

ACT

The magazine for the crane, lifting and transport industry

A KHL Group Publication

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Official domestic
magazine of
the SC&RA

INTERVIEW
Jay Folladori

**INDUSTRY
FOCUS**
Wind power

**PRODUCT
FOCUS**
Ground
stabilization

**MAXIM'S FRANK BARDONARO ON
COVID-19 CHALLENGE:
Video interview**

Interviewed by D. Ann Shiffler,
Editor, ACT

AMERICAN CRANES & TRANSPORT
ACT



Boom shakalaka!

ConExpo wrap up

**INDUSTRY UPDATE
COVID-19
impact!
p 17**

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Sheltering

As I write this column, pretty much everyone I know in my small town, my state, my country and around the world are "sheltering in place." Our publisher, KHL Group, with offices around the world, has transformed from an office-based company to almost everyone working from home in a matter of days.

All attempts to flatten the curve of the COVID-19 coronavirus are intensely important. All the while our industry, our economy and life as we know it have inextricably changed. But we need to hold tight, stay focused on the positive and look forward to the day when this crisis is under control.

An important development by KHL in this crisis is a new global newsletter called "Construction and the Coronavirus." The newsletter is a rolling news update of information pertinent to the construction industry and the impact of COVID-19. This week it has gone out daily, although the frequency could change. If you would like to be on our subscriber list for the newsletter shoot me an e-mail.

As well, we've seen our ACT digital readership surge. To get a digital subscription, visit www.americancranesandtransport.com and click on the free digital subscription tab. The magazine can be delivered to your computer, tablet or smart phone. If you would like us to temporarily redirect your paper copy to a home address, please e-mail our circulation team at circulation@khl.com.

Another important development is SC&RA's online COVID-19 Crisis Command Center at www.scranet.org/covid19. The website disseminates news and information to help navigate new enforcement changes due to the pandemic. The site contains up-to-date information on OS/OW permitting policies and office procedures, OSHA guidance and updates from the FMCSA on CDLs and more. SC&RA subject matter experts are working with government officials and others daily and will post information as it comes in.

The April issue of ACT has always featured our Annual Conference Show Guide. But since the AC was cancelled, we regrouped and doubled our coverage of ConExpo held last month in Las Vegas.

Also in this issue is our Q&A with incoming SC&RA President Jay Folladori, an Industry Focus on the wind power market and two interesting site reports. Hannah Sundermeyer rounds up ground stabilization products, and don't miss our readership survey about the impact of the COVID-19 crisis on our industry.

And finally, let us know what's going on with you. And please be safe out there.

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AT BIGFOOT, WE BELIEVE THAT:

Making products in the USA still matters.

Hiring veterans brings some of the best workers any company can have.

Sourcing manufacturing materials from other American companies is the right thing to do.

Hard work and innovation must be constant for success.

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Humans should answer the phone to help customers.

Making reliable, dependable products that last a lifetime should be the goal of every business.

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AND BECAUSE WE BELIEVE IN THESE THINGS, IT IS WHO WE ARE & WHAT WE DO.

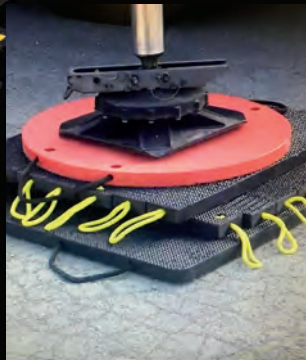
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Despite the impact of the COVID-19 coronavirus, ConExpo 2020 was well attended and deemed a success. See our Review starting on page 19.



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The COVID-19 crisis is taking a tremendous toll on the construction industry. *D. Ann Shiffler* reports on ACT's readership survey about the pandemic.

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■ A host of industry meetings and conferences have been cancelled or rescheduled due to the COVID-19 crisis. Cancelled events include the SC&RA Annual Conference, AWRP Annual Meeting, ACRP General Assembly, North American Iron Workers IMPACT Conference, Crane Rental Association of Canada Conference and Tower Cranes North America (TCNA). TCNA has been rescheduled for October 22, 2020 in Chicago.

■ The International Society of Weights and Measures awarded Intercomp the Kardux Cup for its TS30-CPU. The award recognizes the most outstanding new technical achievement that positively impacts the weighing and measurement industry.

■ For those of you now working from home, the KHL team would like to remind you that you can read our magazines in digital format. If you would like us to temporarily redirect your paper copy to a home address, please contact the team by e-mail at: circulation@khl.com



■ Vic's Crane & Heavy Haul, is expanding into the Duluth/Superior, WI region with a new Twin Ports location in Superior, WI. The location provides easy access to truck routes and will house a mobile fleet of 45-ton to 250-ton cranes and other equipment. The new location will be led by Jim Briggs. He joins the Vic's team with more than 25 years of experience providing equipment solutions to the construction and industrial markets in the area. He also has 16 years of managerial experience, in addition to eight years working in the crane industry.

SC&RA takes lead in crisis communication

Safety is the number one priority of the crane, rigging and specialized transportation sector. Considering the national COVID-19 crisis, the SC&RA Board of Directors voted to cancel its 2020 Annual Conference scheduled for April 14-18 in Amelia Island, FL.

"Based on the developments of the past few weeks, and looking beyond the business and logistic issues, our top priority is protecting the health and safety of our members and staff," said Joel Dandrea, CEO.

Safety first

SC&RA has worked to assure reservation and registration fees are refunded quickly over the next few weeks. Dandrea said SC&RA staff will be determining ways to virtually conduct and execute committee meetings, award recognition, Board of Director and Governing Committee elections and the Job of the Year competitions. Some of these may happen over the same dates scheduled for the Annual Conference or in the months following.

Command center

Additionally, SC&RA has created a COVID-19 Crisis Command Center at www.scranet.org/covid19. The website is designed to help navigate and understand new enforcement and changes due to the pandemic. This will include news on oversize and overweight (OS/OW) permitting policies and office



SC&RA's Crisis Command Center endeavors to keep the industry informed.

procedures, OSHA guidance and updates from the FMCSA on CDLs.

"SC&RA subject matter experts are working with government officials and others daily and will post information as it comes in. We encourage members to contact us with questions or information that may be helpful to share as the situation evolves," the website said.

Essential work

SC&RA asked the U.S. Department of Homeland Security to confirm the crane, rigging and specialized transportation industry and its workers as "essential critical infrastructure."

In its "Guidance on the Essential Critical Infrastructure Workforce" issued March 28, 2020 by the U.S. Department of Homeland Security Cybersecurity and Infrastructure Security Agency, the crane, rigging and specialized transportation industry and its workers were mentioned as essential critical

infrastructure.

The Guidance stated: *Workers including truck drivers, railroad employees and contractors, maintenance crew and cleaners supporting transportation of chemicals, hazardous, medical and waste materials to support critical infrastructure, capabilities, functions and services, including specialized carriers, crane and rigging industry workers.*

SC&RA noted that this list is advisory in nature.

"We are pleased that CISA has recognized our industry and its workers as essential critical infrastructure as they play a key role in keeping infrastructure viable," said Dandrea. "We are grateful that CISA has responded so quickly to our request."

SC&RA is working closely with government officials at all levels during this pandemic so that equipment and materials are delivered, and infrastructure remains viable for commerce and economic stability.

Tadano Faun and Tadano Demag limit operations

Tadano Faun and Tadano Demag will limit its operating activities until the end of April, the company said.

Plant holidays were agreed for its operations until March 31, 2020. From April 1-30, 2020, Tadano will introduce short time working for large parts of its sites in Lauf and Zweibrücken, Germany.

In a communication from Tadano Demag CEO Jens Ennen and Tadano Faun CEO Kenichi Sawada, the companies have also begun home working for many employees.

"Business trips, training and face-to-face meetings of all kinds are suspended until further notice to protect your and our health," the email said.

As well, the company expects that crane deliveries will be delayed.

"These are to be considered on a case-by-case basis, so that it is not possible to provide a general estimate of the length of the delay. We will contact the affected customers immediately and find a solution together. If you have any questions, please get in touch with your usual contacts," the company email said.

While Tadano will endeavor to maintain the service and spare parts supply to its customers, there will be restrictions on cross-border deliveries and service operations in general.

From May 2020, the company is preparing to increase its production and support to the normal level as quickly as possible after the COVID-19 crisis.

"However, we will have to adapt our operating activities to the situation as it occurs," the company said.

