990 and Sumitomo Heavy Industries (SHI) acquired Link-Belt, he was named vice president of finance. From there he took over the administrative and human resources operations. In time he was asked to help solve some manufacturing issues, learning the ropes of additional operating divisions.

"From the accounting side, you touch everything in a company," he said.

In 1998, when the excavator business was spun off, he was named president of Link-Belt Construction Equipment.

A milestone occurred in 2009 when Martz was named vice president of SHI, the first officer from a U.S. subsidiary to achieve this level in the SHI organization. He was the first non-Japanese member of the board.

"Sumitomo has been very supportive of me and of Link-Belt," he said. "They have been very good for us. I don't think we would be the company we are without them."

Through the years Martz has led more than just Link-Belt. He has served on the board of the Association of Equipment Manufacturers (AEM), and in 2008 he was chairman of ConExpo.



**Link-Belt's Chuck Martz will retire as president and CEO on April 30, 2017. He will stay on as chairman of the company.**

"AEM moves you through the leadership," he said. "You don't have to be a mega company to take on a leadership role with AEM."

The March show was Martz's 10th ConExpo.

"The first one I came to would have been the first in Las Vegas, and then it was on a six-year cycle," he said. "The first ConExpo I went to was in 1987. I've been to every one since."

In the early days of ConExpo, Martz said Las Vegas was very different. It was an easy place to hold a construction equipment trade show.

"There were no mega hotels," he remembered. "The shows were reasonably priced, the food was cheap, although it wasn't that good, and it didn't take forever to get around town. That's not the case today."

In terms of the crane industry outlook for 2017, Martz predicted "slight growth in some markets."

"I think some product lines will grow slightly in 2017," he said. "We are

&gt;30



optimistic there will be slow growth year over year. The market for each crane line will be a little different.”

For some crane classes, he isn't sure the bottom had been reached yet. And the strong dollar is working against U.S. manufacturers. “The fact is that a lot of the older cranes used to go to markets outside of the U.S.,” he said. “That’s not happening today. Our currency is too strong. There’s also the Tier 4 problem. Many countries don’t have the required fuel so these cranes can’t go to these places.”

Thinking back on his career, there have been many more highs than lows, he said.

“Downturns are always tough...Link-Belt is positioned very well to ramp back up as quickly as possible.”

**CHUCK MARTZ**  
Link-Belt Construction Equipment

“First, there’s all the good people I’ve seen come behind me,” he said. “We find good people and grow them in the business. And we’ve launched some really good products. There are times when we had to scratch our head and say ‘What are we going to do next?’ We went out on our own with the all-terrain crane product. We developed a market for the telescopic crawler. Everyone may have been a little skeptical of that but it’s turned out to be a good market for Link-Belt.”

## Downturns and upturns

The economic downturns were difficult.

“It’s a cyclical business,” he said. “But we’ve gotten smarter and been able to keep our core employees. Downturns are always tough in the crane industry. We are in a restructuring period right now in the crane sector,” he said. “The market has shrunk. But then when it comes back, none of us can ramp up quick enough. I think Link-Belt is positioned very well to ramp back up as quickly as possible.”

Employee longevity is something Martz is also proud of. People go to work for Link-Belt and stay.

“Why is this? We treat people very fairly, and I’m a strong proponent of winning

together and losing together,” he said.

“We have a family atmosphere that’s very much embedded in the company. We pay reasonable wages in our community and we have good health care. We do a lot of things to show our employees we care.”

What led to his decision to retire? “It’s something I’ve been considering for a while,” he said. “I’ll be 66 in August and it’s time to turn it over. Melvin is ready for it. Everyone is ready and it’s time.”

So will he retire cold turkey or will he stay involved?

“I will stay on as chairman of Link-Belt and I’ll come into the office three to four days a week,” he said. “To attend certain meetings. Not that Melvin needs me.”

And what will a retired Chuck Martz do? He will likely spend some time on the campus of University of Kentucky, where he was inducted into the Gatton College of Business & Economics Alumni Hall of Fame.

“I have five grandkids,” he said. “I’m sure that will mean more time with them. It will mean more golf, I won’t kid you. I will probably settle in with one or two charitable organizations to give them my time. We will travel some. ‘Have some fun.’”

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# Viva Las Vegas!

ConExpo 2017 is in the books! **D. Ann Shiffler & Hannah Sundermeyer** report the highlights.

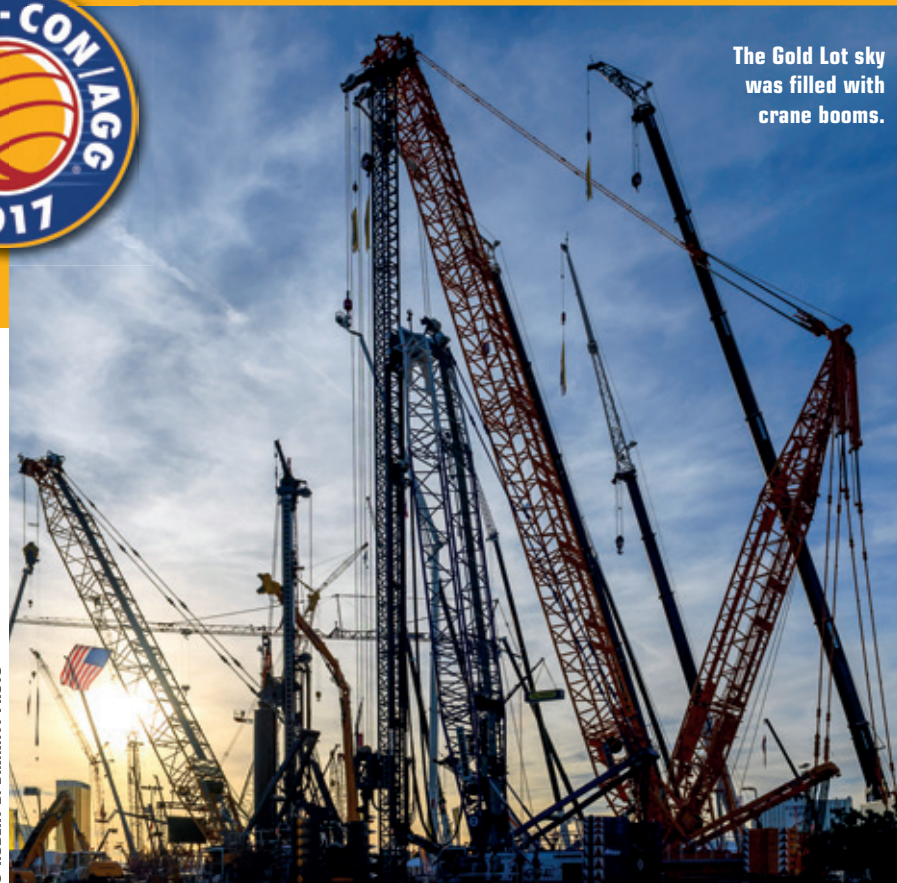


All 128,000 attendees and 2,800 exhibitors at last month's ConExpo construction equipment show were treated to gorgeous weather and exciting equipment reveals. The buzzword at the show was "optimism."

"I think there was a noticeable difference in the attendees at this show, and the difference was their optimism," said Michael Haberman, 2017 Association of Equipment Manufacturers (AEM) chair. "Optimism was on display throughout the show, and the traffic was excellent."

From the Altec to Zoomlion, the expanded Gold Lot and Gold Hall were busy and there were daily celebrations, including many champagne toasts, for equipment handovers. OEMs report that this year's show was more than just a place to show off equipment. It was definitely an "order taking" show.

The characteristic enthusiasm of the crane, rigging and specialized transportation industry was noticeable in nearly every aspect of the event. This played a role in a strong sense of economic assurance for the future as new equipment



The Gold Lot sky was filled with crane booms.

© ROBERT B. DIMMITT PHOTO

was unveiled and purchased throughout the week. The organizer's figures speak to this idea as general North American buyer attendance increased by 16 percent since the last show in 2014.

Look for continued ConExpo coverage in subsequent issues of *American Cranes & Transport*.



The Koberg family proudly displays the latest crane mat technology from DICA.



Members of the Altec team pose in front of the company's latest boom truck.

© ROBERT B. DIMMITT PHOTO



Manitowoc President and CEO Barry Pennypacker discussed the company's new product development strategy.



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OEM stands were perpetually busy with lookers and buyers.





Prospective customers check out a crane as Broderick President Jeff Bust shows them the features and benefits.



The NCCCO Lift Safety Zone held several demonstrations each day. Pictured are Kiewit's Lyle Nichols and NCCCO's Joel Oliva.



Virtual Reality crane operation simulation was a popular feature at several Gold Lot booths.



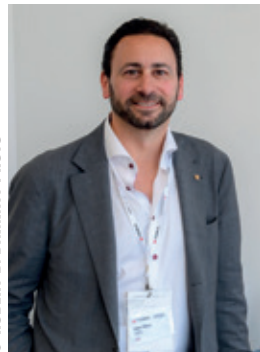
Friends and colleagues visit at the TII/Scheuerle/Kamag booth.



Rigger truck technology was on display at the Doral stand.



© ROBERT B. DIMMITT PHOTO



Booms surrounded the Kobelco booth.

Steve Filapov enjoyed the show as the new president of Terex Cranes.



Rayco Wylie's Joel Francis shows off the controls in a Grove industrial crane cab.

Goldhofer's Stefan Kohler with Keith Settle of OxBo Mega Transport Solutions.



© ROBERT B. DIMMITT PHOTO





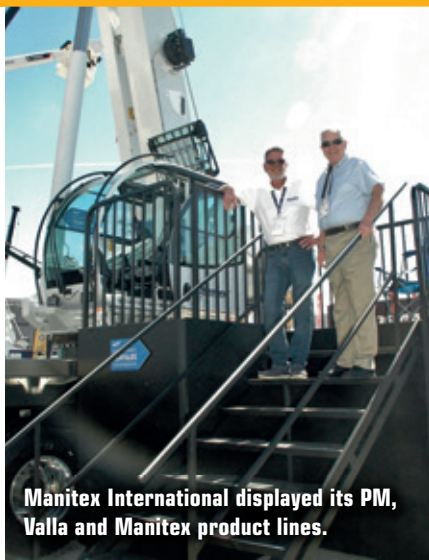
Rope Block's Curt Jabben stands next to a huge Bigge branded hook block.



Lift Systems' demonstrated its variety of specialized lifting gantries and mobile lifters.



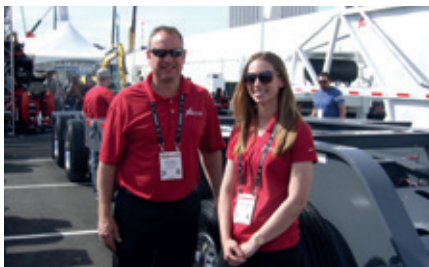
Tadano Mantis' Julie Fuller, Shiro Morita and Ed Hisrich.



Manitex International displayed its PM, Valla and Manitex product lines.



The Trimble team showed off its mini crane rigged with several of its lifting technology solutions.



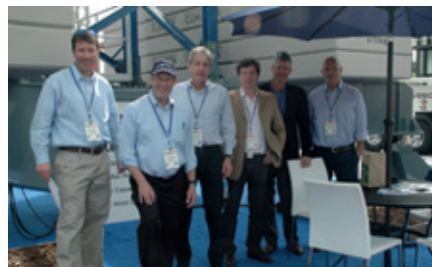
XL Specialized displayed its latest specialized transportation trailers.



Members of the Elliott Equipment team look as sharp as their boom trucks.



An Enerpac SBL 500 gantry was shown in a lifting configuration with beam and side shift systems.



The Linden Comansa team enjoys a moment in the shade.



There was lots to celebrate at the huge Liebherr stand.



The A1A Software crew said traffic was brisk and there was strong interest in their lift planning and fleet management software.



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**Bob Dimmitt** chronicles his impressions of ConExpo 2017.

# Dimmitt's view



For anyone in Las Vegas the weekend before ConExpo, it came as no surprise that two days of sustained high winds created a lot of problems with show preparations. As late as Monday afternoon, teams of set-up people were still working feverishly to complete exhibit installations and repair booths impacted by the winds. Show pieces exposed to the grit carried by the wind had to be re-polished and re-detailed. Clearly, this was going to continue into the wee hours of the next morning.

By the time the crowds arrived on Tuesday, the set-up crews had delivered, the booths were manned, and my 11th ConExpo had begun. One of the big changes was the expansion of the Gold Lot into the land formerly occupied by the Riviera Casino, enabling all crane exhibitors to be located in one place. This change, however, presented some new challenges as a photographer. From my viewpoint, delivering one cover image that tells the story of the crane industry at ConExpo requires shooting the show from a distance to capture its sheer scope. With the demolition of the Riviera parking garage, a prime shooting location adjacent to the former Gold Lot disappeared.

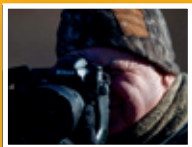
My fallback spot has been the old Hilton Hotel, now the Westmark. If you have the right room and you are up high enough up in the hotel, it is possible to capture a

significant portion of the expanse of the Gold Lot. That vantage point was highlighted on the cover of *ACT* three years ago.

As fate would have it, I happened to be checked into the Westmark by a hotel manager. I proceeded to ask him if a particular room on a particular floor was available. He was curious as to why that particular room and I told him I was looking for a good spot to photograph the show for *ACT*, and I showed him my media pass. With that he broke out in a big grin. "I think I can help you with a

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## ABOUT THE AUTHOR/ PHOTOGRAPHER



Senior Managing Director of Scott-Macon Equipment  
**Bob Dimmitt**  
is also a published

photographer and author with work appearing in both editorial and commercial publications. He has written articles on travel photography and destinations that feature his images. In addition, he has been published extensively for his work with commercial subjects, most notably cranes and other lifting equipment. His images hang in corporate offices throughout the United States.

He is also passionate about wildlife and landscape photography, especially within the National Parks and National Wildlife Refuge System.

Dimmitt has studied extensively with Nikon Ambassador Moose Peterson, completing Peterson's Master of Light program. He is a member of Nikon Professional Services and uses Nikon camera bodies and lenses exclusively in his photography. In shooting ConExpo, he primarily used a Nikon D5 DSLR camera body combined with Nikon's 14-24mm, 24-70mm and 300mm lenses.









location,” he said. “Come on back at 7 p.m. and you can see it for yourself.”