Mexican debut for Tadano GT-750EL

The first Tadano GT-750EL truck crane recently arrived in Mexico. Through a Tadano partner in Mexico, Arrendo SERV, Grupo Vazquez del Sur purchased the Tadano GT-750EL, the largest among a new family of truck cranes offered from Tadano that also includes the GT-600EL and the GT-300EL. The purchase marked the first-ever Tadano GT-750EL to be sold in Mexico following the model's launch at Bauma 2019.

With a maximum lifting capacity of 75 tons and a total length of 47 feet, the GT-750EL brings power, compactness and efficiency. The main boom has two modes of operation, enabling the crane to maximize its lifting capacity at short radiuses with a stronger boom and maximize lifting capacities

at high radiuses with a lighter boom. It features a five-section boom that can extend up to 154 feet and a two-stage, three-fix position jib of 30 feet and 47 feet with a maximum tip height of 201 feet. The GT-750EL's under slung jib can be installed in an area no greater than the crane's width for easy setup, Tadano said.

"The GT-750EL brings a reliable and maneuverable lifting solution to the 75-80 ton class with a control system that's smooth and intuitive," said Marcos Rodriguez of Grupo Vazquez del Sur. "This crane is perfectly suited for fast transport and set up, which is essential when moving from jobsite to jobsite each day."



A sale to Grupo Vazquez del Sur follows the worldwide introduction of the GT-750EL at Bauma 2019.

Enerpac introduces new SL400N gantry

Enerpac has launched the SL400N Super Lift hydraulic gantry.

"The SL400N is designed based on the significant growth seen in relevant markets and the need for greater lifting capacities in tighter spaces," said Pete Crisci,

product line director, Heavy Lifting Technology at Enerpac.

Enerpac engineers were able to increase lifting capacity on this newest gantry without having to go up to a wider gauge track.

The result is the SL400N, which can lift up to 400 metric tons (first stage) with a 7.7-meter lifting capacity on a standard 2-foot track. By being able to stick with this slender track gauge, the unit can easily be moved around existing obstacles. Operators can spend less time navigating impediments or moving them

and use less resources to mobilize and demobilize the equipment, Crisci said.

Standard features include self-contained hydraulics. Each gantry leg has a built-in hydraulic pump which eliminates trip hazards by eliminating the need to connect hoses and makes for easier set up.

Powered by the Enerpac Drive System, self-propelled rollers allow for synchronized travel and continuous movement. It also comes with wireless controls. With no cables, there are no tripping hazards or risk of incorrect connections, saving time during set up as there are no cables to connect.



Enerpac rolled out the new SL400N gantry, which has a capacity of 400 metric tons.

DICA acquires Linton, partners with Axion

DICA is acquiring sling protection company Linton Rigging Gear Supplies, which is known for its edge protectors that are designed to prevent sling damage and potential failure caused by sharp corners or load edges, thus aiding compliance with ASME B30.9 and OSHA

29 CFR 1926.251(c)(9) regulations.

Linton Rigging Gear Supplies was founded by Ray Linton and his wife Patty nearly 20 years ago. They are now ready to retire.

"We are glad the legacy of our work will continue under the care of DICA," said Linton, who will serve in a consulting role with DICA to provide support through the transition.

DICA has also formed a partnership with Axion Structural Innovations. Its products are used to replace hardwood in the construction, heavy lift, transportation, marine and railroad industries. The partnership will bring engineered matting products to crane users in the heavy lift market.

According to DICA, the two companies' values and products share common benefits for users, with each using engineered materials

DICA's Kris Koberg (left) and Ray Linton at ConExpo 2020. DICA has partnered with Axion Structural Innovations to bring engineered matting products to crane users.

designed to provide benefits over traditional wood products.

"Axion has world class engineering, product development and manufacturing capabilities. They have a proven track record in the highly regulated railroad industry and have developed excellent products for building access roads, crane work platforms and laydown yards," Koberg said. "Axion's construction and heavy-duty mats complement DICA's product line, and our vision to provide engineered foundation solutions for all equipment."

"DICA impressed us with its comprehensive and engineered product line, technical leadership in the



industry, brand strength and overall integrity," said Allen Kronstadt, Axion's chairman. "By providing performance-driven products that outlast and outperform wood alternatives, both companies are solving safety problems in areas where wood products perform inconsistently."

ProLift acquires Advance Riggers

ProLift Rigging has acquired Advanced Riggers & Millwrights (ARM), a rigging and plant relocation company based in Riverside, CA. Former Advanced Riggers and Millwrights owner and CEO Jerry Huffman will continue to lead the team in serving customers across the western United States. ARM has a long history of project-based machinery moving, plant relocation services, equipment installation services, warehousing, crating and transportation services. The acquisition will add an "outstanding bench of certified riggers;" experienced sales, project management, dispatch and back office personnel; 60,000-square-feet of warehouse space; and VersaLifts with up to 140k capacity, Huffman said.

Founded in 2010, ProLift Rigging is a full-service heavy lifting and rigging team. Customers can leverage ProLift's highly-proficient machinery movers and specialized rigging equipment to manage risk and minimize downtime to their operations.

Load King names new crane service centers

Load King, a wholly owned subsidiary of Custom Truck One Source, announced that all Terex Services and ML Utilities locations will be authorized service centers for Load King cranes. Authorized



service centers will provide maintenance, repair and parts for Load King products.

With locations in Charlotte, NC, Baltimore, MD and Cleveland, GA, ML Utilities will service Load King boom trucks, truck cranes and Terex legacy products for customers in the Mid-Atlantic and Southeast regions, including Maryland, Delaware, Washington DC, Virginia, North Carolina, South Carolina, Georgia, Florida and Alabama.

Terex Services and ML Utilities are now authorized service centers for Load King Cranes.

"Through this exciting relationship with Load King Crane, we look forward to providing service support to their customers," said Richard Gunderman, vice president, parts and service, Terex Services.

"ML Utilities is excited to be named as an authorized service center for Load King," said Mickey Hodges, co-president, ML Utilities. "This partnership aligns well with our business model, geographic locations and allows ML Utilities to provide service excellence to the Load King brand and the legacy Terex Crane products."



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Epic calamity

The COVID-19 coronavirus crisis is taking a tremendous toll on the construction industry. **D. Ann Shiffler** reports.

It's hard to find any good news in the COVID-19 crisis. As *American Cranes & Transport's* April issue went to press, most communities in the United States are on lockdown, sheltering in place to try to "flatten the curve" of the virus spreading.

As the U.S. Congress grappled with a \$2 trillion-dollar economic stimulus package, construction trade organizations appealed to the government at all levels for its work to be designated "essential" and exempt from jobsite shutdowns due to the pandemic. Several states have ruled construction is essential and work will continue despite shelter-in-place orders.

The crane, rigging and specialized transportation sector is preparing for layoffs, seeing projects delayed or cancelled and have generally assessed that the economic downturn due to the COVID-19 virus will be damaging. But they are hoping the duration will be short.

Readership survey

ACT conducted a short digital readership survey on March 18, and the results showed a weary industry hoping for the best. Some, 49 percent of respondents said they have not had projects cancelled, 34 percent have had projects cancelled and 17 percent didn't know.

As far as jobsite shutdowns, 44 percent said they had not had a job shutdown, 44 percent said they had a jobsite shutdown

“We are hopefully confident that business will continue in most of our concentrations, and for any areas that falter, we will see rapid gains as the crisis is behind us.”

MEREDITH WILLIAMS, Buckner HeavyLift

Construction associations, including SC&RA, AED, AEM, ARA, AGC and others, are asking the government to consider construction jobsites as essential infrastructure.



© ROBERT DIMMITT PHOTOGRAPHY

Social distancing gave ConExpo 2020 in Las Vegas a new vibe. Handshakes and hugs were out, fist and elbow bumps were in.

and 12 percent don't know.

In terms of project delays and rescheduling, 68 percent said they had seen delays or postponements, 29 percent said they had not seen delays or postponements and 2 percent didn't know.

In terms of expected short term staff layoffs, 51 percent said they expect to see layoffs, 34 percent didn't know and 15 percent don't expect layoffs.

And finally, 41 percent said they don't know if crane rental rates have been impacted, 32 percent said they have been impacted and 27 percent said they have not been impacted.