Arriving at the assigned time, I was taken by a private elevator to the top of the hotel where we visited the former residence of Elvis Presley when he worked at the Hilton. Literally an eight-bedroom, two-story house with a pool on the top of the hotel, the “Elvis suite” is open for tours. It will leave quite an impression to say the least. Post Elvis, it was the residence of Barry Manilow during his tenure at the hotel.

Even at night, shooting from the Elvis suite, I knew this was a location that could capture the expanse of the show. We returned the next day to reshoot the show in daylight. From the deck of a North Dakota oil rig to the Alaska wilderness, I have been lucky to shoot in some memorable locations, but this was one location that was both unexpected and memorable.

And speaking of memorable, that certainly describes this year’s ConExpo from a business perspective. The introduction of new models and prototypes from the crane manufacturers continued to demonstrate a responsiveness to customer wish lists in reach, capacity, safety features and operation. In my travels around the show, there seemed to be sustained traffic at all of the crane manufacturers’ booths, a lot of interaction between manufacturers, distributors and end-users and a renewed optimism that we all hope will be sustained in the coming months and years. I’m looking forward to my 12th ConExpo in three years and the hunt for a new location to capture the show.





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Crane Service Inc. replaced wood spool ends and plywood pads with engineered thermoplastic outrigger pads.

# Digging into ground stabilization

**C**rane Service Inc., a full-service crane rental and rigging company serving Colorado, New Mexico and Texas, owns a fleet of more than 130 cranes ranging from 8.5 to 550 tons capacity.

Safety is the company's No. 1 core value, according to Bob Warianka, business development manager. In 2005, the company began looking for a solution to replace wood spool reel ends and plywood pads to provide proper load distribution for their cranes.

"We were frustrated by the fact that wood breaks, gets stuck in the mud, is difficult to handle and looks unprofessional," said Warianka. While the operations team at Crane Service was looking for convenience, they realized the improved safety benefits of switching from wood products to DICA's engineered thermoplastic SafetyTech outrigger pads.

Today, their standard practice is to set up all mobile cranes on outrigger pads or crane mats. They own a set of SafetyTech outrigger pads for each crane under 75 tons in their fleet, which includes at least 60 different cranes. Larger cranes are setup on steel mats the company has engineered for its fleet.

"All of our equipment is maintained to exceed manufacturer and industry standards, which includes a regular third-party inspection," said Warianka. "Our safety record is one of the highest in the industry."

He said the company first considered making its own purpose-built wood outrigger pads.

"But we soon realized that we would be re-inventing the wheel," he said. "Plus wood still wears out and absorbs water making them weigh more and deteriorate faster," said Warianka.

## Product innovation

An active member of the Specialized Carriers & Rigging Association (SC&RA), Crane Service Inc. had been introduced to DICA and its products during one of



**Using an engineered outrigger pad has been useful for satisfying the scrutiny of some customers in high-risk industries, such as wind energy, refineries and power plants.**

SC&RA's events, when Warianka first heard DICA's story.

In the early 1980s, DICA founder Dick Koberg was already tackling the same questions Crane Service was seeking to answer. He began developing an engineered outrigger pad that would ensure proper load distribution on a range of ground conditions and provide unbreakable strength. The company delivered its first of these outrigger pads in 1988 and has continued to lead the way in outrigger pad product innovation.

"At the time, we had just purchased a 50-ton Grove truck crane, so we bought our first set of SafetyTech outrigger pads to use with this crane," said Warianka.

Initially, Crane Service bought square pads, but have switched to round outrigger pads, which were easier to move around the job site. According



**Every time Crane Service Inc. buys a new 75-ton or smaller crane, they buy a set of DICA outrigger pads to go with the crane.**

to Warianka, the reaction from crane operators was immediate.

"Our crews are happier because they see we are investing in tools that make life safer, simpler and easier for them," he said. "The crew likes that they are lighter weight than wood, but we learned the hard way how to tie them down for transport."

After losing a set of outrigger pads that flew off the trailer, the company designed a rack to secure them with the trailer or crane.



In addition to their light weight, SafetyTech outrigger pads feature TuffGrip handles that provide increased ergonomic safety for operators handling the outrigger pads.

“We’ve never had a SafetyTech outrigger pad break, but the older handle design would wear out,” said Warianka. “DICA would always replace the handles, and now they’ve improved them.”

TuffGrip handles have a length specifically designed to encourage proper lifting that requires bending and lifting with the legs, without being so long as to cause trip hazards. In addition, recessed handles are a key innovation on all round SafetyTech outrigger pads. The design allows for easy rolling of larger pads which reduces lifting stress and the potential for back injuries. The TuffGrip handle material itself is an incredibly strong, yet comfortable, engineered thermoplastic. Lastly, TuffGrip on SafetyTech pads are patented in the United States and Canada are backed by DICA’s unbreakable guarantee and resistant to UV degradation and chemical or water corrosion.

“Every time we buy a new 75-ton or



**Round outrigger pads are easier to roll into place.**

smaller crane, we buy a set of DICA outrigger pads to go with the crane,” said Warianka. “When we show up on the job site we look like professionals, not junkyard dogs.”

In fact, he said that using an engineered outrigger pad has been useful for satisfying the scrutiny of some customers in high-risk industries, such as wind energy, refineries and power plants. These are applications where load-bearing

tests of the ground are often performed. Using a product that is proven, tested and labeled with specification data provides customers with assurances that the crane is setup properly.

Based on this feedback, this year DICA will introduce a new label for SafetyTech outrigger pads giving users even more detail. Labels will include part number, weight, crush rating, working load limit and maximum rated capacity.

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# The big merger

How to include ELDs in your total fleet management solution. **Chris Nelson** reports.

**T**he FMCSA electronic logging device (ELD) rule is intended to help facilitate a safer work environment for carriers and drivers, and make it easier, faster and more accurate to track, manage and monitor records of duty status.

Recently, ELDs have been the talk at industry conferences as deadlines for compliance approach later this year. Whether you've been considering ELDs as part of a total fleet management solution or not, it's clear that they're here to stay. With any rule surrounding technology, things can get complicated. Here's what you should know about the mandate. The mandate includes three phases:

## Phase 1: Awareness and Transition.

The two-year period following publication of the ELD rule, February 16, 2016 to December 18, 2017. During this time, carriers and drivers subject to the rule should be researching and preparing to comply. During this two-year period, carriers and drivers can use any of the following for records of duty status (RODS):

- Paper logs
- Logging software
- AOBDRS (Automatic On Board Recording Devices)
- ELDs that are registered and listed on the FMCSA website

## Phase 2: Phased-In Compliance.

The two-year period from the compliance date to the full compliance phase (four years following ELD rule publication), December 18, 2017 to December 16, 2019. Carriers and drivers subject to the rule can use:

- AOBDRS that were installed prior to December 18, 2017
- Certified, registered ELDs following rule publication December 16, 2015

## Phase 3: Full Compliance.

After December 16, 2019, all carriers and drivers subject to the rule must use certified, registered ELDs that comply with requirements of the ELD regulations. Currently, the Phase 2 compliance deadline is approaching, and carriers and drivers are struggling with the decision, "do I buy AOBDR or ELD?"

## The struggle is real

The ELD Rule requires ELD vendors and their solutions to be listed on the FMCSA website. This is a self-certification process, which means that the ELD provider is responsible for registering their device. What most people don't understand is the FMCSA currently has no process in place to confirm or deny an ELD provider's claim of being compliant. Meaning only the ELD provider knows the true answer to whether they are compliant or not.



Companies can choose to merge their ELDs as part of a total fleet management solution.

Since in the future, the FMCSA will have in place a standardized way to test compliance, many of the well-known providers, are waiting on all the necessary information to be released by the FMCSA before registering their devices. So, why is this important?

Choosing one of the registered devices on the list right now is very risky. Most providers take full responsibility for their products compliance, and it doesn't make sense for them to self-certify that they are in full compliance with all the requirements, when they don't yet know exactly what those requirements are.

It is a requirement that ELDs must be able to transfer data electronically. There are two key FMCSA components that will ensure ELD vendors are doing this successfully. One is a web services URL which the FMCSA has not yet published, and the other is the FMCSA eRODS system, which the FMCSA has not yet granted supplier access to. The FMCSA has also not yet provided any target dates when either will be accessible.

Additionally, providers must be able to ensure that in the future what is reflected within their respective ELD system matches perfectly with the data that the FMCSA shows within their eRODS system. A provider self-certifying before any of this can be tested would put the manufacturer, and their customer in a vulnerable position. Eventually, the FMCSA will provide this information to assist ELD providers in determining whether their products meet the requirements.

What can you do in the meantime? It is my suggestion that you get started with



## THE AUTHOR

A noted trade author and speaker, **Christopher P. Nelson** is vice president of ISE Fleet

Services, which leverages ISE's professional and compliance services to provide an end-to-end safety and compliance focused solution geared especially toward satisfying commercial fleet customers in North America. He has served in executive level safety and operational positions with several trucking companies, providing him first-hand knowledge of the challenges carriers face in dealing with safety, risk and regulatory compliance.



**With a rapidly changing regulatory landscape and the Compliance, Safety, Accountability (CSA) program focusing more attention on identifying Hours of Service (HOS) and maintenance violations, companies must have confidence in their regulatory compliance processes.**

a solution that can be upgraded in the future to ELD. Most of the reputable ELD providers are currently offering a fully compliant AOBRD solution, upgradable to ELD via a simple over-the-air update, using cellular or Wi-Fi.

Getting started now allows you to take full advantage of all the benefits a solution provides, whether it is an AOBRD or ELD.

What benefits can drivers expect



to receive by complying with these requirements? Safety is the number one benefit. By putting a focus on HOS compliance, FMCSA estimates that 1,844 crashes could be avoided and 26

lives saved annually, under the rule. This prevents drivers from operating vehicles when fatigued.

## Reduce overall risk

Accurate records of duty status can provide additional clarity when involved in litigation. Many systems collect additional critical event data that gives insight into driver and vehicle behavior. All this information helps make an informed decision regarding: do we settle or should we defend?

## Operational monitoring

Operations has a better view into fleet availability, which allows for more precise dispatching decisions.

AOBRDs and ELDs greatly reduce the obvious form and manner errors, which immediately make impact on CSA scores.

These are just a few of the more obvious benefits, there are many more a fleet can take advantage of when deploying an AOBRD or ELD system.

The implementation of technology can have a significant impact on safety, and can help prevent the very types of accidents that lead to lawsuits.

There are many in the industry that believe implementation of these safety technologies will reach a tipping point, where attorneys will actually start asking fleets why they aren't using some sort of technology to prevent accidents.

Some legal experts are even saying this type of technology could become "the standard of care," like the need to have a fence around a backyard pool to reduce the likelihood and resulting liability of someone wandering in and drowning.

As you search for a total fleet management solution, consider ELDs as one element of a total fleet management solution, that can help improve compliance, reduce risk and better position your company to take advantage of operational efficiencies.

## Questions and answers

You might have noticed the growing number of options lately when it comes to ELD providers. Since the announcement of the FMCSA ELD mandate, everyone is trying to offer a solution. So how do you tell which company is a responsible choice and which one you should avoid? Here are a few important questions you can ask yourself:

### 1. WHAT IS THE ELD PROVIDER'S PATH TO FMCSA ELD COMPLIANCE?

Ask the provider if the solution is AOBRD or ELD. If they are AOBRD, then ask for them to provide you their plan for getting to ELD; to include their target date for certifying on the FMCSA website. This will help to make sure you are safe before the deadline of December 18th, 2017.

### 2. WHAT'S THE ELD PROVIDER'S TRACK RECORD? ARE THEY STABLE? WILL THEY BE AROUND IN THE FUTURE? DO THEY HAVE A POSITIVE REPUTATION? IS THE SOLUTION PROVEN?

Hours-of-service regulations are surprisingly complex to automate. Plus, there are occasional changes, such as the congressional back and forth on the 34-hour restart rule for property-carrying drivers. Ask yourself, "Does the vendor's hours-of-service system have a track record of proven compliance? How quickly is that vendor able to respond to regulatory changes?" What is their motivation to get to ELD? Do they have the capability to scale their infrastructure to maintain system performance? Ask for business references to confirm they can perform as promised.

### 3. DOES THE ELD PROVIDER'S CUSTOMER SERVICE SUPPORT TRACK RECORD MATCH THEIR CLAIMS REGARDING HOW WELL THE SOLUTION WORKS?

What are the vendor's support hours? Do they offer tiered support that can provide timely resolutions? Do they get a lot of support calls; meaning do they have a small team, that receives fewer calls because the solution works or do they have large team, that receives numerous calls, due to the solution not working at all.

### 4. CAN I TRY THE SOLUTION OUT?

Choosing a telematics solution for your fleet is a major decision, one that you will live with for years. You can gain confidence and experience by installing devices on a few vehicles and trying them out. Look for feedback from drivers, maintenance and operational staff. Does the system work as intended? Is it easy to learn and use? Is the vendor responsive to questions? Look for a provider you can trust, and one that is going to educate you, not sell you a future headache.

With a rapidly changing regulatory landscape and the Compliance, Safety, Accountability (CSA) program focusing more attention than ever on identifying Hours of Service (HOS) and maintenance violations, you must have confidence in your regulatory compliance processes.



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# Monster cranes

The market for huge heavy lift cranes is expected to blossom. **D. Ann Shiffler** reports why.

**S**uper heavy lift cranes perform huge feats and they often are the star of impressive YouTube videos. They are dispatched around the world to lift and install gigantic equipment, components and vessels at power plants, refineries, wind farms and sports stadiums. Sometimes it takes more effort to transport, set up and test these machines than it does to make the lifts they were sent to make.

Cranes in the super heavy lift category generally fall into the 1,000 to 5,000-ton capacity class. Within this class are two types of heavy lift machines: conventional crawler types that can pick and carry and

ringier cranes that make lifts from one place.

Lampson International, Liebherr, Manitowoc and Terex produce super lift cranes that are of the crawler variety. ALE, Deep South Crane & Rigging, Bigge

Crane & Rigging, Mammoet and Sarens produce heavy lift machines that fall into the ringier category.

All of these machines represent design superiority, a huge commitment by the manufacturers and a substantial



A Demag CC 8800-1 TWIN, with a capacity of 3,200 tons, works at a refinery in Qatar.





**Maxim CraneWorks' Manitowoc 31000, with a capacity of 2,535 tons, recently finished installing the complicated roof system at the new Atlanta Falcons stadium.**

"As long as they can work together with companies like Maxim to supply these specialty cranes of 1,000 tons or greater, then everyone can work together to ensure maximum returns for all parties involved," said Bardonaro.

Just two 2,535-ton Manitowoc 31000s exist in the world. The one owned by Maxim just completed working at the new Atlanta Falcons football stadium.

"This crane exceeded our expectations on the new stadium," said Maxim's Alan Ashlock. "By using this crane, they were able to get the project back on track. It has been an amazing machine and we look forward to utilizing it on projects in the near future. The VPC system was a major reason this was the crane of choice for the stadium project."

## Fewer picks required

The VPC allows the counterweights to adjust to an optimum position depending on the load, Ashlock said. Fewer picks were required because the roof sections could be assembled on the ground in large pieces rather than picking them individually.

In North America, 600 to 700 tons is the

investment by the owners. Such is the case for Maxim CraneWorks, owner of the only Manitowoc 31000 in the United States.

"It is very difficult to justify the purchase price of a 1,000-ton capacity or larger crane," said Frank Bardonaro, Maxim's chief operating officer. "These cranes are usually purchased for a specific, long-term job with the goal of securing similar projects with very little gap in between the jobs."

However, the reality is that such projects and their start dates are rarely cooperative, Bardonaro said.

"There could be significant gaps of revenue between rentals, which means the owner has to deal with a very capital-intensive investment that could generate little or no revenue over extended periods," he said.

According to Bardonaro, manufacturers and customers neglect to mention that purchasing the crane is only a piece of the equation. These large cranes require services that could add millions of dollars in costs to the business. It makes sense that owners of these large units need to have a "significant geographic footprint" to be able to maximize utilization.



**At 3,300-tons capacity, the Liebherr LR 13000 is the largest conventional crawler crane in the world. The first LR 13000 to work in the United States was in 2013-2014 at the Whiting Refinery in Illinois.**

"sweet spot" capacity for crane-owning companies, according to Ingo Noeske, director of product management, crawler cranes, Terex Cranes. The reason few companies own mega cranes – 1,000 tons capacity and above – is because of the expertise required in terms of assembly, handling and operation. "The large capacity cranes require more knowledge in how to handle the crane," Noeske said. "You need very educated people who have experience with these cranes and who have experience working in these more difficult job sites such as power plants and refineries. Plus there are heightened safety requirements at these job sites."

It may take 100 to 150 truckloads to mobilize one of these cranes, and it's an expensive endeavor to move one globally. However, the market for super heavy lift cranes is expected to see growth.

"Right now, the population of 600 and 700-ton capacity cranes is very high and we think that in the future, there may be an even higher demand for the 1,000 to 1,200-ton capacity class," said Noeske. "We are certainly seeing this demand in wind work in Europe. We need to be prepared that this is the next growing class of cranes. We don't think it will destroy the 600-ton class but we do anticipate a higher need for the larger capacity class."



**A Liebherr LR 13000 works in tandem with a LR 11350 at a project in Mexico.**



## Module mania for Mammoet

The Mammoet PTC 200 DS is one of the largest onshore ring cranes in the world. Designed by Mammoet, the PTC 200 DS has a capacity of up to 5,000 tons. With a relatively small footprint of 184 feet (56 meters), the crane has a long reach of up to 735 feet (224 meters) and it can turn 360 degrees without the need for additional space.

Mammoet recently used this crane to successfully complete the process of weighing, transporting and lifting the modules of the P-76 FPSO platform for the Technip-Techint consortium at the Techint Offshore Unit in Pontal do Paraná - Brazil. The consortium was contracted by Petrobras to carry out the construction and integration of the oil and gas processing modules. Mammoet was responsible for the integration part of the project, and the PTC 200 DS crane provided the exact lifting power required for the project.

"This was essential because large and heavy modules needed to be installed with millimeter precision, while there was limited space available for the crane on the quayside," said Daniel Detoni, project manager, Mammoet Americas.

The crane allowed the positioning of the modules with the required precision within the limited space.

"After assembly of the PTC, Mammoet transported and lifted 30 modules within a very tight schedule and with a good safety record," said Detoni.

Lifts ranged in weights from 190 to up to 1,979.50 tons. The weight of the rigging totaled 225 tons. Combined the weight of all loads lifted exceeded 23,790 tons. The lifts were made during a 58-day period with two shifts working each day.

"The benefit of the PTC on this project is that operating such a large crane in a fixed spot gave us more stability in handling the cargo, a faster operation and greater accuracy of movements," said Detoni. "The biggest challenge was installing the modules on a floating vessel that could be affected by wind, weather and sea movement."

Upon completion of the commissioning process, the platform will have the capacity to produce up to 150,000 barrels of oil and compress 7 million cubic meters of natural gas per day, operating in the Búzios III field (Santos Basin pre-salt).

**The PTC 200 DS, with a capacity of up to 5,000 tons, lifts the last part of the P-76 module, the flare.**

**Mammoet's PTC 200 DS lifts a module to be integrated into P-76 at the Techint Offshore Unit in Pontal do Paraná - Brazil.**



Terex Cranes produces the Demag CC 8800-1 TWIN, which has a capacity of 3,200 tons, and was first introduced in 2007. Four of these cranes are working in the world.

"When you look at the design of a crane in this class, we have a safety first approach," said Noeske. "You have to design the safety features – the handrails, harnesses and working at height – into the crane from the beginning and simultaneously with all the components."

At 3,300-tons capacity, the Liebherr LR 13000 is the largest conventional crawler crane on the market in the world. The first LR 13000 to work in the United States was in 2013 at the Whiting Refinery in Illinois.

Owned by Mammoet, that crane is now in Dubai building the largest Ferris wheel in the world, the Ain Dubai (translated means Dubai Eye). According to news reports the observation wheel's assembled hub and spindle is about 131 feet long (40 meters), 65 feet tall (20 meters) and weighs 1,990 tons (1,805 metric tons).

Working with the LR 13000 is Mammoet's PTC DS-200 ringer crane, which has a capacity of 5,000 tons.

Another LR 13000 is working in Pakistan, and another is being assembled for work in Mexico by Eseasa Construction.

The LR 13000 is enormously powerful, yet extremely flexible in how it can be configured, according to Liebherr's Klaus Huberle, general manager of crawler cranes at Liebherr-Werk Ehingen GmbH. In addition to its capacity and strength, the LR 13000 is also easier to transport.

"The good thing about the Liebherr LR 13000 is that the design is the same as our LR 1100 or LR 1300, just on a larger scale," said Huberle. "Owners who are familiar with our smaller capacity cranes can run this one, too."

### Inquiries are up

To prepare for demand for the LR 13000, Liebherr always keeps one in a standard delivery scope in stock, Huberle said. While it typically takes 18 months to build one of these units, if this crane was ordered today Huberle said Liebherr could deliver the crane in less than a year.

Inquiries about the 1,000-ton plus crane class are up, according to Harley Smith, global product director for crawler cranes for Manitowoc.





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"While these are not production volume machines, you do have quite a few players in the global market," said Smith. "For a company to be interested in this size machine, the first item is utilization. Do they have the infrastructure to support it, the transport arm to help move it and can they get the work and the rental rates to make the return on investment? Maxim CraneWorks has the bandwidth to support the Manitowoc 31000. Not many crane companies have those resources."

Still, Smith said the demand for this type of heavy lifter will increase. But it's difficult for a crane owner to invest in speculation.

"They have to have the confidence that there is enough work available," said Smith. "Ultimately I think we will see this sector blossom into a larger market."

Maxim's Bardonaro agreed that the market will continue to migrate to larger capacity lifting cranes.

"However it seems to us that there are enough cranes of 1,000 ton and greater available in the market today to cover the projected work for the next several years," he said. "Manufacturers made the mistake of over-supplying the market with tower cranes, large rough terrain and truck cranes during the last economic recovery, which caused a surplus of cranes that are still under-utilized today. Although we feel confident that the large crane market will remain strong, we believe that the companies that own these cranes today can work together with other contractors and rental customers to ensure that all of the projects scheduled between now and 2018 and beyond can be covered with the current supply. We all want to see the demand increase, but until rates are able to increase at the levels needed to justify these huge capital outlays, it seems like the deliveries of additional large cranes will remain relatively flat."

## Each tool has its value

As the OEMs approach product development in this class of crane they will all look at the same elements: transportability, ease of assembly and disassembly, commonality of components between similar models, technical features, multiple configurations and safe operating ability.

## Lampson: Lifting down under

In Port Pirie in Australia, Nyrstar N.V is constructing a refinery for the production of metals such as lead and zinc. This has required the lifting and transportation expertise of a worldwide player, Lampson International.

Lampson dispatched its Lampson Transi-Lift LTL-2600 as well as a Manitowoc 2250 with MAX-ER, Manitowoc Triple 9 and Triple 7, three Grove RT-9130s and 81 axles of Goldhofer trailer. Lampson's team has been working at the metals refinery for six months and expect to finish by mid-2017.

"This is the perfect project for Lampson International equipment as it suits the company operated, specialized, over-dimensional trailer as well as the heavy lifting capabilities of the Lampson Transi-Lift LTL-2600," said John Lee, managing director, Lampson Australia.

Thus far, the heaviest lift was the furnace module that weighed 1,494,200 pounds. "The first challenge of this project is that it is designated as high risk," said Lee. "Site personnel must change clothes completely when entering, shower before exiting and wear respiration protection and full length overalls along with the normal PPE that is standard across Australian worksites."

Located in central and southern parts of Australia, the job site is about 1,243 miles (2,000 kilometers) from either of the more populated coasts, making transportation of equipment and personnel expensive. However Lampson was successful at keeping costs down, Lee said. To lift the furnace module and other heavy components in a timely manner, Lampson's engineering team designed rigging equipment and a spreader bar system to suit lifting the heavy modules.

"It requires precision coordination to assure assembly and operation of construction equipment while minimizing the disruption of normal operations at the smelter site," said Lee.

The centerpiece crane is the Lampson Transi-Lift LTL-2600, which Lampson said is one of the world's most versatile heavy lift cranes.

The Transi-Lift System is a patented configuration that combines the heavy lifting capacities of stiff leg derricks and ring-mounted lift equipment with the mobility of a conventional crawler crane. The crane features two fully mobile, individually powered crawler transporters, up to 460 feet of main boom, up to 240 feet of jib and 240 feet of MEC27AB jib.

"The crane is completely mobile under load," said Lee. "It can be transported by conventional trucks and the counterweights are assembled and filled onsite."



**The 2,600-ton capacity Transi-Lift hoists a pipe rack module that weighed 293,000 pounds.**

As far as which heavy lift crane design is best, that depends on the job and the owner.

"Each tool has its value," said Bardonaro. "Of course, the ringers and other fixed derrick cranes have strong lifting capacity but are very limited on mobility once the equipment is onsite. We are quoting the Manitowoc 31000 for a job right now versus a derrick crane, whereby

the mobility, footprint, ground-bearing features and versatility of the 31000 will allow the customer to complete the project in a much more compressed time frame with significant site preparation cost savings. Both types of equipment are unique and amazing in their own special way, but we feel the 31000 and VPC counterweight system are best in class at this time."



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# Gantries galore

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**Hannah Sundermeyer** reports."

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From working with a NASA rocket engine to lifting more than a million pounds, check out ACT's annual project roundup of jobs that showcase incredible gantry usage.

## Risky business

Tradelossa, headquartered in Durango, Dgo, Mexico, recently performed a complex project that involved rigging, assembling and installing a huge steam generator. The scope of the project also included lifting and installing several components such as parts of the steam turbine and the outer casing of a condenser. According to Tradelossa, there were many challenges to the project, to say the least.

"Operations were executed 15 meters (49 feet) above the ground for their assembly, considering them as high risk and performed under special safety conditions without incidents," said Tradelossa's spokesman.

The new steam generator was installed at the Combined Cycle Power Plant Empalme to meet forecasted demand for electric power in Northern Mexico. The project lasted two months and involved several pieces of equipment, including a 628-ton strand jack lifting system, J&R

Engineering Lift N Lock gantries and a jack and slide system.

The parts of the steam turbine measured 6.3 meters long (20.66 feet), 3.8 meters wide (12.46 feet), 4 meters tall (13.12 feet) and weighed up to 141 metric tons (155 U.S. tons). The outer casing of the condenser measured 9.1 meters long (29.85 feet), 9 meters wide (29.52 feet), 3.9 meters tall (12.79 feet) and weighed about 99 metric tons (99 U.S. tons). The full steam generator was 11.5 meters long (37.72 feet), 4.9 meters wide (16.06 feet) and 4.8 meters tall (15.74 feet). It weighed in at 330 metric tons (364 tons).

## Ready for takeoff

Nelson Trucking recently performed an interesting exhibit installation at the Museum of Flight in Seattle, WA.

The F1 Apollo Rocket Engine was hauled from the NASA facility in Huntsville, AL to T-Zero Racing in Preston, WA. T-Zero Racing was contracted to design and fabricate a stand and lifting brackets for rotating the huge rocket engine. The engine was off-loaded from the trailer using an 80k forklift.



**The F1 Apollo Rocket Engine was unloaded from a NASA truck and then relocated in the early hours of the morning to The Museum of Flight in Seattle, WA.**

Once the stand and brackets were complete Nelson Trucking's crew reloaded the engine and hauled it to the museum on March 14. The project and rigging crew began unloading and moving the engine and nozzle into the museum at 3 a.m. Once the engine was towed into the Museum's Space Gallery, Nelson's crew set up gantry tracks and two Lift Systems 66-ton capacity Model 4066CTI four-point gantry system rented from Rigging Gear Sales, based in Dixon, IL.

This particular gantry was chosen because the Space Gallery is located on the second floor of the museum, and floor loads were a big concern. The engine was lifted from the shipping dolly with four posts, then rotated from



**The steam generator installation included a 628-ton strand jack lifting system, J&R Engineering Lift N Lock gantries and a jack and slide system.**





Burkhalter used two J&R Engineering 500-ton gantry systems to lift a 1.8 million-pound converter.