The Specialized Carriers and Rigging Association (SC&RA) has taken a strong leadership role, disseminating information through its website SC&RA COVID-19 Crisis Command Center. SC&RA cancelled its Annual Conference slated for April 14-19 in Amelia Island, FL.

With safety as the cornerstone of the industry, SC&RA CEO Joel Dandrea said the association will endeavor to keep members informed and do what it can do to help members survive the business repercussions of this crisis.



"I encourage you to be safe and practice social distancing now through the next few weeks," said Dandrea. "Our motto is 'Our Members Lift & Move the World' and I have no doubt that if we do our part, we can impact the spread of this virus and be stronger, physically, emotionally and financially."

Prudent and responsible

Buckner HeavyLift's Meredith Williams said SC&RA has been prudent and responsible.

"First and foremost, supporting social distancing relative to COVID-19 and secondly realizing that companies must take this time to focus on the challenges and opportunities at hand," she said.

She said that Buckner has worked the last several years setting up web and cloud-based systems that can support its team remotely and allow for the flexible work

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structure that a situation like this requires.

"From payroll to time tickets to crane inspections, we are able to leverage our digital systems to help the information flow among our company and to our customers stay steady," she said.

Still, she said her team feels the anxiety and stress, especially with field teams who have the added challenge of being away from home and family.

"Our main goal as a company is to support those field teams as they continue to support our customers' projects," she said. "We have implemented increased daily communication channels throughout our teams to make sure we have a pulse of what's happening in all areas of our business and the country. COVID-19 precautions and challenges certainly reinforce Buckner's appreciation, respect and value placed upon our frontline field personnel. These men and women continue to perform at the highest level despite the challenges, which only further confirms that they are truly the backbone of our company and the industry."

Battling uncertainty

While Buckner is still seeing new business, she said "there is definitely a sense of uncertainty in certain sectors of our business that were not there a few weeks ago. We are hopefully confident that business will continue in most of our



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Hand sanitizer flowed at ConExpo 2020, which was cut a day short due to the spread of the COVID-19 virus in North America.

concentrations and for any areas that falter, we will see rapid gains as the crisis is behind us."

Jason MacKenzie, president, Select Crane Sales, said his company is taking all the necessary precautions.

"For the time being our territory reps are working from home and assisting customers by phone and email," he said.

"To accommodate customers, we are offering virtual crane demos for those finding it difficult to travel. Our customers

" I do believe that it's temporary and in about four months we will be in recovery mode. I also believe there will be a boom to catch up. "

Anonymous survey respondent

are still very busy for the most part and getting as much work completed in the event that they are forced to quarantine/stop working for a period of time."

Holding tight

MacKenzie said his company has not seen an increase nor decline in the number of inquiries, as of yet.

"Customers are holding tight right now until we have a better grasp on how long the quarantines will remain in effect and the virus is under control," he said. "There is a large concern for the economic impact and how long it will take to recover. I think the next few months will remain quiet until the world works to get back to some sort of normality. The crane industry and people within the industry are strong and this is just another challenge." ■

How does this downturn compare to 2009?

American Cranes & Transport's readership survey about the COVID-19 crisis included a question with a write-in comment: "How does this downturn compare to the recession in 2009?" Following is a sampling of responses:

"It's too early to tell. Most clients are working at normal volume for this season."

"The biggest concern is we don't know when we can get back to normal. There seems to be an underlying concern of not knowing when things will be clear."

"While this downturn in the economy will probably be classified as a recession, it is different from the former recession. The former recession was brought on by a financial crisis. This recession was brought on by a health crisis. This time around, the banks are solid and appear ready and able to help. Companies have better reserves, and hopefully, things will bounce back quickly."

"At the moment we are taking precautions and preparing ourselves for similar events. We haven't seen immediate changes, however, we are expecting them."

"Much more rapid onset, without the very busy period leading up to it. We had a decade of record revenues leading up to 2009. Since then, it has been a roller coaster without significant high points."

"Much worse, as it effects every aspect of society, business, and government. The bright spot is that the Federal Government has proven to be reacting in an exceptionally, and surprisingly, good manner."

"Pennsylvania has shut down all construction projects, which is a big hit for our company."

"It's very different. I do believe that it's temporary and in about four months we will be in recovery mode. I also believe there will be a boom to catch up."

"Way too early to tell that story. This is a cliff effect versus vision into that downturn in 2009."

"We don't have purchase order cancellations yet, but we are expecting it will start next week. We are still receiving requests for quotes. Hopefully they will

materialize into new orders."

"The 2009 market decline was over 4 to 6 months. This will be over 4 to 6 weeks."

"This hit much quicker with changes taking place daily if not even hourly."

"This event is much more dramatic in the escalation of the impact. Government orders to reduce staff, shutter projects or close offices are driving a lot of the impact. Our expectation is that this is a major pause, but the demand remains, and we will see a quick return to high levels of activity as soon as there are some encouraging reports on the infection trendline, treatments or vaccine."

"We face a worldwide reduction and all countries/customers have the same problem. You cannot compensate business somewhere else."

"Hopefully this is a temporarily shut down due to a virus. In 2009 if you lost your job it was impossible to find work."

"Worse than 2009."

"Similar to 2009."

"Far worse than 2009."

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A focus on the future

SC&RA's 2020 Specialized Transportation Symposium provided a riveting look at current and future transportation issues and the challenges they present.

With some 566 transportation professionals from around the world in attendance, the SC&RA Specialized Transportation Symposium convened February 18-21 at the Sheraton Charlotte Hotel in Charlotte, NC. Gray skies and intermittent rain and snow didn't thwart the mood of attendees who were there to learn, network and discuss industry trends and issues affecting the way they do business.

The STS presents the opportunity for transportation professionals at every level to network with top operations managers, safety directors, safety managers, pilot car professionals, permitting officials, law enforcement and state and federal officials

from MAASTO, NASTO, SASHTO and WASHTO.

"Attending the annual SC&RA Transportation Symposium is something that I look forward to each year," said Edwards Moving and Rigging Safety Director Danny Cain. "It is a great opportunity to network with other industry professionals and provides attendants with the opportunity to obtain the latest and cutting-edge information on new technology and equipment used in the transportation industry."

Cain appreciates the ability to meet with and discuss regulatory concerns with state DOT officials at the state forums.

"The partnership and synergy that has evolved between the members of SC&RA and federal and state agencies these past years has been absolutely remarkable – these efforts in working together have eliminated many regulatory roadblocks," Cain said.

Technological advances

Several themes ran through the 2020 Symposium, including technology



SC&RA Transportation Group Chairman Ed Bernard of Precision Specialized officially opened the Specialized Transportation Symposium.

and how it will impact the future of the industry as well as safety and harmonization.

"The new technology in specialized transportation is on the verge of exploding," said Steven Todd, SC&RA vice president, transportation. "First, the new permitting related software. New apps like that demonstrated by WCS, new application software that will greatly reduce data entry time such as that announced by Pit Row Group/ProMiles/Nova as well as the advent of verbal permit routing shared by ProMiles suggests the next decade will be one of tremendous progress and change for those carriers who elect to keep up."

Todd said a key takeaway was having FMCSA Acting Administrator Jim Mullen's update of the agency's continued path towards Hours of Service relief. While he didn't go into specifics, Mullen said SC&RA's input on the HOS final rule had made an impact on deliberations of the rulemaking body. More than 500 people attended Mullen's presentation.

THE STATS

-  **566** attendees
-  **148** first-timers
-  **54** internationals (from 10 countries)
-  **56** exhibitors



The Welcome Reception was well attended with old and new friends and colleagues enjoying the opportunity to meet, greet and catch up.





SC&RA's Pilot Car Committee discussed route hazards, insurance costs and the problem of truck driver depression.

Peter J. Vanderzee of LifeSpan Technologies and John Caya of 5C Strategy talked about how new sensor technology is changing the game, opening up more bridges to OS/OW loads.

From economics to demographics, John Maketa tackled the world's changing demographics and how the industry must adapt. He addressed how baby boomers retiring and millennials assuming leadership roles will change the face of the industry.

Getting involved

A panel of executives from Landstar Transportation Logistics discussed how

Acting FMCSA Administrator Jim Mullen gave an update on the HOS rule and the latest regulatory and compliance issues.



one of the nation's leading transportation logistics companies is preparing for the future.

Permitting challenges were a big focus with a two-part presentation that centered on how permitting will evolve in North America.