The SB50 gantry crane is the first Shuttlelift to incorporate a unique C hook design to assist with the handling of large steel coils.

horizontally to vertically. The stand had been pre-bolted by T-Zero Racing. Nelson's team then set the nozzle over the stand and the engine was lifted with two posts of the gantry and set onto the nozzle. The 240 nuts and bolts were attached, mating the engine to the nozzle.

## Maneuvering millions

Burkhalter recently utilized two sets of J&R Engineering 500-ton Lift N Lock gantry systems to lift a 1.8 million-pound ammonia converter at a Louisiana petrochemical plant. Challenges included a tightly confined work area and poor ground conditions.

The use of Goldhofer SMPT-E platform transporters and eight hydraulic gantry legs made it possible to set the horizontal vessel without the use of a heavy crawler crane, creating a more efficient and

economical solution for the client, according to Burkhalter.

To negate poor ground conditions, Burkhalter engineered a support system using designed beams to span across the existing foundation piers in order to contain the weight of the vessel to the established support points.

## Inventive lifting

Shuttlelift recently delivered a SB50 gantry crane to Bull Moose Tube Company in Casa Grande, AZ. The 50-ton capacity machine is the first Shuttlelift rubber-tired gantry to incorporate a unique C hook design to assist with the handling of large steel

coils. Adaptability was key.

A rapidly growing company in the steel pipe and tube industry, Bull Moose Tube was in need of a machine that would improve efficiency and safety while continuing to meet their commitment to quality and service. The SB50 includes a variety of features to fit these needs and assist in the manufacturing process at the Casa Grande location.

"The number one selling point for a Shuttlelift at our location was the ability to size the wheelbase and lift height to exactly fit our use and available space to maneuver the crane," said Greg Huff, vice president of technology and continuous improvement.

>59



Two Mi-Jack MJ85s gantries were built with bogey-style rail wheels, a 103-foot inside clear width and a 40-foot hook height. The job required the machines to be 'launched' with the structures as the bridge was built over the river.



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In addition to working with Bull Moose to create custom machine heights, Shuttlelift designed the crane with specific coil-handling capabilities. This feature has enabled Bull Moose Tube to optimize production and performance for its customers.

“The single beam design is a much better solution for single point lifts such as ours unloading large, 25-ton plus steel coils from rail cars and taking them to storage in our yard,” said Huff. “Add this to the standard use of an operator on the ground using a remote control and the overall job has become much safer and more efficient for us than a limited/restricted sight-line cab operated machine.”

## E-Z does it

Nashville, TN-based Hampton Crane Services is participating in an ongoing project that involves the usage of two 600-ton E-Z Lifter gantries. Unloading a variety of stamping press components in both LaFayette, GA and Athens, TN, these two sets of gantries were needed to drop off the massive components outside the project sites. Not only was size of the components an obstacle, but high voltage



**Two 600 ton E-Z Lifter gantries are being used in an ongoing gantry project unloading a variety of stamping press components in Georgia and Tennessee.**

power lines created a safety issue that had to be considered in every step of the process.

Both projects used dual-lane trailers, a Trail King TK 500 and a Trail King TK 170, for the transportation of the supplies and hauling over 300,000 pounds of components. The press, with all parts

assembled, in Athens, TN weighed in excess of 500,000 pounds. The presses, one for an appliance company and one for an automotive company, were hauled from Mississippi to Tennessee and from Savannah to Lafayette, GA. Once assembled, the press in Lafayette weighed in close to 400,000 pounds.

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# Full swing!

Able Rigging Contractors assisted in making improvements at Major League Baseball's Yankee Stadium.

Able Rigging Contractors deconstructed and removed the existing pre-cast concrete bleachers located in right and left fields.



It's April, and that means baseball season is about to be in full swing. But long before the teams take to the fields for the 2017 season, baseball venues around the country have been prepping for the first pitch.

In October 2016, owners of Yankee Stadium – built in 2009 and located in The

Bronx in New York City – revealed a host of planned improvements for the 2017 season, including the new Sunrun Kids Clubhouse, which features a mini-baseball field and Yankees-themed playground equipment. Other improvements include new food and drink locations, party decks and the new AT&T Sports Lounge,

To protect the outfield grass surface, interlocking composite plastic plates were installed for the crane to sit on for the lifts.



Without disturbing existing signage, the Able team skated out the top pre-cast bleachers using wide flange rigging beams.

a sports-bar like facility on the main concourse near left field. The goal of the improvements was to add social gathering spaces overlooking the visitor's and the Yankee's bullpens.

Hunter Roberts Construction was named general contractor for the construction of the new amenities, which involved demolishing several rows of concrete bleachers. Hunter Roberts hired Rite-Way Demolition, based in Flushing,

>62



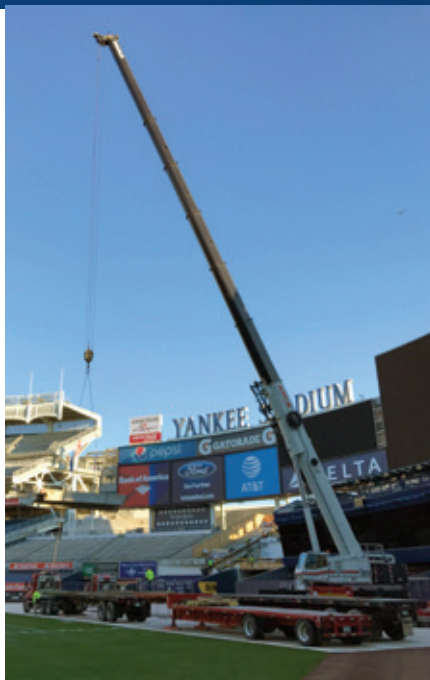
NY for the demolition work. In December 2016, Able Rigging Contractors of Deer Park, NY won the contract from Rite-Way to assist with the removal of the heavy and cumbersome beams and pre-cast concrete bleachers.

## The right crane

Able's team rigged, hoisted and lowered the pre-cast concrete bleachers onto trucks and then transported them to the scrap yard where they were unloaded and recycled. Able performed this work utilizing its Link-Belt 3275-ATC all-terrain crane.

"Due to its size, load capacity and outstanding reach, we determined the Link-Belt was the right crane for the job compared to similar sized machines," said Robert LaChapelle, vice president and master rigger for Able. "We had to take into consideration travel height to gain field access. The crane's unique low profile left a couple of inches of headroom to spare as it traveled on the ramp under the bleachers."

Able's fleet of trucks and trailers were used to transport the bleachers as well as the pre-cast panels, beams and columns that were dismantled and hoisted down



for removal.

The crane was rigged with 147 feet of boom with approximately 156,500 pounds of counterweight. The maximum gross load was approximately 30,000 pounds at a 105-foot maximum radius. For the bleacher removal, a spreader bar was used to level out the load.

**The original pre-cast bleachers were up to 42 feet long and weighed as much as 27,000 pounds.**

To protect the outfield grass surface, interlocking composite plastic plates were installed for the crane to sit on for the lifts.

The original pre-cast bleachers were up to 42 feet long and weighed as much as 27,000 pounds. Crane placement and hoisting was a challenge due to current stadium signage in both left and right fields and the location of the top row of bleachers. Able's crews would need to determine how to remove the top row of bleachers without disturbing or damaging any of the existing signage.

The solution was to install wide flange rigging beams and place them under the top bleacher row, supporting it with steel frame and timber blocking, which was placed under the beams, with the blocking sitting on bleacher rows under the top row.

With the rigging beams in place, the top pre-cast bleacher row was then skated out from under the large existing stadium signage and subsequently lifted away by the Link-Belt 3275-ATC. Able's team completed the work in just six days. ■



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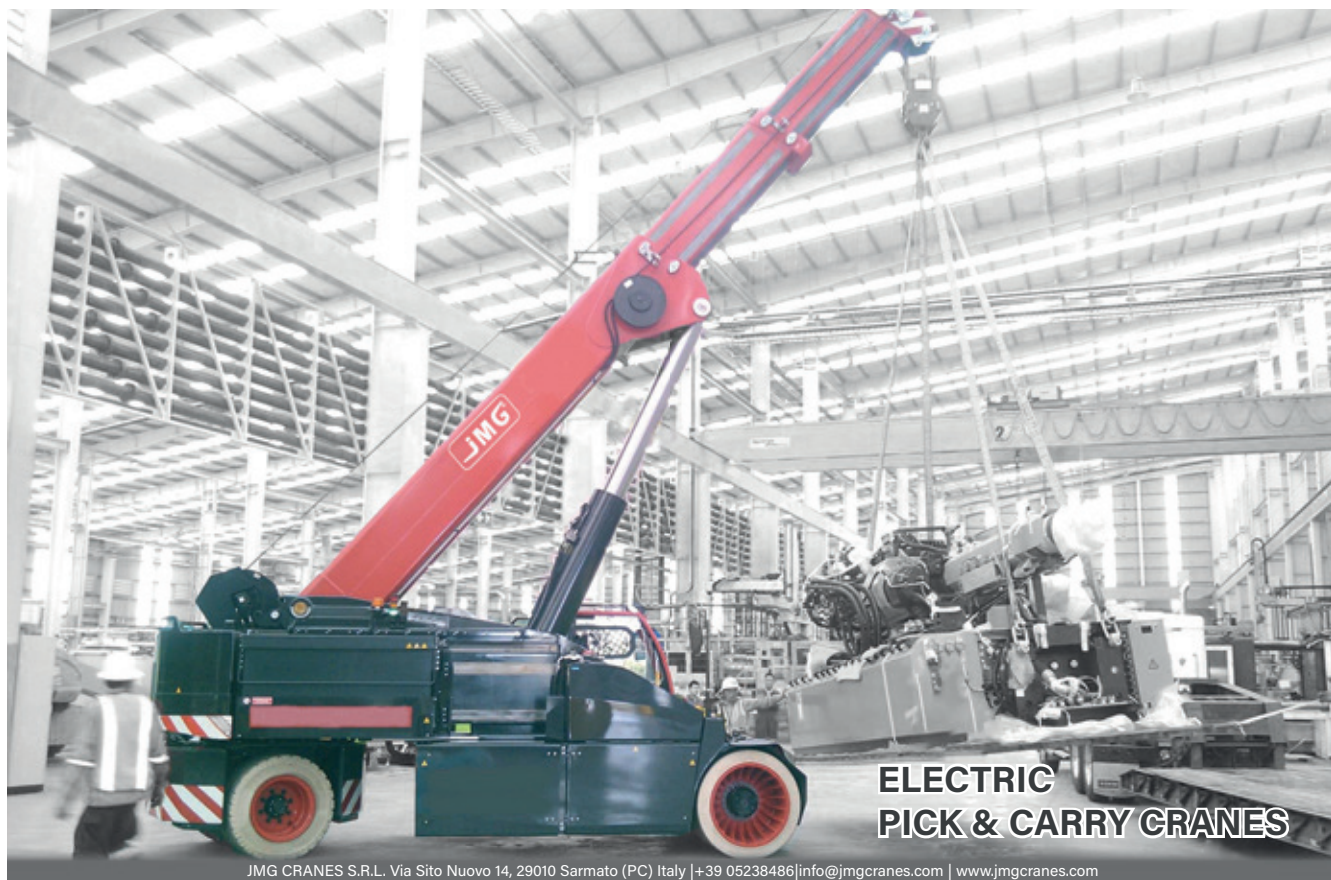
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# High five moment

Imperial Crane saved Loyola University time and money on a chiller replacement project in downtown Chicago.

**C**hicago-based Imperial Crane & Rigging often wins jobs based on adept lift planning, crane selection and its “thinking outside the box” mentality.

A case in point was a recent HVAC replacement job on the campus of Loyola University. The scope of the project was to remove and replace a chiller unit from the roof of the 13-story Loyola Center Tower that is located on Pearson Street, which is right off Michigan Avenue and just down from Water Tower Place. The old HVAC unit weighed 15,000 pounds and its replacement weighed 14,000 pounds. The unit needed to be placed about 35 feet beyond the roof line.

Pearson Street would need to be shut down for the set up of the crane, for the lift and for the disassembly of the crane. Depending on the size of the crane chosen for the project, the shut-down time would range from 12 to 24 hours.

## Really tight fit

Imperial Crane’s Senior Project Manager Jeff Hejna looked at the job site from every angle to determine the quickest, safest and most economical way to perform the lifts. Using 3D Lift Plan software, he chose a Grove GMK 6300L as the centerpiece crane. Using this particular crane had its challenges, mainly space constraints, but utilizing this model crane would save a lot of time and money.

“We literally had a five-foot cushion to the east and a five-foot cushion to the west,” said Hejna. “If we were set up five feet further to the west we would not have had the room to set up the crane, and if we were five feet further to the east



The Grove GMK 6300L was the perfect solution because of its short setup and tear down time.



**From start to finish, setup, picking and tear down was 11 hours, one hour short of the 12-hour permit.**

to block off the street from Rush Street to Michigan Avenue. The cost would have been a great deal larger. The parking garage would have had to be shut down for a full day. In this scenario, it would have taken 12 hours to build the

crane, eight hours to perform the lifts and 12 more hours to break down and move the crane.”

The GMK 6300L was the perfect solution because of its short setup and tear down time.

“From start to finish, setup, picking and tear-down was 11 hours,” said Hejna. “We did it all on a Sunday and we were gone before our allotted 12 hours was up.”

we would have had to block and close a major parking garage. This job required us to thread the needle. We had a five-foot margin of error.”

But after doing all the calculations and assessing every element of the lifts, Hejna was convinced this was the best scenario.

“We could have used a larger crane,” said Hejna. “If we had used a 500-ton crane with a full luffing jib we would have had



The crane was rigged with 245 feet of main boom at a radius of 78.4 feet, plus a 39 foot swing-away jib at 20 degree offset. It was rigged with its full counterweight of 220,000 pounds, and fully rigged the crane was set up at 38 feet wide including the outrigger mats set up on a 40-foot wide street.

“It was critical that the crane was in the exact position,” said Hejna. “The lift plan was an important element and we walked the job twice to make sure all the measurements were correct and that all the clearances and safety factors were met.

Setting up the crane was increasingly challenging as the operator had to swing the jib in such a small area.

Getting the permission to close the street for 12 hours was another hurdle and required the approval of the Chicago City Alderman.

“That was quite an undertaking getting permission to close the street,” he said.

The day of the lift was perfect, about 30 degrees F and 8 mph winds. Wind conditions are always a concern in Chicago, especially for a job like this one that required lifting the HVAC unit to a height of 214 feet.

## One shot

As the cold Sunday morning dawned, the crane was already on site as it had performed a couple of smaller lifts on the Loyola campus the day before. Due to noise restrictions, Imperial crews were not allowed to start building the crane until 8 a.m., and they would need to have it broken down and off the street by 8 p.m.



The crane was rigged with 245 feet of main boom at a radius of 78.4 feet, plus a 39-foot swing-away jib at 20 degree offset.



The GMK 6300L was rigged with its full counterweight of 220,000 pounds. Fully rigged the crane was set up at 38-foot wide including the outrigger mats setting up on a 40-foot wide street.

“We rolled into place right about 8 a.m.,” said Hejna. “We started the first lift to hoist the old unit down about 10:30 a.m.”

Imperial had a crew of four on the job and there were four workers from the rigging company hired to rig the HVAC unit to the crane. The rigging company supplied the spreader bars and below-the-hook gear. All total, six picks were made. Two other units were lifted to the roof as well.

Hejna was extremely pleased with the project.

“Everything went better than expected,” he said. “It was a tight fit. Normally we have a couple different options for making the pick, such as moving the crane a bit or lengthening the rigging. But with this job we had one shot. The crane had to be where it was to make the lift, and it had to be this crane. No other 350-ton crane would work because there wouldn’t be enough boom length. It was one of those things when worlds collide and everything falls into place.”

Using a larger crane would have required 24-hour street closure, parking garage closure and the expense of an assist crane.

“We were able to save the customer a great deal of money by doing the lift this way,” said Hejna. “The cost for using the larger crane would be \$100,000-plus or higher depending on the setup. We ran it a ton of different ways and realized we could make the pick safely and efficiently. When this job was complete, it was definitely one of those high five moments.”

It was critical that the crane be in the exact right position. The lift plan was an important element and assured the clearances and safety factors were met.





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# Complicated endeavor

Crackdown on illegal immigrants adds to worker woes.

**T**hroughout 2016, then-candidate Donald Trump utilized the power of firm positions on challenging topics – creating for himself a collection of headlines that now, as president, he's attempting to address and implement.

One headline that dates all the way back to his entrance into the presidential race involves the deporting of massive amounts of illegal immigrants. Regardless of one's politics, there's no denying that this endeavor is complicated, especially through the lens of the construction industry.

Earlier this year, Kim Slowey published a piece in *ConstructionDIVE* recognizing that the construction industry's utilization of undocumented workers has always been carried out with somewhat of an unspoken agreement. "Often several times removed from a general contractor via layers of subcontractors, the employment of foreigners without proper work credentials has taken on a 'don't ask-don't tell' quality and has managed to survive, regardless of what immigration enforcement policy has thrown at it," she explained.

But as she also noted – and as the new president continues to declare – that could all change soon. Recognizing Trump's emergent narrative that stresses a focus on deporting violent criminals, the question remains: how will all of this impact the industry?

Considering the current worker shortage, it stands to reason that an additional crackdown on immigrants could wreak havoc on an already fragile

workforce. The president has signed an executive order authorizing the hiring of an extra 10,000 officers through ICE (Immigration and Customs Enforcement) to round up violent/criminal illegal immigrants. But as Slowey pointed out, one can imagine such an operation getting tricky pretty quick – resulting in many thousands of non-criminal/violent workers being deported.

It should be noted that legislation under the Obama administration certainly addressed this issue: more people were deported than ever in the U.S. under Obama. Additionally, and as before, businesses that employ undocumented workers will continue to find themselves under increased examination. Nationally, construction workers are comprised of around 13 percent undocumented workers. The national average for everyone else is around 5 percent.

## Legitimate documentation

It doesn't take a genius to figure out where ICE will aim its investigation(s) first. Slowey explained how "... ICE focuses on employers ... most often in the form of a paperwork check to ensure that they are collecting required employee documents – like social security cards, birth certificates or other proof-of-work authorization – and then checking to make sure those documents are legitimate."

This documentation check falls beneath the banner of an I-9 audit (which references the identity-verification form employers must have on file for all employees). Failure to comply can cost

businesses more than \$2,000. Employers should keep valid I-9s on file for each worker, and keep a sharp focus on independent contractor relationships. "A misclassification of independent contractors as employees could lead to fines, penalties and additional taxes from the Department of Labor or IRS," she said.

Unfortunately, many companies take the position that if they don't employ questionable employees, their competition will. Or, if they can't fill a worker shortage with legal workers, American or otherwise, they might be left with little choice but to take the risks.

One ongoing approach companies are practicing involves taking good care of the documented workers they do have. But that doesn't necessarily do much to decipher the worker shortage in general. Slowey's piece described how companies have reported having to turn down jobs because they couldn't find enough documented workers.

A guest-worker program, while proposed by the Obama administration, might be worth another look – says the Associated General Contractors of America, as well as continued efforts within the industry to attract young workers. ■

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# '4 under 40'

**Mike Chalmers** reports on SC&RA's young leadership and how they are impacting the industry.

Leadership being one of the hallmarks of enduring success for SC&RA members, it goes without saying that the Association benefits greatly from the collective strength represented by its many members around the world.

Spotlighted here are four SC&RA members under the age of 40 who epitomize the best and brightest in the industry today, and beyond.

## Adriana Nunes

Adriana Nunes runs the marketing department at Transdata Movimentacao De Cargas Complexas (Sao Paulo, Brazil). She began her journey with Transdata while changing careers – a transition she now considers paramount.

"I was looking for a challenge, and Transdata has fulfilled my wishes," she assured. "The company was improving when I came in, and I learned a lot. Today we are positioned to become a leader in all of Latin America. As head of marketing, there is a lot to do in terms of branding and market intelligence."

In general, Nunes explained that Brazil faces its own unique challenges.

"The world is facing a petroleum crisis,

but in Brazil, our internal crisis is much worse," she said.

As a young member, she always feels among friends with SC&RA staff and members, and considers her involvement fundamental to success. "To be linked with a renowned international association is essential," she said.

"The Association consistently offers relevant educational topics at events and in webinars – the networking opportunities with other members are very important for me."

## Ben Forster

Ben Forster serves as vice president at Rigging Gear Sales, Lift Systems and Riggers Manufacturing Company (Dixon, IL). He began in the industry around 12 years old, attending industrial trade shows in the summers with his father as an exhibitor with Rigging Gear Sales.

"After college, I approached my parents about joining the family business – resume in hand and wearing a suit," he described. "My post-college career began by building the equipment at Lift Systems that I would eventually sell."

Forster eventually transitioned to sales and has worked in that capacity ever since. From his current executive vantage point, he quickly recognizes industry challenges.

"Two main issues come to mind: the current and future qualified labor shortage and regulatory pressures faced by the crane and rigging and transportation sides of the industries," he said. "Both are relevant to our businesses; however, I think the labor issue is more of a challenge for us personally."

As the SC&RA Allied Industries Group Chair, Forster gets excited about the future of the industry when he considers advances in technology and innovation. But closing the career gap within the industry to attract more young people is always on his mind.

"We hear about how millennials are easily bored, environmentally conscious, technology driven and want to explore the world. I can think of numerous ways our industry can satiate their needs career-wise, and I absolutely applaud the active

“Getting involved with SC&RA is the best thing you can do to meet like-minded people and promote your business.”

**CRYSTAL DIELMAN,**  
president, TransWorld Manufacturing  
Company, Las Vegas, NV

role SC&RA and KHL have undertaken with the Lift & Move program."

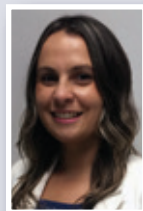
Forster has spent most of his life witnessing SC&RA's member benefits. "I remember as a kid, my parents [Bruce and Bonnie Forster] leaving several times a year to attend SC&RA meetings," he said. "Once I joined the business, it wasn't long before I started attending – and realized the networking benefits they revered. Through the years, I've made my own networks and friendships. The knowledge gained from the education sessions and business contacts made

“The knowledge gained from education sessions and business contacts made prove valuable to me professionally. And the friendships I've made, I value personally.”



**BEN FORSTER,**  
vice president, Rigging Gear Sales,  
Lift Systems and Riggers Manufacturing,  
Dixon, IL

“The Association consistently offers relevant educational topics at events and in webinars – the networking opportunities with other members are very important for me.”



**ADRIANA NUNES,**  
marketing manager, Transdata Movimentacao  
De Cargas Complexas, Sao Paulo, Brazil



prove valuable to me professionally. And the friendships I've made, I value personally."

## Crystal Dielman

Crystal Dielman is a third-generation crane enthusiast and president at TransWorld Manufacturing Company (Las Vegas, NV).

"My grandfather immigrated to this country and worked on dams as a high scaler, rigger and crane and derrick operator," she explained. "He started Jake's Crane in 1946. My father served as the CEO of Jake's for more than 30 years. I worked for the family business every summer and winter break of my life, starting when I was nine."

Dielman experimented with several roles as her career at Jake's evolved – managing the tower crane erection/jump/dismantle service as well as the rigging department right out of college. And then she took things up a notch.

"I formally incorporated TransWorld in 2015 to get the products we created for ourselves out to the world market."

In her line of work, mobilizing equipment is a consistent challenge, as machinery continues to evolve.

"As bridge and weight laws become more sophisticated, our challenge at TransWorld is to draw on our heritage to find creative ways to safely mobilize equipment to get it where it needs to go."

Finding and retaining top talent is also a concern for Dielman. "One surprise is that with events like ConExpo, you don't really see many children, probably



## SC&RA Leadership Forum off to productive start

Debuting at the Specialized Transportation Symposium in Orlando, FL, the first SC&RA Leadership Forum presented nearly a dozen rising industry stars with the tools to leverage their SC&RA membership for company and career success.

Hosted in conjunction with the Symposium, the Leadership Forum ran on a separate track, providing time for participants to discuss challenges and opportunities with peers, and to learn from members who have successfully made membership work for them.

The next Forum will take place at the Crane & Rigging Workshop, September 20, in Kansas City, MO. A mentor will introduce participants to key SC&RA members and help answer questions. Participants are then encouraged to attend the remainder of the Workshop.

The latest initiative in SC&RA's continuing efforts to engage and equip subsequent generations of industry leaders, Forum participation is limited to 15. Registration is free and includes a complimentary registration to the Workshop. Interested individuals must submit an online application, including brief essays on their career goals and a supervisor recommendation.

■ The application deadline for the Crane & Rigging Workshop is August 9. For information about the Leadership Forum to access the application visit: [www.scranet.org/leadership](http://www.scranet.org/leadership).

for liability reasons – yet there are chaperoned groups of children all around Bauma. ConExpo would be a great opportunity to inspire the next generation."

As a young member, she admits that her network has grown substantially since joining SC&RA. "Getting involved with SC&RA is the best thing you can do to meet like-minded people and promote your business."

## Jeremy Landry

Jeremy Landry is vice president at Deep South Crane and Rigging (Baton Rouge, LA) – a company founded by his grandfather. Like so many SC&RA members, he grew up around the industry. "I officially started working summers at Deep South when I was 16, and continued through high school and college," he remembered. "I did just about everything: iron worker, mechanic, floor sweeper, machinist, rigger, drafter, engineer, estimator, project manager and more recently, vice president."

He sees hours of service for crane operators as one of the key challenges of the times, as well as finding and retaining talented people. While he knows the former concern will take time to resolve, he's got an idea for the latter. "There aren't a whole lot of people learning 'craft' jobs,"

“ The SC&RA operates on a large enough scale to get government to actually make beneficial changes. ”



**JEREMY LANDRY,**  
vice president, Deep South Crane and Rigging, Baton Rouge, LA

he noted. "Lift & Move is a great step in the right direction, but bringing back shop classes in schools that are tailored to today's craft jobs would be another good point of exploration."

Ultimately, Landry sees SC&RA's impact as crucial to the success of the industry. "The Association operates on a large enough scale to get government to actually make beneficial changes," he said. "And personally, SC&RA has helped me to make friends and form relationships that I probably would not have made from a day-to-day standpoint, and that's pretty awesome." ■



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**“The labor shortage is one of the most pressing issues for our members and it’s not going away... We urge industry to support this positive initiative.”**

Joel Dandrea  
Executive Vice President, SC&RA



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# See you in Arizona!

**ACT's** Show Guide to the SC&RA's 2017 Annual Conference in Scottsdale, AZ.



## THE DETAILS

**WHAT:**  
SC&RA Annual Conference

**WHEN:**  
April 18-22

**WHERE:**  
The Westin Kierland Resort  
6902 E Greenway Pkwy  
Scottsdale, AZ 85254

**INFORMATION:**  
www.scranet.org



**FROM LEFT TO RIGHT:**  
Paul Bucha, Michael Anthony,  
Dan Thurmon and Stephen Ritz.

**T**he 2017 SC&RA Annual Conference, April 18-22 at the Westin Kierland Resort in Scottsdale, AZ features an engaging lineup of presentations, educational seminars, networking events and the annual Products Fair Trade Show. The Annual Conference is planned as a forum for more than 750 of the industry's top managers, senior executives and owners to meet to exchange ideas, network and squeeze in a little fun. It's about meeting, greeting, learning, engaging and sun.

### Appealing speakers

Wednesday's Opening Session features Medal of Honor recipient Captain Paul "Buddy" Bucha, who will touch on the idea that as a leader, owner or manager you have the challenge all leaders face – to motivate, inspire and prompt others to reach for their hidden potential. In "Fulfilling Your Potential," the Captain will share his amazing story and inspire you to meet this challenge. You may literally change the world.

At the Link-Belt breakfast on Thursday morning, Michael Anthony will open

your eyes to what others are really thinking just by interpreting their body language. In his presentation "Body Language Secrets" Anthony touches on how sometimes actions do speak louder than words. The way you move your eyes, mouth, head, arms and legs — it all has meaning. An award winning speaker, his inspiring and hilarious stories will delight any audience.

Also on Thursday, Dan Thurmon presents "How To Be Your Best When It Matters Most" where will take you through the steps to "perform," or deliver excellence when it matters the most and give you the tools and the enthusiasm to tackle your biggest challenges...all while juggling and doing acrobatics.