Caterpillar's Kathy Barber gave a new perspective on harmonization through the eyes of an OEM. She discussed how working with the



The STS Leadership Forum is involving the industry's next generation of leaders.

Grooming new leadership

Developed to help fast-track the best and brightest young minds to the next levels of professional and SC&RA leadership, the Leadership Forum convened on Wednesday, February 19 as a part of the Specialized Transportation Symposium in Charlotte, NC.

Selected attendees included Larry Barnes, Bennett International Group; Philippe Bellemare, Transport Bellemare International; Julie Jereczek, Landstar Transportation Logistics; Craig McGraw, Trans American Trucking Services; Amber Palecek, Palco Transportation; David Pritchett, Acme Truck Lines; Zach Ragsdale, CMH Transport; Nick Ruscito-Caissy, ODS North America; and Richard Silvey, Omega Morgan. *ACT* Assistant Editor Hannah Sundermeyer sat in on the event.

The group weaved in and out of scheduled committee meetings and mainstage presentations during the larger Symposium. They networked with each other and connected with "mentors," which SC&RA had matched. Dialogue centered around building industry connections, having a better understanding of SC&RA and brainstorming ideas to solve common business issues. Hot topics included OS/OW permits, the skilled labor shortage and training/certification issues.

"One of the key takeaways of the Forum is helping the next generation continue to grow within the industry and Association," said Jason Bell, SC&RA membership director. "Through building relationships with the current generation and facilitating the exchange of knowledge, experience and expertise, the Forum will continue to help the industry excel."

Forum participants garnered a valuable understanding of both leadership and the trade.



Kenco's Randy Starnes addressed the challenges of coordinating OS/OW movements.

manufacturers, the industry can achieve such initiatives as the SC&RA's UPT2020.

One of the most valuable parts of the Symposium is that attendees can sit in on SC&RA committee meetings and contribute to the discussions of the Association's leadership.

The Pilot Car Committee met on Tuesday afternoon to a packed room of attendees interested in state updates, pilot car certifications, route hazards and insurance costs. One of the most interesting topics dealt with the issue of truck driver depression and the startling statistics. The Permit Policy and Transportation Safety Education & Training committees also met.

The 2021 Specialized Transportation Symposium will be held February 16-19 at the Sheraton Birmingham Hotel in Birmingham, AL.

The Exhibit Center included 56 companies showing products and services geared to the specialized transportation sector.





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YALE
CORDAGE

The American Cranes & Transport team ventured to Vegas for the 2020 ConExpo tradeshow. **Hannah Sundermeyer** reports.



ConExpo 2020 registrations were up 1.5 percent from 2017 with more than 130,000 attendees.



Viral in 'Vegas

I think everyone who attended ConExpo 2020 will agree, it was a different kind of show.

Growing concerns over the coronavirus outbreak in North America, odd weather, cancelled events and the show eventually being cut short by a day, ConExpo 2020

will go down in the books as unique, yet memorable.

Normally, walking through the lots where the crane, rigging and specialized transportation OEMs were exhibiting, would mean hearty handshakes and hugs. But this year attendees abided by minimal contact guidelines as they bumped fists

and elbows, among other creative greeting methods. It's rumored that a "curtsey" was among the more unusual salutations.

A palpable energy

Attendees saw all kinds of weather, including overcast skies, 75-degree sunshine, whipping winds, a torrential downpour and just about everything in between. But the unforeseen elements

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↑ Tawnia Weiss and the A1A team debuted the first VR simulator for lift planning.

↓ George Schildhouse, Dustin Dalton, Jose Perez and Ed Hisrich are all smiles at the Broderson Manufacturing stand.



↑ Mohamed Chettibi, Radoine Bouajaj and Slimane Zaoui manned the AMCS technologies booth in the Festival Hall.

➔ Netarus' Chris Machut, JASO's Mikel Iturrioz, Allied Crane's Derek Kasa, JASO's Dick Huitema, Titan Cranes' Damon Hamlin, JASO's Rob Kohler and Titan Cranes' Jason Pearce talked business at the JASO booth.



⬆ Heede's Dennis Kenna, Comansa's Mike Jones and Travis Felchin and Heede's Jason Kenna catch up at the Comansa stand.

never put a damper on the tradeshow. Whether popping open an umbrella or tossing on some shades, the vibe was upbeat and the energy soaring.

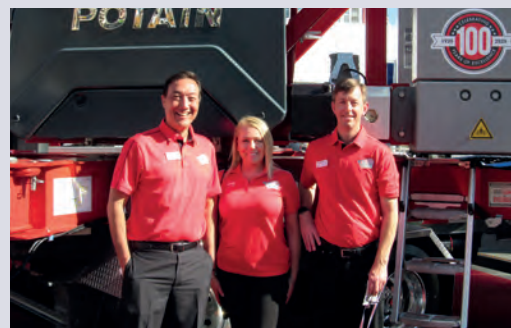
Armed with hand sanitizer, business cards and the occasional beer, attendees got their steps in visiting more than 2,000 exhibitors that had pulled out all the stops to impress new and old customers at North America's largest construction trade show. Booms bedecked the sky as attendees experienced first-hand new technology, innovative equipment and countless opportunities for networking.



⬆ John Carpenter and Tony Inman hang out at the Maeda booth.



⬅ John Lukow, Fred Ross and Ben Link stand in front of the new Load King Stinger 80-160 truck crane. Models will be rolling out in July.



⬆ Ion Warner, Amy Marten and Chris Brathauer showed attendees around the Manitowoc stand.



⬆ Normand Hinse, Manon Huard and Laurent Despres pose at the RaycoWylie booth.

New this year was the Festival Grounds, adjacent to the Circus Circus hotel, featuring both indoor and outdoor exhibitions, most of them crane, rigging and specialized transportation OEMs and

⬇ Link Belt's Scott Knight and Bill Stramer are pictured in front of the new TCC-800 telescopic crawler.



service providers that in previous years occupied the Gold Lot. Shuttles dropped off attendees at a variety of points across the show grounds. In my own experience, the wait times were relatively low, and the shuttle actually provided a fantastic opportunity to network. Many times, as I caught a ride back to the North Hall or other parts of the show, I exchanged business cards with another attendee sitting next to me, learning a bit about his or her involvement in the industry.

While the organizers have not issued full attendance numbers, it was reported that registrations were up 1.5 percent from 2017 with more than 130,000 attendees.

>23

⬇ Jean-Charles Delplace, Kevin Legendre, Paul Matthews and Raphael Molina represented the SMIE team.





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↓ **Barry Pennypacker** addressed the crowd at a Manitowoc press conference.



PHOTO: © ROBERT DIMMITT

↑ **Peter Mayr of Liebherr** breaks down the current market and product debuts.



Lift & Move draws interested students

More than 350 students from Clark County School District visited the Workforce Solutions area at ConExpo. Lift & Move USA featured an interactive presentation about the role of crane, rigging and specialized transportation operations in the construction of Allegiant Stadium, new home of the NFL's Las Vegas Raiders.

A video series, *From the Ground Up*, narrated by Mike Rowe, was the inspiration for the presentation.

"We highlighted things like how many trailers it takes to mobilize cranes, how a crane operator and signal person work together and the various career paths into our industry," said Tracy Bennett, director, Lift & Move USA.

"Events like these are vital to the future of our industry," said Josh Patnode, manager, Flight Hardware Logistics for SpaceX, who volunteered as presenter during the event. "When we open the doors of opportunity to the younger generation they tend to walk through, especially when the options include good paying jobs that involve challenging projects. Students were genuinely interested and wanted to know more about the wide spectrum of positions that support the industry."

In 2020, Lift & Move USA will hold two other events featuring simulation tools, hands-on activities and live equipment demonstrations. Engineered Rigging will host the program in Russellville, AR on October 16 and Buckner HeavyLift has scheduled a program for November 5 in Graham, N.C.

↑ **Tony Sabia, Roland Fischer and Julia Birkert** are all smiles as Scheuerle celebrated its 50th anniversary in the U.S.



A record-breaking 75,622 tickets for education sessions were purchased, a 46 percent increase over 2017.

Wheelin' and dealin'

The largely echoed sentiment across the grounds was "quality over quantity." While I observed a variance in foot traffic day by day, a multitude of OEMs noted that the customers coming by the booths were exemplary and interested in adding equipment to their fleets, rather than just window shopping. It was certainly a buyer's show, as crane handovers took place nearly every day.