At the Trail King Breakfast on Friday, Stephen Ritz will present "Power of a Plant." With a TED talk boasting more than 1 million views, Ritz is responsible for moving generations of students into spheres of personal and academic successes they might never have imagined, while reclaiming and rebuilding the Bronx with vegetable gardens.

## THE SPEAKERS





## PRODUCTS FAIR

The Annual Conference Products Fair offers members and exhibitors the chance to meet in person and discuss industry products and opportunities that apply directly to business on both sides of the exhibit table. The Products Fair is a hub of networking activity, and it stands as a perfect example of SC&RA membership value around the world. In most cases, the companies exhibiting in the Products Fair provided the following information for our ACT Show Guide.

**A1A SOFTWARE LLC** provides cloud-based business solutions for the crane and heavy equipment industries. A1A's signature product, 3DLiftPlan.com, is the industry standard for lift planning, crane selection, ground-bearing pressure calculating and rigging planning. A1A's latest innovation, iCraneTrax.com, is an online business management solution for both end users and equipment distributors. iCraneTrax.com provides business management tools such as GPS/telematics for equipment tracking and predictive maintenance scheduling, customer relationship management (CRM) tools for tracking sales, quotes, dispatching, scheduling staff and invoicing, job management tools for full site scheduling and conflict warnings and full reporting capabilities to maximize profits. [www.a1asoftware.net](http://www.a1asoftware.net)

**ANDERSON TRUCKING SERVICE, INC. (ATS)** is a leader in flatbed, specialized, wind energy, van and international transportation, logistics and project management services. Founded in 1955, its service area includes the continental United States, Alaska, Mexico and Canada, as well as Puerto Rico and other points across the globe. ATS is a true turnkey transportation partner. With a fleet of more than 850 trucks and 2,500 company-owned trailers- including crane vans, flatbeds, step-deck trailers, multi-axle heavy load trailers and more - shippers across the globe turn to ATS for comprehensive transportation support, including in-house permitting, safety, routing and international services, and GPS tracking for real time, 24/7 load visibility. [www.atsinc.com](http://www.atsinc.com)

For over 38 years, **ASPEN CUSTOM TRAILERS** has been building trailers for the heavy haul transport, oilfield, construction, logging and mining industries. With more than 11,000 trailers ranging from 25 tons through 315 ton multi-axle steering transporters, Aspen ships worldwide to customers who value innovative, rugged, high quality trailers with low tare weight and high payload. [www.aspentrailer.com](http://www.aspentrailer.com)

**ASSETWORKS** fleet and driver management technology including ELDs for DOT compliance, GPS/telematics for vehicles & assets, electronic field ticketing, dispatch,

lone worker monitoring, pre/post trip vehicle inspection and driver behavior monitoring. [www.assetworks.com](http://www.assetworks.com)

**ASSOCIATED WIRE ROPE & RIGGING, INC.** is the North American stocking distributor for RopeBlock and GN Rope Fittings. The company offers a full line of crane blocks, snatch blocks, overhaul balls/swivels, hooks and sockets from RopeBlock plus forged heavy lift shackles to 2,500 tons, eye hooks, master links, thimbles and triangle plates from GN. All carry full certification. AWR&R is the producer of the Sea-Link brand of marine and specialty rigging products including 12-20 ton snatch blocks, construction blocks, wood and steel shell blocks, plus cargo hoist blocks. [www.associatedwirerope.com](http://www.associatedwirerope.com)

**BLOKCAM LIMITED** is a wireless camera system that can be quickly and easily deployed to the hook block of any crane. The sound and view from below the hook block is then transmitted and received wirelessly via the antenna systems to a screen in the crane operators cab. This allows the operator to see and hear the load and surroundings, giving an unobstructed, live, audio-visual feed of the critical areas that working in the blind would never allow. The system offers data recording to allow reviewing of the footage backwards for up to 20 days. Blokcam is the only true HD system on the market and offers many benefits to allow the users various options of transmission from crane to site job office link. [www.blokcam.com](http://www.blokcam.com)

Since 1973, **BRODERSON MANUFACTURING CORP.** has been manufacturing industrial carry deck cranes for the energy, utilities and industrials sectors, earning the trust of our customers by performing unique lift operations in the harshest operating environments in the world. Broderson's reputation for quality can be directly attributed to the dedication of a staff with decades of experience. Broderson is an ISO 9001:2008 certified organization whose employees have a great passion in pursuit of one goal: to manufacture the highest quality and most reliable industrial carry deck cranes in the industry. [www.bmccranes.com](http://www.bmccranes.com)

**COMETTO INDUSTRIE SPA** is the worldwide market leader in the design, construction and sales of vehicles such as trailers for heavy transport, heavy modular trailers, electronic modular self-propelled and special self-propelled for industrial applications. The main application fields are heavy haulage, steel industry, oil and gas, shipbuilding, aerospace, construction companies, wind energy, offshore, etc... [www.cometto.com](http://www.cometto.com)

**CRANE AND RIGGING CAMERA SYSTEMS** is a manufacturer of rugged wireless camera products for tower and mobile cranes that provides wireless video feeds to the operator for optimum viewing abilities while operating the crane. Smaller systems available for forklifts, back up camera systems are also available. Optional remote monitoring and various other options. [www.cranerccs.com](http://www.cranerccs.com)

**CRANE DUDE** has been selling used cranes worldwide since 2003. The company imports cranes from Europe. Also, the company specializes in marketing customer's old equipment to get the most in down payment towards next crane purchase. Crane Dude understands the dynamics of transportation to make a crane sale. Rails, trucks, containers, roro ships, barges, etc. all are evaluated to save every buck for the customer. [www.cranedude.com](http://www.cranedude.com)

**DEEP SOUTH CRANE & RIGGING, LLC** has been family-owned and operated since opening in 1968. Deep South provides the tools and right talent to serve client's needs, including a comprehensive fleet of heavy lift cranes, transporters and specialty rigging equipment capable of completing any size project. From bare rental assistance to turnkey solutions, the team of project managers, engineers and craftsmen have the knowledge and expertise to assist and complete any project. Load distribution systems, including steel mats, bridge ramps, barge ramps and bolster systems, are available for rent. [www.deepsouthcrane.com](http://www.deepsouthcrane.com)

**ENERPAC**, a leader in heavy lifting technology, is exhibiting integrated systems for lifting and moving large equipment or structures, construction, and bridge building and rehabilitation. Whether companies are lifting 250-ton turbine modules at a power plant, constructing a signature bridge across a deep valley, or raising a national landmark for seismic retrofit, Enerpac can supply the high-force hydraulic solutions required. [www.enerpac.com](http://www.enerpac.com)

**ENGINEERED RIGGING** is a provider of engineered solutions, fabrication technologies and heavy rigging/hauling equipment sales and rentals. With decades of experience and technical expertise, the company specializes in innovative solutions for projects including high elevations, confined spaces and remote locations. [www.EngineeredRigging.com](http://www.EngineeredRigging.com)

Headquartered in Luxembourg, **FAYMONVILLE DISTRIBUTION** is the world's leading manufacturer of semi-trailers for the special and heavy haulage industry. Faymonville's brand portfolio includes transport solutions from 15 tons up to 15,000 tons and above. Faymonville has production in five different factories with a capacity of more than 3,000 units per year. [www.faymonville.com](http://www.faymonville.com)

**FLEET COST & CARE, INC.** a fleet management software company serving businesses of all sizes in the heavy equipment industry. FCC's software enables companies to improve internal operations by providing a centralized system that speeds up invoicing, streamlines payroll and ensures safety and success. The FCC solution eliminates needless duplicate data entry while maximizing fleet and personnel efficiency and profitability. Learn more at [www.fleetcostcare.com](http://www.fleetcostcare.com)

**FONTAINE HEAVY-HAUL** is the business unit of Fontaine Trailer Company and is focused on serving customers who depend on lowbed, extendable and specialty trailers. With manufacturing facilities equipped with the latest technologies, Fontaine Heavy Haul continually invests in R&D, product design and durability testing to deliver product on-time, every time. [www.fontainheavyhaul.com](http://www.fontainheavyhaul.com)

**FR8STAR** is a freight operations platform offering fleet management features and a freight marketplace designed to connect carriers and shippers directly with one another. FR8Star provide carriers with the tools they need to find loads, schedule drivers and run their day-to-day business more efficiently. Shippers also have the ability to access FR8Star carriers so they can request quotes directly. <https://fr8star.com>

**GARROD HYDRAULICS, INC.** specializes in the remanufacture of hydraulic crane cylinders. Garrod is the only authorized reman facility, in North America for Montanhydraulik cylinders. These cylinders are commonly used on Liebherr, GMK and Tadano America cranes. Garrod has the ability to hard chrome parts up to 47 feet in length, in house. [www.garrod.com](http://www.garrod.com)

**GLOBAL EXECUTIVE SOLUTIONS GROUP**, specialists in talent acquisition, serves clients in varied industries to meet their needs for skilled management. [www.globalsalesg.com](http://www.globalsalesg.com)

**GOLDHOFER AKTIENGESELLSCHAFT** is the world market leader for transport equipment in the field of general and heavy-duty road haulage and oversized cargo transportation. With a full and proven range of products, including trailers, semitrailers, modular trailers and airport equipment, Goldhofer meets a wide variety of needs in almost every transport situation. Goldhofer has supplied more than 35,000 vehicles to more than 100 different countries. [www.goldhofer.de](http://www.goldhofer.de)

**GREENFIELD PRODUCTS, LLC** is a manufacturer of specialized solutions in a broad range of markets. Greenfield is proud to showcase its in-house design line of boom dollies, spreader bars and crane mats. To meet the growing customer demand, Greenfield Products has just completed 160,000 square feet of manufacturing space at the Union City, TN facility. Throughout its growth, Greenfield Products continues its standard of product leadership, quality and reliability. [www.greenfieldpi.com](http://www.greenfieldpi.com)

**GUNNEBO JOHNSON CORPORATION** is a part of Gunnebo Industries AB of Sweden, with a blending of above - and below-the-hook products for industrial lifting and material

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# C

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**H&E EQUIPMENT SERVICES** is the largest Manitowoc and Grove crane dealer in the world. With 78 locations nationwide and 32 that specialize in cranes, H&E provides the most comprehensive crane product support network available. A network dedicated to crane sales, rentals, parts, service, Manitowoc's EnCORE-certified crane remanufacturing, structural repair and CCO training. H&E is also the authorized dealer for National Crane, Manitex, Marine Travelift, Komatsu, Bobcat, JLG, Genie, Skyjack, Gehl, Yanmar, Takeuchi, Multiquip, Wacker, Atlas Copco, Generac and many other top equipment manufacturers. [www.HE-equipment.com](http://www.HE-equipment.com)

**HARRY FRY & ASSOCIATES** is a finance and lease source dedicated to the crane and lift industry. Since 1995, the company has acquired funding for over \$1 billion dollars in equipment acquisitions for thousands of customers located throughout the U.S. The company and its staff prides itself on their knowledge of the industry and the equipment. [www.harryfry.com](http://www.harryfry.com)

Since 1947, **HBC-RADIOMATIC, INC.** has led the market in the development and production of radio remote control systems for industrial and mobile hydraulic applications across the globe. Through the company's quality standards, ground-breaking innovations and dedication to its customers, HBC-radiomatic continues to set the benchmark for wireless controls. Established in Cincinnati, OH in 1998, HBC-radiomatic, Inc. has become a leading supplier of remote control solutions for North America. [www.hbc-usa.com](http://www.hbc-usa.com)

**HEARTLAND COMMUNICATIONS GROUP, INC.** publishes a number of heavy equipment magazines, electronic newsletters and websites for the construction and industrial marketplace. Its print products – *Crane Hot Line*, *Lift and Access* and *Lift and Hoist International* – analyze new technologies, discuss industry trends and review applications for buyers and owners of construction and rental equipment. [www.hlipublishing.com](http://www.hlipublishing.com)

**HOIST LIFTRUCK MFG., INC.** is a U.S. manufacturer of high-capacity lift trucks ranging from 7 to 57 tons. From heavy-

duty cushion tire and pneumatic forklifts to container handlers and reach stackers, all of Hoist's full line of lift trucks are 100 percent made in the USA. Hoist utilizes vertically integrated manufacturing in a 550,000 square foot facility and a nationwide dealer network to afford customers industry-best lead times. [www.hoistlift.com](http://www.hoistlift.com)

**HOISTCAM** by Netarus manufactures and sells industrial-grade video monitoring solutions which improves productivity and safety in the construction, industrial, marine and transportation industries. HoistCam™, a rapidly deployable wireless camera system, places the eyes of the crane operator anywhere on the job. The HoistCam platform suite, including HoistCam Director and SiteTrax.io, provide remote monitoring, recording and management analytics reporting to operators and site supervisors. [www.hoistcam.com](http://www.hoistcam.com)

**HYDRA-SLIDE LTD.** with 30 years of use in the crane and transport industry, Hydra-Slide™ hydraulic skidding systems prove to be one of the most cost-effective and safe methods for moving all types of heavy loads. They are built strong, user-friendly and engineered for field conditions. Hydra-Slide also manufactures specialized rigging equipment, including Hydra-Pac™ Synchronous power packs, turntables, alignment shoes and climbing jacks. [www.hydra-slide.com](http://www.hydra-slide.com)

**IMPACT** is a labor management partnership designed to provide a forum for union ironworkers and their contractors to address mutual concerns and encourage solutions. Members are committed to increasing the competitiveness and market share of the union ironworking industry. Our mission is to expand job opportunities through labor management cooperative programs, providing expertise in ironworker and contractor training, construction certifications, safety, marketing and construction project tracking and bidding. [www.impact-net.org](http://www.impact-net.org)

**INDUSTRIAL TRAINING INTERNATIONAL, INC.** is excited to introduce a new generation of simulation for crane and rigging activities. The approach focuses to deliver on three main factors: 1. The user experience of VR Simulation is an improvement over legacy simulator systems. 2. The pricing method for our VR Sim is based on actual student consumption and not on up-front hardware costs. 3. ITI aims to maximize student access and utilization through low costs and mobile hardware. [www.iti.com](http://www.iti.com)

**INTERCOMP** is the world's largest manufacturer of portable weighing solutions and has been serving the industry for over 35 years. Intercomp manufactures a wide selection of weighing products that utilize wireless weighing technology covering the gamut from overhead and suspended loads to below-the-wheel applications. With ISO 9001:2008 registered facilities in the U.S. and the United Kingdom to service our worldwide customer base, Intercomp provides the products & services for operations worldwide. [www.intercompcompany.com](http://www.intercompcompany.com)

**INTERNATIONAL CRANE & EQUIPMENT EXCHANGE, INC.** is a 20 plus year KESSLER+CO service partner and OEM parts supplier for Krupp, Grove GMK, Demag, Liebherr, Tadano Faun and others. Stock parts include drive line components, brakes, 24 volt electrical/lighting, filters, pneumatics and electronics from OEM makers including KESSLER+CO, Bosch, Bremskerl, Hella, Hydac, Mann & Hummel, Mercedes, Rexroth, Wabco and ZF. [www.ic-ee.com](http://www.ic-ee.com)

**ISE FLEET SERVICES, LLC** is a transportation technology firm, based in Iowa, that offers eFleetSuite, a configurable end-to-end, compliance only electronic logging device, to manage driver's hours-of-service and vehicle maintenance compliance. eFleetSuite can be deployed on a wide variety of Android devices, and is one of only a few solutions that can be licensed by Telematics Service Providers or purchased directly by fleets with hardware included. ISE's hardware is geared specifically to meet the FMCSA mandated requirements without all the costly bells and whistles. [www.isefleetservices.com](http://www.isefleetservices.com)

**J&R ENGINEERING CO., INC.** is a leader in American-made specialized lifting equipment featuring Lift-N-Lock hydraulic telescopic boom gantries, the strongest and safest gantries in the world. J&R has received the Wisconsin Governor's Award in recognition of its product design accomplishments. J&R serves clients throughout the U.S. and globally. [www.jrengco.com](http://www.jrengco.com)

**JOST CRANES CMBH & CC. KG** is a German manufacturer of luffing tower cranes that was founded in 2000 by designer Franc Jost. With over 50 years of experience in crane technology, Franc Jost had previously designed more than 45 crane models for leading manufacturers Peiner (now Terex), Noell, BKT (now Manitowoc) and Comedil (now Terex). The range of products includes conventional and also hydraulic luffers specifically designed for operations in dense city areas. [www.jostcranes.de](http://www.jostcranes.de)

**KALYN/SIEBERT INCORPORATED** is a global manufacturer of heavy duty trailers and integrated equipment located in Gatesville, TX. Every product manufactured by Kalyn Siebert is designed and hand-made by a team of seasoned engineers and experienced craftsman ensuring high performance and end-user return on investment. Kalyn Siebert provides customers in the transportation, construction, towing and oil/gas segments with flexible solutions to maximize capacity while handling challenging on and off-road conditions. High performance quality and construction is consistently delivered as a result of Kalyn Siebert's commitment to quality manufacturing methodologies including ISO-certification, Value Analysis and LEAN methodologies. [www.kalynsiebert.com](http://www.kalynsiebert.com)

**KHL GROUP AMERICAS**, is a diversified media company and the leading supplier of international construction information around the world. Using its marketing-leading magazine brands, KHL has expanded into digital magazines, e-newsletters, directories, new media technologies, book publishing, direct mail, list rental, exhibitions, conferences and contract publishing. KHL publishes *American Cranes & Transport* and *International Cranes and Specialized Transport*, the official magazines of the SC&RA. KHL has published two coffee table books for the SC&RA. [www.khl.com](http://www.khl.com)

**KTSDI-KESSLER** is the North American OEM sales representative for Kessler Axles, Mobil Elektronik, Alfred Heyd and Neumeister. KTSDI stocks spare parts with a full service facility. KTSDI offers engineering solutions for the component, vehicle chassis and suspension design including OEM applications. KTSDI offers on-site training and emergency repair visits to customers. KTSDI will provide solutions for the machine's maintenance/repair. KTSDI has offices in the U.S. and Canada. ISO9001-2015 Certified. [www.ktsdi.com](http://www.ktsdi.com)

**LANDOLL CORPORATION** is a manufacturer that designs, fabricates, finishes and markets heavy equipment trailers, specialized narrow-aisle forklifts, agricultural tillage equipment and OEM and government products. Landoll designs and manufactures a complete line of trailers, including traveling axle, traveling tail, detachable, bottom dumps, car trailers, utility and industrial tags, which serve many different industries. [www.landoll.com](http://www.landoll.com)

**LARRY COLLIER CRANE PARTS AND SERVICE** has been in business since 2011. The company's inventory includes Terex Demag

parts and between Larry and Donald Turner, the company has 60 years' worth of experience in Demag cranes. Donald has completed the Tier 5 training at Terex. Larry Collier can also get used and rebuilt parts for Demag Krupp cranes, as well as Mercedes engines. [www.lccraneparts.com](http://www.lccraneparts.com)

**LIEBHERR USA, CO.** headquartered in Newport News, VA offers a wide range of specialized products and technologies for the crane and rigging industry. These products include over 60 different models of mobile and crawler cranes, tower cranes and foundation equipment for the North America market. The company's customer service is ensured by the multiple branches located across the United States. The Liebherr Group is a leading manufacturer of earthmoving equipment and a supplier of innovative user-oriented products and services in many other fields of activity as well. The family-owned company employs more than 40,000 people in over 130 companies worldwide in 40 countries and on every continent. [www.liebherr.com](http://www.liebherr.com)

Sophistication, ingenuity and brute force is the combination driving **LIFT SYSTEMS, INC.** success in being the world leader in lifting products. A broad line of telescopic hydraulic gantries, including the renowned Power Tower boom style gantry, to the widely known Mobilift and Twinlift pick and carry equipment, Lift Systems offers a solution for any special lifting requirements. For those unique projects, Lift Systems offers custom design and build services. Gantries, mobile lifting, trailers, transporters, telescopic forklifts, load weighing systems, custom cylinders and a wide range of accessories. [www.lift-systems.com](http://www.lift-systems.com)

**LIFTING GEAR HIRE** offers expertise in the rental of the safest and most reliable rigging, skidding, jacking, hoisting, pulling, safety and material handling equipment to partner with your projects. All our equipment is inspected, certified exceeding ASME/ANSI guidelines and in most cases load-tested before it arrives for your project. Conveniently located with 21 United States locations, one Canadian and several more European operations currently opening, our application knowledge and commanding 60,000-piece plus inventory of equipment is just a click away. [www.lgh-usa.com](http://www.lgh-usa.com) >78



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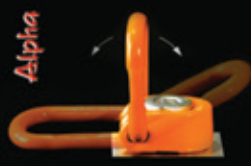
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**LINK-BELT CONSTRUCTION EQUIPMENT COMPANY**, with headquarters in Lexington, KY, is a leader in the design and manufacture of telescopic boom and lattice boom cranes for the construction industry worldwide. [www.linkbelt.com](http://www.linkbelt.com)

**LONE STAR RIGGING** strives to produce and sell the highest quality American-made products at competitive prices. There are cheaper import products, but the company's goal is to provide the American industry with products manufactured in America made from domestic material. Behind these American-made products are engineering and technical support, product consistency and quality assurance measures that are non-existent in import wire rope and rigging hardware. [www.lonestarrigging.com](http://www.lonestarrigging.com)

Founded in 1902, **THE MANITOWOC COMPANY, INC.** is a leading global manufacturer of cranes and lift solutions with manufacturing, distribution and service facilities in 20 countries. Manitowoc is recognized as one of the premier innovators and providers of crawler cranes, tower cranes and mobile cranes for the heavy construction industry, which are complemented by a slate of industry-leading aftermarket product support services. [www.manitowoc.com](http://www.manitowoc.com)

**MARCO CRANE & RIGGING CO.** provides crane sales, rentals, inspections, service, parts, rigging as well as CCO training, Jack & Roll and concrete pumping services throughout the Western United States. Marco Crane has been "making it happen" for more than 60 years. [www.marcocrane.com](http://www.marcocrane.com)

**MARMON-HERRINGTON** in collaboration with Sisu Axles offers a full-range of double reduction, planetary axles and durable transfer cases for trucks and specialized vehicles. With over 85 years of driveline know-how, Marmon-Herrington sets the standards in each of its product offerings and leads the way in offering programs such as Rapid Response, a program for supporting 30-days or less delivery on select axles and transfer cases. [www.marmon-herrington.com](http://www.marmon-herrington.com)

**MATRIX PAYMENT SYSTEMS** has been in the B2B credit card processing industry since early 2000 and services thousands of businesses across the U.S. The company's 80-plus sales representatives have an average of more than 10 years of experience. Because of its unique billing interchange tables and software, Matrix can save companies money where other processors cannot. Whether Matrix can save client's money to lower their current processors discount rates or if Matrix can become a partner, it is always a win-win for all. [www.matrixpaymentsystems.com](http://www.matrixpaymentsystems.com)

**MAZZELLA COMPANIES** is a manufacturer and distributor that provides lifting solutions, offering all styles of slings, overhead cranes, hoists and engineered lifting devices. The company also provides training, in-field inspection and repair services that support its products. Mazzella has one of the largest inventories of wire rope, hoists, hoist parts, pullers, rigging hardware products and other distributed products. The company provides reliable products and services, a highly responsive, knowledgeable team to support its offerings and the training to help ensure compliance of OSHA and ASME standards. [www.mazzellacompanies.com](http://www.mazzellacompanies.com)

**MODULIFT UK LTD** is the premier supplier of spreader beams, lifting beams and other below-the-hook lifting equipment. Every Modulift product is quality assured and designed to the highest specifications; ASME B30.20 - 2013: For below-the-hook lifting devices and ASME BTH-1 2011: Design of below-the-hook lifting devices. Working to solve all manner of complex heavy lifting problems within a variety of sectors, including construction, oil and gas, renewable energies and OEM to name a few, Modulift supplies a versatile 2 to 400 ton standard spreader beam stock range available for next day delivery throughout USA and the world. [www.modulift.com](http://www.modulift.com)

**THE NATIONAL COMMISSION FOR THE CERTIFICATION OF CRANE OPERATORS (NCCCO)** will present its range of nationally and internationally accredited (ANSI/ISO) and OSHA-recognized crane personnel certification programs, including those for mobile, tower, overhead, articulating and service truck crane operators, digger derrick operators, dedicated pile driver operators, signalpersons, riggers, crane inspectors and lift directors. Since 1995, NCCCO has been fulfilling its safety mission by issuing more than 350,000 certifications to more than 130,000 individuals across more than 20 certification designations. [www.nccco.org](http://www.nccco.org)

**NATIONAL INTERSTATE INSURANCE COMPANY**, a commercial insurance provider, offers a variety of solutions designed specifically for crane, rigging and specialized carrier operations. National Interstate offers industry-tailored options including deductible and guaranteed cost, as well as Titan Specialized, its innovative captive insurance program. National Interstate is dedicated to delivering outstanding customer service, superior claims handling and value added risk management programs to help companies run the safest operation possible. The company is rated "A" (Excellent) by A.M. Best Company, and is admitted in all 50 states. [www.nationalinterstate.com](http://www.nationalinterstate.com)

**NBIS** is the premier insurance provider to the crane, rigging and specialized transport industries, serving SC&RA members as the endorsed property and casualty insurance provider for over 21 years with insurance coverage and innovative risk management solutions. The NBIS team provides members with customized insurance products to protect businesses as well as contract management, preventative risk analysis and planning before claims handling is necessary. NBIS provides coverage from a variety of carriers rated 'A' (Superior) by A.M. Best Company, and licensed in all 50 states. [www.nbis.com](http://www.nbis.com)

**NELSON TRAILERS** of Ottawa, OH has been providing transportation solutions for the crane, rigging and heavy haul industry since 1947. The company's focus is on custom solutions along with its standard boom dollies and boom launch trailers. Stop by the Nelson booth to see the new AutoSteer telescopic Stepdeck trailer. [www.nelsontrailers.com](http://www.nelsontrailers.com)

**NORMAN-SPENCER AGENCY** is a program manager with over 18 years' experience in underwriting and servicing the crane and boom truck industry. Norman-Spencer offers a tailored policy for each client. The company is active in the crane industry and has been featured in *American Cranes & Transport* and *Crane Hotline* as well as in the insurance industry publications *Best's Review* and *Business Insurance*, to discussing the crane industry. [www.norman-spencer.com](http://www.norman-spencer.com)

**PIEDMONT WEALTH ADVISORY** provides comprehensive financial planning and investment management services to individuals, families and foundations. As an independent advisory firm, the use of investment vehicles is completely client focused. [www.piedmontwealthadvisory.com](http://www.piedmontwealthadvisory.com)





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# More than insurance

NBIS improves the risk profile of its policy holders. **Tim Hillegonds** reports.

**T**he message that NBIS has been spreading since it became the exclusively endorsed provider of insurance and risk management to the Specialized Carriers and Rigging Association (SC&RA) in 1996 has remained largely the same over the last two decades: provide superior insurance and risk management solutions to the heavy construction market. It's a simple message for a complex industry, but it's this simplicity, perhaps, that makes it so effective.

"NBIS is a risk management company with an insurance product," said NBIS President Bill Tepe, touching on the company's differentiator. "Our primary objective is to improve the risk profile of our policyholders while providing the finest insurance coverage available. We are looking to provide our clients with options to manage their risk – not simply a one-size-fits-all product."

NBIS has always viewed itself as a risk management company and not simply an insurance company – a distinction that helped steer the organization to record premium levels in 2016. However, the company's growth also comes as a result of a few other distinct factors: NBIS's continued investment in new risk management tools, the development of new and innovative insurance programs, and a growing team of experts focused exclusively on the heavy construction industry. In recent years, the investments that NBIS has been making in their organization have often been in technology – specifically, in online training technology. The changing safety, regulatory and technology landscapes have given them opportunities to both educate and provide coverage.

"In 2015," said Tepe, "we rolled out our

**The company that insures you doesn't matter until all of the sudden it does.**



**BILL TEPE, president, NBIS**

online driver training program, which is customized for drivers in the three industry disciplines we insure: Mobile Crane Drivers, Concrete Pump Drivers and Tractor Trailer drivers of oversize, overweight and over-dimensional loads."