On the quest for the "perfect fleet," Bigge celebrated its growth at ConExpo. Bigge representatives were popping champagne bottles and celebrating a variety of crane purchases from Liebherr, Kobelco and Tadano.

The Manitowoc stand was never short on visitors, as companies such as Maxim Crane Works, RMS Rentals and Mexico's APR Grúas y Logística, marked their continued partnerships with the

→ **Tadano's Ingo Schiller** addressed the press during a conference.



PHOTO: © ROBERT DIMMITT

→ **Wolffkran's Todd Yager and Duncan Salt** enjoyed weighing in on the crane market.



↑ **Goldhofer's Stefan Kohler** is pictured in front of Bay Crane's PST/SL-E SPMT.

Manitowoc, Potain, Grove and National brands.

Sticking with the theme of celebration, Liebherr USA celebrated its 50th anniversary in North America, unveiling

two new cranes targeted to the American market. These pages show our photo album of crane handovers, new equipment debuts and snapshots of some familiar faces.

During the week, I overheard someone describing the industry, saying that business



↑ **Joe Dewey and Erin Reiff** braved the rain at the XL Specialized stand.

cards may change, but faces stay the same. There's something about watching business deals that are fueled by friendship that truly sets apart this industry. A tremendous gathering of large and small companies, ConExpo 2020 represented this ever-evolving trade and the incredible people that power it.

➔ The Faymonville DualMAX modular dual-lane trailer can be widened under load in various stages from 14 to 20 feet.



PHOTO: © ROBERT DIMMITT

⬆ The Kobelco CK3300G-2 hydraulic crawler crane was exhibited for the first time in North America.



PHOTO: © ROBERT DIMMITT



PHOTO: © ROBERT DIMMITT

⬆ One of two new crawlers unveiled for the North American market, the Sany SCA 2600A has a lifting capacity of 286 tons at 16.4 feet.

⬅ Visitors to the CM Labs' booth could try their hand at the new line of entry-level training solutions.

On display at the Lift Systems stand was a 34FBG4300WSI Power Tower, TL150BW Tri-Lifter and WBC-15 walk behind crane.



PHOTO: © ROBERT DIMMITT



PHOTO: © ROBERT DIMMITT

⬆ Manitex debuted several new additions to its family of products at ConExpo.

⬇ The Tadano GR-1000XLL-4 has been upgraded to give crane owners more capacity, more cab visibility, higher engine performance and increased safety features.



⬆ The flat top model CTT 472-20 was erected at the Terex booth and features 11 jib configurations from 98 to 262 feet.



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↑ Despite unexpected weather and cancellations, the show was still bustling.

PHOTO: © ROBERT DIMMITT



↑ Pictured in the Kobelco CK1100G-2 handover were Scott Macon Equipment's Danny Magee, Big B's Kenneth Green, Daniel Basden and Joey Stricklan, Kobelco's Jack Fendrick, Big B's Bruce Basden and Scott Macon's Danny Eastep and Alex Scott.



↑ The new MLC150-1 is a competitive offering from Manitowoc in the 165-ton crawler crane market.

PHOTO: © ROBERT DIMMITT



↑ The HS 8200 is the new Liebherr duty cycle crawler crane in the 200-ton capacity category.

PHOTO: © ROBERT DIMMITT



PHOTO: © ROBERT DIMMITT

← Scott-Powerline's team celebrated the purchased of a Tadano Mantis GTC-550.



↑ CraneWorks CEO Keith Ayers visited with Manitowoc to celebrate the company's commitment to National Crane boom trucks.



Trail King and Goldhofer, located in adjacent booths, teamed up to support each other's products.



PHOTO: © ROBERT DIMMITT

↑ Wolffkran showcased its smaller luffing jib model, the WOLFF 166B.

>28

→ Liebherr-Werk Nenzing handed over the keys to 22 crawler cranes to its long-standing partner Bigge Crane and Rigging.



← Cranes, Inc., a New York City-based crane rental company, took delivery of the first Liebherr LTM 1110-5.1 in the U.S.



↑ Manitowoc's Gael Veillard and David Polce presented a plaque to RMS Rentals' Andy Schwandt and Steven Klatt to celebrate their partnership with Potain.

↓ U.S. Crane and Rigging owner Tom Auringer placed an order for seven Liebherr cranes at the Liebherr stand at the ConExpo.



→ Bigge Crane & Rigging celebrated the handover of their fifth Kobelco CK3300G-2 crawler.



↑ SCU Crane and Rigging commemorated the purchase of a new Grove GHG140 telescopic crawler crane.

↓ Handover of new Liebherr duty cycle crawler crane type HS 8200 to Dragados USA. The crawler will go into operation in Los Angeles.





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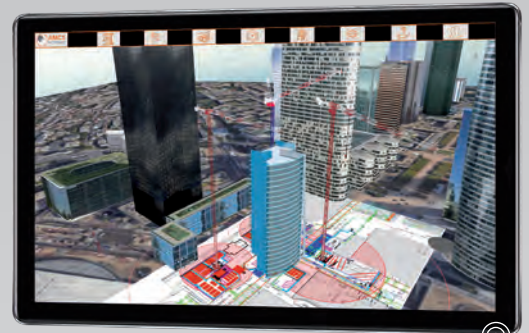
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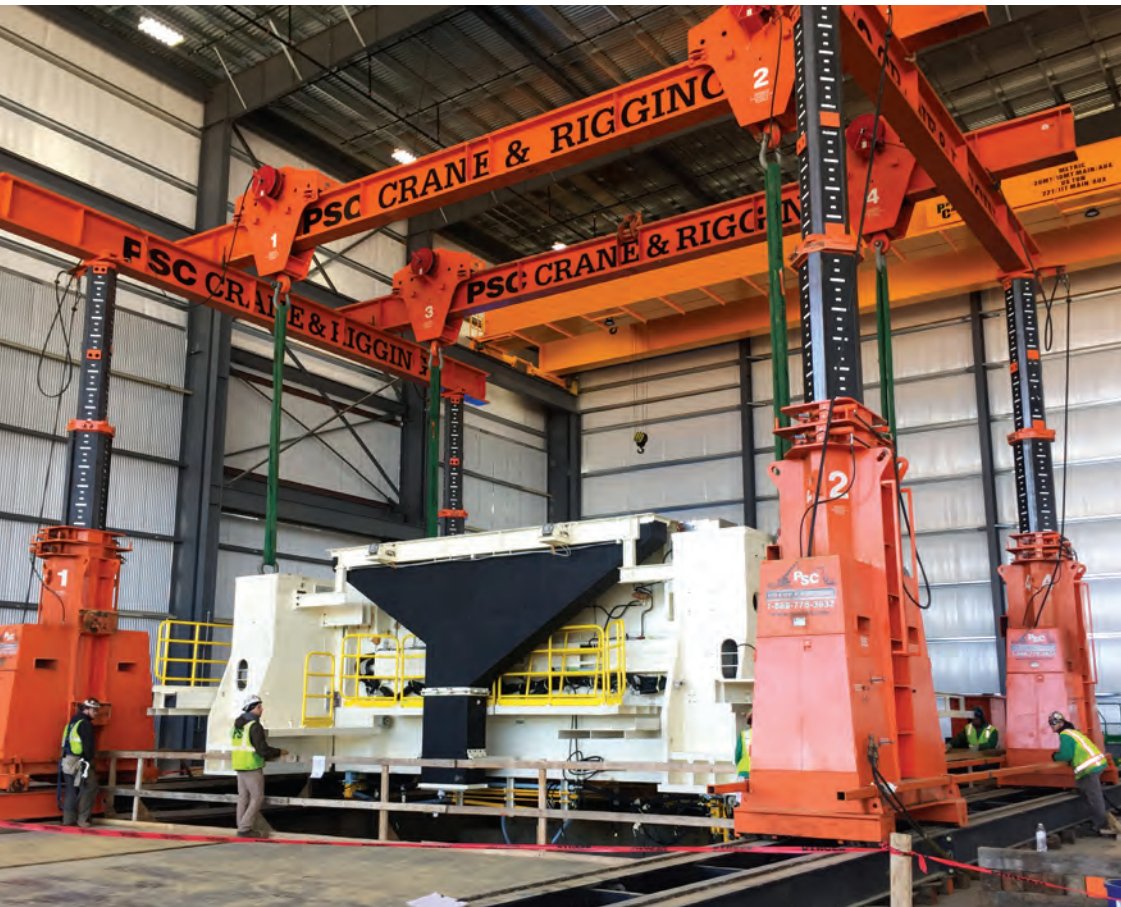


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Fears about the economic impact of the coronavirus saw stock markets plunge.

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.

COVID-19 impact

Stock markets plunged in late February and early March due to fears about the impact of coronavirus on the global economy. As the graph illustrates, this wiped-out gains that had built up over the previous 12 months, pushing the heavy equipment sector into negative territory.

The economic impacts of coronavirus are due to the measures being taken to stop its spread. The medical condition itself does not pose a serious health risk to most people. Deaths have generally been among those who are vulnerable to illness – the elderly, those with compromised immune systems or those with pre-existing respiratory illnesses. The deaths are tragic, and steps should be taken to prevent further fatalities.

However, workplace shut downs, which took place across China for several weeks, will impact economic output. This has a particular bearing on manufacturing industries

such as the construction equipment.

There are many other knock-ons from workplaces being closed and people staying at home. Restaurants, the travel industry, bricks and mortar retail and even oil consumption are affected.

The shutdown of production in China has worldwide ramifications. China is the workshop of the world, producing everything from smartphones to food products. If production stops and stocks are run down, output elsewhere is impacted.

Construction equipment is a prime example. About 30 percent of global construction equipment production is in China. Although the majority of this is sold domestically, Chinese and international OEMs alike use their factories to serve markets worldwide.

China is also the source for key components that global equipment factories rely on. JCB, for example, said it would reduce its United Kingdom production due to anticipated

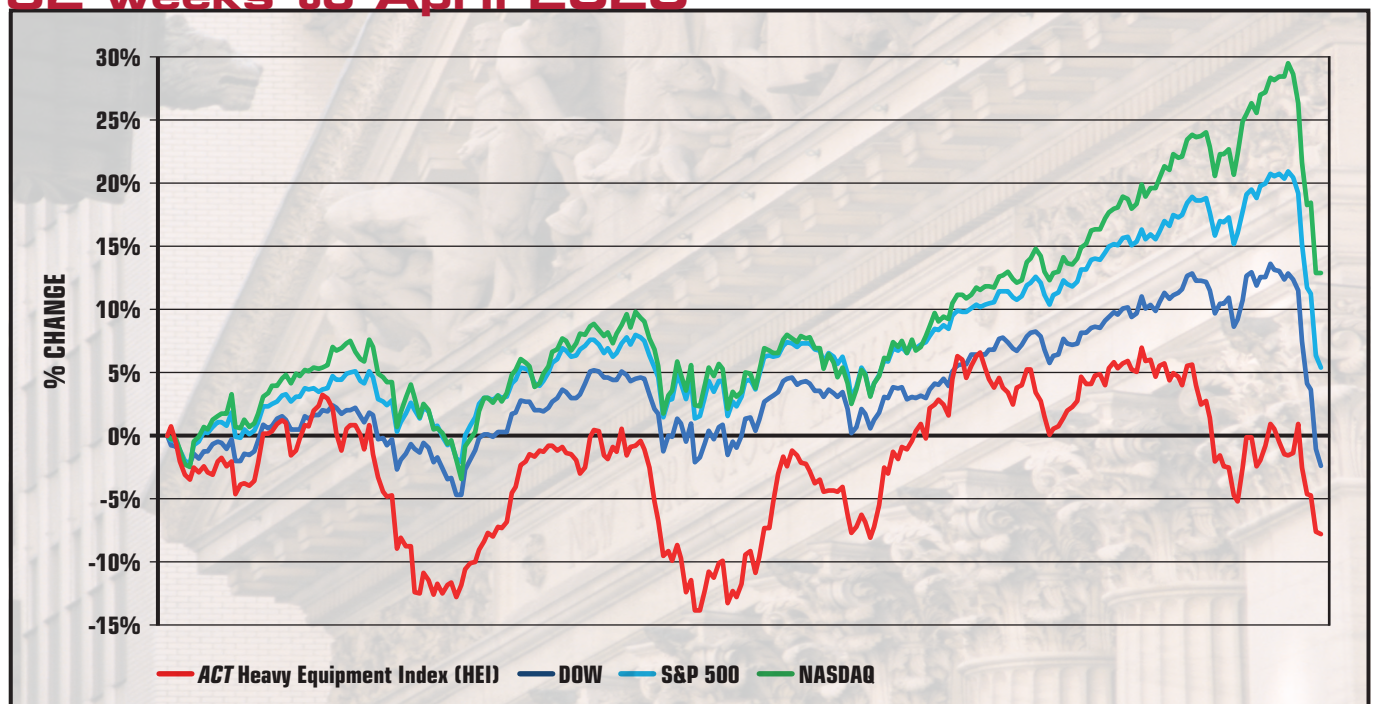
supply shortages from China.

The question of course is when will the impact of coronavirus pass? The SARS outbreak of 2003 provides some lessons. This was negative for emerging economies' stock markets, but it had no impact on North American markets, while the Euro area lost ground but made it up within a month.

The reaction to coronavirus has been more extreme than that of the SARS outbreak, so the impact is likely to be bigger and longer lasting. Although instances of the disease should lessen as quarantine measures step up and the weather improves. Viruses are susceptible to heat and ultraviolet, while individuals' immune systems are less stressed in warm temperatures. The more pertinent question is when will the global economy get back to business as usual?

This depends on policy decisions, but ACT would expect impacts to continue well into the second quarter of the year.

52 weeks to April 2020



A very likely

Jay Folladori caps

his career with a

worthy appointment.

Mike Chalmers reports.

Since the April SC&RA Annual Conference has been cancelled due to the COVID-19 coronavirus crisis, SC&RA President Tom Bennington will not be able to hand over the Association gavel to incoming president Jay Folladori at the always-engaging Closing Night Ceremony. At some point over the next year, the ceremonial handover will likely happen, albeit late.

A 40-plus-year industry veteran, Folladori, currently vice president of sales at Bennett Motor Express, describes himself as a third-generation trucker. Raised by his mother in Memphis, Tennessee, he eventually attended Arkansas University and earned a bachelor of arts degree before answering the call from his father, an owner of three trucking companies, in 1976.

Like many of his SC&RA friends and colleagues, Folladori took advantage of an opportunity to start on the ground floor at a young age, cultivating the experience, wisdom and leadership skills along the way that would eventually garner him an esteemed reputation and deserved passage through the SC&RA leadership.

Opportunities being what they are, I was recently afforded the chance to discuss life, family, career and even take a glance at the future, with Folladori – a “lifer” in every sense of the word – and perhaps above all else, a man who truly appreciates the many people he’s shared the journey with.

YOU WENT TO WORK FOR YOUR FATHER AT ECK MILLER TRANSPORTATION IN THE LATE SEVENTIES JUST AFTER GETTING YOUR DEGREE. HOW DID YOUR ROLE THERE EVOLVE?

Yes, I was actually pursuing my MBA, but he called, and I accepted the position at Eck Miller, which allowed me to get some management experience in the heavy-haul department and eventually some sales



Incoming President Jay Folladori, (center) has earned an esteemed reputation during his 40-plus years in the industry.

and sales management experience.

When I started, the company was based in Owensboro, Kentucky, but in 1980, we relocated to Rockport, Indiana, and I worked through very different parts of the company. I spent time in operations; I was a shuttle driver picking up steel bars; I even spent time in the shop learning how to change tires, sandblast and weld. In 1984, my father sold the company and I stayed with the next ownership group. Once the new ownership came together, I spent more time in sales and operational support.

I stayed on with Eck Miller until 1992, and then went to Landstar Ranger in Jacksonville, Florida, as vice president of operations. My family and I moved from Kentucky to Jacksonville in 1993, and have lived in Ponte Vedra Beach ever since. I should point out that during my time with Eck Miller, my son was born in 1980, and my daughter in 1985. My wife and I have been married over 42 years.

TALK TO ME ABOUT THAT NEW FLORIDA CHAPTER – WHAT TOOK YOU TO LANDSTAR?

At that time, the new president of Landstar Ranger was a gentleman named Jim Shepherd. We’d worked together previously at Eck Miller. He asked me to come down and interview. I started off as director of operations, and six months later, I was promoted to vice president of operations. When Landstar consolidated

their management group, I chose the position of vice president of operations – asset management, government explosives management and customer service. I consolidated three maintenance departments and three trailer control routes to build an asset-management control and maintenance department. A pretty big undertaking at the time.