Filling in a few more of the details, Tepe said that toward the end of 2016, NBIS began providing policyholders with additional online health and safety tools. "The world continues to change," he added. "And we endeavor to provide risk management tools that change with it."

This new offering of online tools that Tepe is referring to includes courses such as: Crane Safety in Construction, which covers, in part, the recent changes to operator certification and equipment inspection requirements, as well as Rigging Safety, which teaches recent changes in OSHA crane safety regulations, "qualified/competent" riggers and signalers, and personal protective equipment. Add in Slips, Trips and Falls in Construction, a course that shows employees situations on construction sites that can lead to these types of accidents, and Driving Defensively, which provides information employees need to drive cars, vans and small trucks defensively, both on and off the job, and the sum total is a robust offering of courses meant to educate, enable, and empower.

## Why your insurer matters

Bill Tepe coined a phrase: "The company that insures you doesn't matter until all of the sudden it does." Part of what he's getting at is that insurance is largely just a commodity until a claim occurs – then it very much matters which insurance company is insuring you. If your insurer

doesn't know the ins and outs of your particular business and industry, how can they possibly know how to put together a solid defense on your behalf? It's a simple question, one might argue, but it's an extremely important one.

The claims experts at NBIS have managed a sizeable number of claims – of all types – for their insureds. And they've often found themselves in situations where they need to practice what they preach; that is, to do everything they can to mount the right type of claims defense when they feel their policyholder isn't at fault.

To put this in context, an NBIS claim that occurred in Florida not long ago is a good place to begin. The claimant, who was working for the company that bare rented the NBIS insured's crane (the lessee), sustained a serious laceration to his hand and a partial amputation of a finger when he failed to let the airplane landing gear unit that was being lifted completely open before commencing work.

The airplane landing gear was suspended from the crane at the time, which was locked and not moving, and as the man began to work on the unit, the landing gear suddenly opened, pinching his hand and finger in the suspension struts. (Think of an expandable, accordion-like dog gate.) The claimant's attorney made a \$1M demand from NBIS in 2016, which was promptly rejected. Then, NBIS aggressively pursued indemnity and defense for its insured based on the favorable terms and condition of the rental agreements. NBIS was able to successfully close its claim for the insured (with no payment against the policy) upon acceptance of the tender by the opposing insurance carrier.

Tepe is also getting to the heart of something else with his catchphrase, something that seems equally important: an insurance company that truly knows an industry knows how to react to the needs of that industry. So recently, in response to a market need they had identified, NBIS rolled out a new self-insured retention (SIR) program. This SIR program enables an insured to immediately see the financial effects of larger losses, since they are responsible for the first dollar of loss up to their selected retention amount.



## THE AUTHOR

**Tim Hillegonds** spent 10 years in the heavy construction insurance industry before founding Thrive Content Solutions,

a creative copywriting agency dedicated to helping businesses tell their stories.

**ART KIRKNER,**  
vice president,  
claims, NBIS



“An SIR enables the insured to manage loss frequency efficiently by reporting only those claims that are likely to exceed their policy SIR level.”

NBIS Claims Vice President Art Kirkner explained the benefits of SIR programs as multifaceted.

“An SIR enables the insured to manage loss frequency efficiently by reporting only those claims that are likely to exceed their policy SIR level,” he said. “[With these types of policies] the insured engages NBIS Claims to handle and pay any loss and expense amount directly to the third-party using the insured’s own funds. Upon renewal, these lower level losses are not part of the insurance company’s loss run.”

Kirkner said that this early awareness of claim activity results in the timely engagement of risk management services to ensure safer and more efficient accident prevention procedures and training are in effect. The idea is a true collaborative process that focuses on prevention and mitigation, and seeks claims outcomes that benefit everyone involved.

### Claims within SIRs

NBIS has seen an increasing number of large clients elect a self-insured retention (SIR) approach as a way to manage their premium dollars more effectively. It’s worth noting, however, that the way claims are handled within SIRs is wholly different than within traditional policies. With SIRs, NBIS and the SIR policyholder effectively enter into a claim services agreement whereby NBIS provides claims services to handle the claims that fall within the self-insured retention amount.

Similarly, NBIS also provides a large deductible option that has comparable premium price benefits to the customer. Unlike large self-insured retentions, though, where the policyholder pays the first dollar of loss and expense up to the self-insured retention limit (SIR) policyholders don’t actually need to report claims that fall within their SIR unless they

want to) those customers who elect a large deductible need to report all losses that occur. In these situations, insureds who have a deductible must also satisfy any outstanding deductible obligation at the time of their renewal.

When a customer elects a large self-insured retention solution, or chooses a large deductible option, there are often financial benefits that manifest in the form of lower premium costs. And both SIR and large deductible approaches often help reduce incurred loss dollar as well.

If history speaks at all to the future, we can reasonably surmise that NBIS will continue to evolve with the growing, changing market it serves. Whether through advances in risk management tools and technology or a good-old-fashioned hard work ethic, NBIS promises to fight for their policyholders in every way they can.



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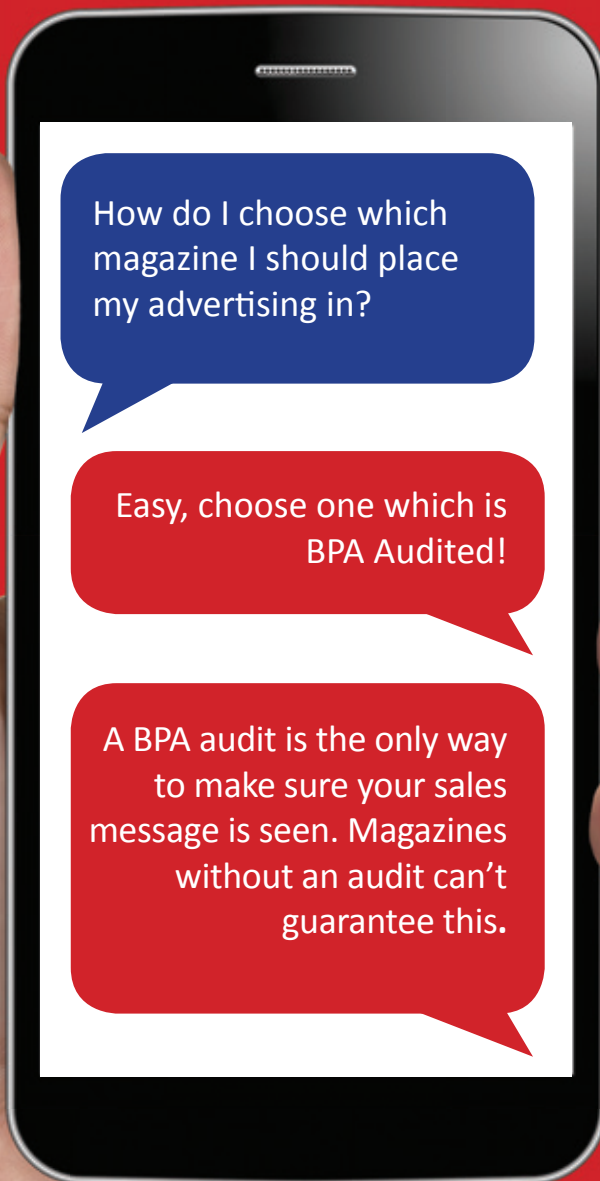




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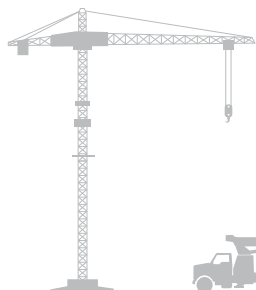
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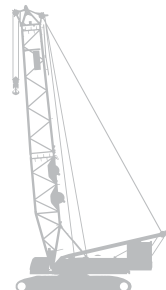
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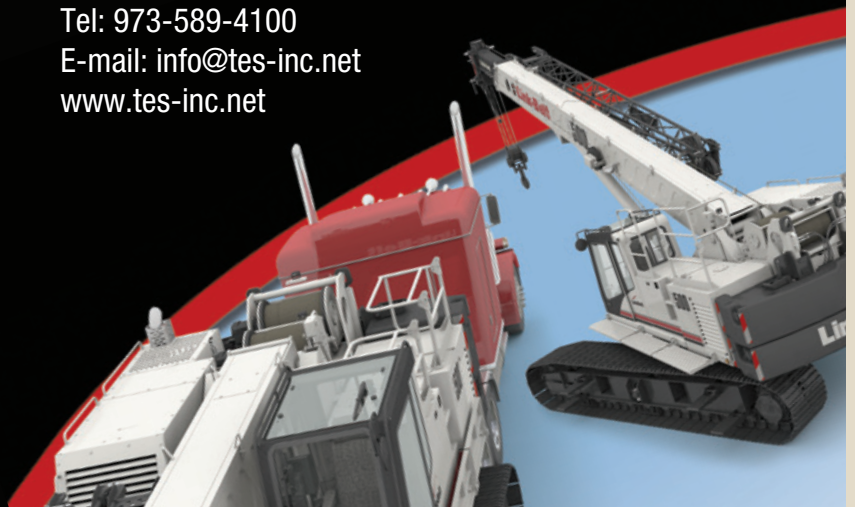
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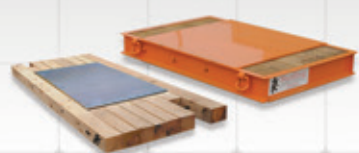
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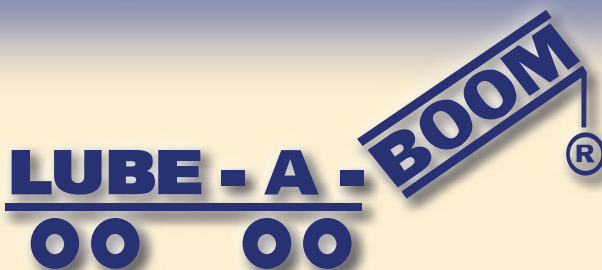
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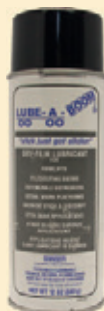
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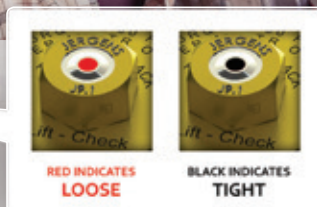
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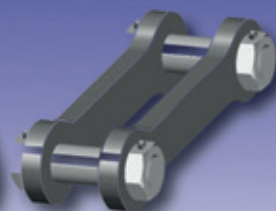
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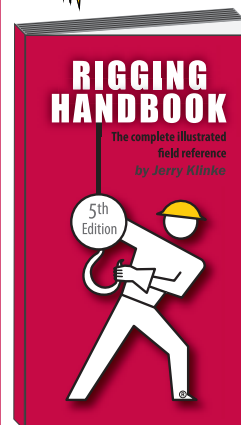
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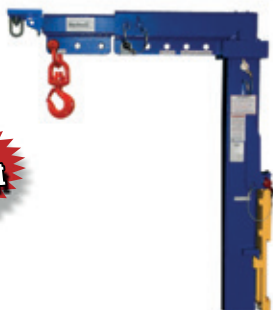
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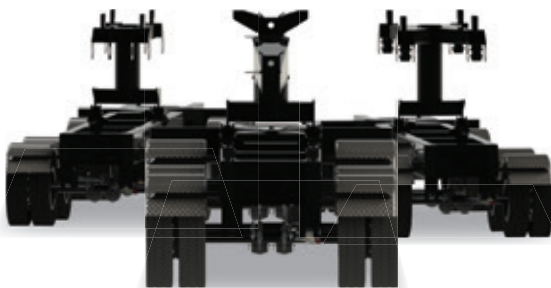
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## DeCarlo takes on new role at Sims

Sims Crane has appointed Richard "Rick" DeCarlo as senior manager of business affairs. DeCarlo brings to his new position a strong background in corporate security, especially in the utilities sector. He previously held the position of lead corporate security coordinator for Duke Energy. Prior to that, he was lead corporate security specialist and senior corporate security specialist with Progress Energy from 2001-2012. Before moving to corporate security, DeCarlo



**Rick DeCarlo**

built a career in law enforcement, including serving as a special agent with the Florida Department of Law Enforcement. He also

served as a lead special agent assigned to the Governor's Protection Detail and the U.S. Secret Service Multi-Agency Identity Fraud Task Force.

DeCarlo received his bachelor's degree in criminal justice from Florida Atlantic University and is a Vietnam Veteran, having served in the U.S. Air Force.

## LaRhette retires; Buchamer replaces

After 10 years as Ridewell Suspensions' regional sales manager of the Northeastern region, Al LaRhette is retiring. He began his career in heavy duty trucking parts, and has served over 50 years in the industry.

Stepping into LaRhette's role as a regional sales manager is Bill Buchamer. Buchamer comes to Ridewell with 25 years of

transportation industry experience.

Prior to joining Ridewell, he served as district sales



**Al LaRhette**

manager for Hendrickson International. Buchamer is optimistic about his future with Ridewell. "Ridewell



■ **ASA**  
Electronics has promoted **Mark Wojtys** to heavy duty industry manager.



■ **Lift & Move USA**, hosted by Lifting Gear Hire, will take place next month, May 3, in Chicago, IL.



■ **Custom Equipment** has welcomed back **Dan Schneider** as director of sales.



**Bill Buchamer**

Suspensions has grown steadily over the years, providing quality vocational suspension systems," said

Buchamer. "Exceptional service and accountability to their customers before, during and after the sale continues to be their top priority. I am very happy to have this opportunity to grow with them."

## CRAC convenes in St. Andrews, NB

The Crane Rental Association of Canada will convene its Annual Conference June 7-10 at The Alonquin Resort in St. Andrews, New Brunswick, Canada.

Saint Andrews, NB or St. Andrews by-the-Sea as it is commonly called, was founded in 1783 by the United Empire Loyalists. This little seaside town is well preserved with many of the original buildings still gracing

the Town Plat. Some of these buildings were barged to the area from Castine, Maine at the end of the Revolutionary War and are listed under the New Brunswick and Canadian Registry of Historic Places.

The meeting is three days of business and social events for CRAC members. Highlights this year include the 2017 Get Together, the golf tournament at the resort course and the Spreader Bar.



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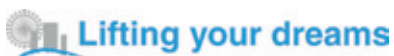
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