YOU EVENTUALLY LANDED IN MANAGEMENT WITHIN LANDSTAR RANGER’S HEAVY SPECIALIZED DEPARTMENT.

I did. Primarily at that point, we were trying to organize our pricing concept – develop a pricing model that we could use throughout a thousand agents that Landstar had at the time. But in 2015, David Lowry approached me at the SC&RA Annual Conference and asked if I would consider becoming president at Bennett. We made a decision to do that in September 2015, and I relocated to the McDonough, Georgia, area – coming home every two weeks to Florida. I basically told David that I would give them five years as president. Due to some health issues currently, I’ve taken a bit of a different role.

BENNETT’S REPUTATION FOR STRONG COMPANY CULTURE IS KNOWN THROUGHOUT THE INDUSTRY, BUT EVERY COMPANY STILL FACES INDUSTRY CHALLENGES. CAN YOU SPEAK TO HOW BENNETT ADDRESSES

landing

SOME OF THESE CHALLENGES?

All the carriers have been facing a capacity challenge – where to find drivers, owner-operators, we've all faced it. I think Bennett has done a good job with recruiting; they've built an aggressive safety-bonus program, which not only helps to attract the owner-operator, but also helps in our retention side. Last year, we changed our pay structure, which makes us very favorable when folks are looking to work with Bennett. It puts us in the forefront when people are looking at corporations to lease their truck to.

And David Lowry has been the leader in that regard – he's seen what the position of the industry is and he has taken an aggressive approach to become a major opportunity for owner-operators.

TO THAT END, WHAT ARE YOUR THOUGHTS ON ADVANCES IN TECHNOLOGY?

Well, it's really about how companies react to it. Our IT department is very proactive; it's staying in tune with our driver's advisory board and listening to what would make their lives more productive and ways they can make more money with our transportation management system. So that's been a beneficial part – along with our aggressive approach to add commissioned agents and good sales people to our company, which has allowed us to grow. While other companies faced hardships in 2019, we saw nearly double-digit growth.

WITH MORE THAN FOUR DECADES BEHIND YOU TO SPEAK FROM, HOW WOULD YOU SAY TECHNOLOGY WILL SHAPE THE INDUSTRY MOVING FORWARD?

Looking at it from the trucking side, I think if you look at your different sectors of your business, you have to provide your workers with the best equipment you can, the best tools, especially if it enhances communication. And not just verbal, but data. And as far as your customer, you have to give them the ability to understand where their freight is – tracking and tracing – including bill(s) of lading and delivery receipts so they can bill their costs to their customers.

As far as operationally, again from the

trucking side, whether it's through your transportation management system to your agents, or your drivers, the way I always look at it is, the better business tools that you can build, the better and stronger your business will be – and the less costs that you'll have to maintain internally. So, to me, data means profit.

YOU'RE APPROACHING THE END OF YOUR TIME WITH BENNETT, BUT YOU'RE STILL VERY PASSIONATE ABOUT THE INDUSTRY. WHAT KEEPS YOU MOTIVATED EVERY DAY?

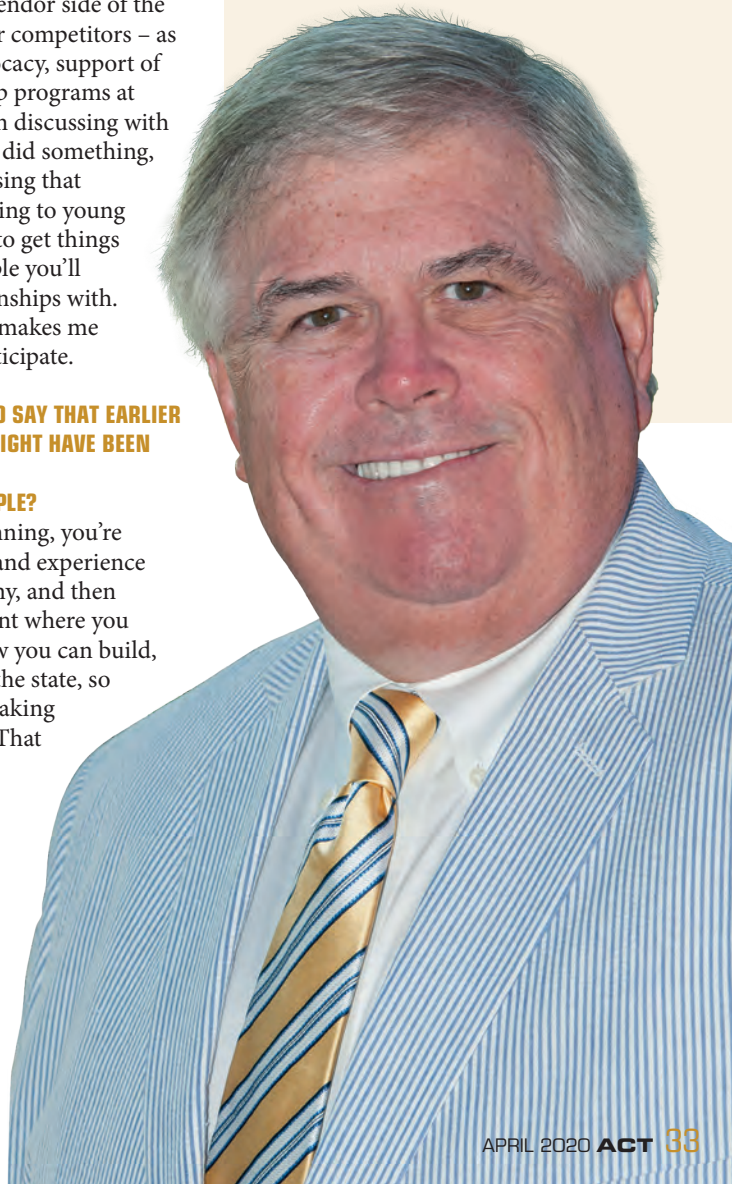
Without a doubt, it's the people – the relationships I've built over 40 years. The relationships with people on the state side and people within the vendor side of the business – including our competitors – as well as working on advocacy, support of the youth and leadership programs at SC&RA, especially when discussing with up-and-comers how we did something, how we got it done. Passing that knowledge on – explaining to young people that if you want to get things done, these are the people you'll need to establish relationships with. It makes me proud and makes me want to continue to participate.

WOULD IT BE ACCURATE TO SAY THAT EARLIER ON IN YOUR CAREER, IT MIGHT HAVE BEEN MORE ABOUT THE WORK AND LESS ABOUT THE PEOPLE?

I think in the very beginning, you're using your intelligence and experience to build a better company, and then somewhere there's a point where you start thinking about how you can build, say, a relationship with the state, so you can play a role in making change in the industry. That said, I participated in the first harmonization meeting around 2010, which would've been the phase one group. You start playing a role outside of your company. You're building relationships that help your company on a go-forward basis, >35

“ Passing that knowledge on – explaining to young people that if you want to get things done, these are the people you'll need to establish relationships with. It makes me proud and makes me want to continue to participate. ”

JAY FOLLADORI,
Incoming President,
Specialized Carriers and Rigging
Association (SC&RA)





As our nation and the world itself faces an unprecedented moment, the Coronavirus (COVID-19) outbreak led the Governor of the State of Illinois and the Mayor of the City of Chicago to issue directives this past month to ban large group gatherings. In light of these events, the decision was made to cancel the 2020 IMPACT of Tech conference.

We would like to take this time to thank our partner ironworkers and contractors, owners, guests and media associates who accepted invitations to participate in this premier construction event, which will now take place in February of 2021 in Orlando, Florida, at Disney's Coronado Springs Resort.

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and when you need support from a state, you can make a phone call and they will listen to you.

THAT'S A GOOD POINT. HOW WOULD YOU SAY THAT SAME TYPE OF THINKING HAS CULTIVATED THE RELATIONSHIPS YOU'VE ESTABLISHED WITHIN SC&RA?

I think, professionally, serving on the transportation governing group and the permit policy group has helped me play a role on change. Professionally, within the industry, building that network of people you can talk to – I can call a guy in Indiana and ask him some questions, and he will give me information that will help me make decisions on how I can support my company. You use the vendors out there – you both ask each other questions. As far as the advocacy part, after we got the states to recognize that we needed to work together to make things better for everybody, those relationships were paramount in helping them understand our issues, and then helping us to understand why they can't do some things. You then work together to explore what can be done to resolve the issue or pursue another avenue for success.

WHEN DID IT START MAKING SENSE TO YOU TO CONSIDER WORKING YOUR WAY THROUGH THE SC&RA LEADERSHIP?

I was approached by John McTyre about going through the chairs. I'd played an active role on the board of directors, the governing group and the permit policy group. I've also been developing relationships with the crane and rigging folks. So, I just kind of felt it was the next step – the peak of my career – and then I'll kind of move on with my life.

GIVEN THE NAMES THAT HAVE COME BEFORE YOU, WHAT DOES THIS APPOINTMENT MEAN?

They're great people, great leaders. It's humbling to think of that list, truly. I just think I have a lot to add in this role – supporting and hopefully promoting change – and I'm honored to play a part in it.

SPEAK TO ME A LITTLE ABOUT MAKING YOUR MARK AS PRESIDENT.

Well, I think my role will ultimately fall in line with the governing group's decisions – in terms of how I can support them in their advocacies and the things they need to get accomplished, serving

as a voice of leadership for the SC&RA.

WITH THAT IN MIND, WHAT EXCITES YOU ABOUT THE FUTURE OF BOTH THE ASSOCIATION AND THE INDUSTRY?

I think it's really the relationships of the people that I work with – listening to their comments and then drawing out more of their questions. And their solutions they would like to see occur – what goes on in the minds of everyone else. At this point in my career, it's exciting to see what everyone is coming up with and thinking about – moving the industry forward.

AS RETIREMENT LOOMS, WHAT ARE YOU LOOKING FORWARD TO MOST WHEN THE TIME COMES?

When I'm not at the office, it's about spending as much time as I can with my family and my grandchildren. I have two grandsons. Every moment I can spend with them is a precious moment in my life.

But for sure, I'm looking forward to retirement. I hope to be in better health and be able to travel and even participate more on the support group(s) with SC&RA and Bennett.




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Changing the game

The latest innovations from AMCS technologies, a specialist in anti-collision safety systems, aim to enhance jobsite safety.

At ConExpo last month, AMCS technologies unveiled its DCS 61-S (Driving Control System Safety) anti-collision and zoning system that is now available for the international market. At the show, the *American Cranes and Transport* team sat down with AMCS technologies CEO Mohamed Chettibi and Sales Director Radoine Bouajaj to learn the ins and outs of the new system and find out what else the company has in store for 2020.

"We had many customers asking for a system that can manage the risk of collision between mobile and tower cranes," said Bouajaj. "Until today, no one could offer it on the market. We just finished all the development and testing in the field, and now it is available. This is something huge in the industry of anti-collision."

A fleet of devices

Available for use in both Europe and North America, the DCS 61-S is a safety system designed to ensure the execution of orders to manage machines in interference and operating in the area of tower cranes. The system intervenes on the controlled mechanisms of the crane to ensure a slowdown and/or a complete immobilization of the lifting machine at a pre-set distance from the obstacle.

The DCS 61-S can detect the risk of a crane collision based on a variety of factors, in real time. For example, scenarios involving cable on jib, cable on

Available on both Android and the Apple store, the IoT Lifting mobile application enables clients to monitor cranes in real time from their mobile devices.

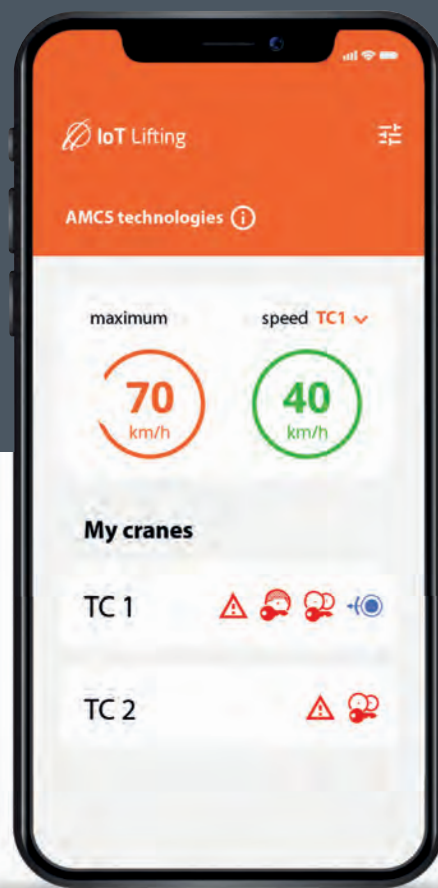
counter-jib, or even detecting the risk of entering a prohibited area such as schools, railways or roads can be anticipated. In the event that any incident occurs on the jobsite, AMCS technologies can hold an investigation with the customer, who can then share information and statistics with the end-user. While the system has not yet been installed on wind farm applications, the DCS 61-S has been successfully fitted in cranes for the construction of nuclear power plants, electric power plants, stadium work and other large projects.

"With our new product, anything is possible with the open system that can be completely adapted to the needs of a customer," added Bouajaj.

During the second quarter of 2020, AMCS technologies also plans to launch its own telematics system, IoT Lifting, in combination with its mobile application. The DCS 61-S anti-collision systems can be equipped with a SIM card that can be used to collect precise data on each crane on a web portal. This data comes from when the crane is powered, in motion and in weathervane, in addition to the ability to generate personalized statistics for each jobsite and company. The main objectives of the IoT telematic system are to follow the productivity of the construction site within a remote capacity, and to know the exact activity of the cranes every day.

"You can have a view of all your jobsites, everywhere and you can control, edit and manage your own fleet of devices," said Chettibi.

The DCS 61-S system can detect the risk of a crane collision in real time.



"If you have an operator who is asking for help, you can access their display directly inside the cab, in real time."

Technology toolbox

Another new innovation from AMCS technologies includes a jobsite supervisor with a BIM option, known as the SUP BIM. This supervision tool makes it possible to follow the progress and production of the site in real time. This is recreated virtually by integrating the real types, brands and models of cranes on the site plan and in their real environment including buildings and roads. However, despite all these moving parts, the core business of AMCS technologies is still and will remain anti-collision.

"If you don't have a good system to avoid collision between two cranes, all of the rest of it is for nothing," said Bouajaj. "So, you will need to have an active, reliable, anti-collision method. We have created a whole experience. We listened to the market and to our customers and created a variety of innovations surrounding anti-collision. Everyone wants to have better images of their own jobsites to see the productivity and data. So, we have developed the tools to allow you to do exactly that."

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Safety, strength and stability

A round-up of the latest crane mat, pad and ground stabilization products on the market.

As crane technology evolves, so do the components that comprise safe operations. Crane mats and pads are a crucial aspect of a company's rigging inventory to assure proper and safe ground stabilization. No matter the size of the crane or the lift, stabilizing the machine and assuring proper ground-bearing pressure is one of the most important aspects of rigging the crane for work.

Depending on the ground conditions, project and type of equipment being used, stabilization products vary in size, durability and composition. Wood, aluminum alloys, steel, engineered composites and other materials – ground stabilization products come in a variety of compositions, configurations and designs.

American Cranes & Transport surveyed the ground stabilization sector about their latest outrigger pads, mats and cribbing products.

Sauber Manufacturing

Sauber Manufacturing offers several different sizes of outrigger pads to cover utility and construction needs. The pads are made from Aluminum-Magnesium (known as Almag) which makes them

strong, yet lightweight. They never waterlog and become heavy like wood pads do, the company said. These pads offer additional safety because Almag pads help ground line trucks, while wood and poly pads cannot isolate the truck. The engineered design prevents slipping and sinking and will not crack or splinter.

Sauber Outrigger Pads are also sand cast from Almag 35. The Almag castings are a high purity, virgin aluminum alloy with dimensional stability. Almag possesses the highest and most stable combination of strength and shock resistance of any as-cast, non-heat-treated aluminum alloy, Sauber said. These properties are developed immediately upon casting – no heat treatment or natural aging is required. There is no degradation of properties through time. It's also important to note that Almag is also 10 percent lighter than average aluminum casting alloys.



Sauber develops specific crane pads and other hardware based on each OEM application.

the company also offers custom sizes, shapes and colors and going in one-half inch increments to maximize the weight and cost and performance needed. Working in the field has a wide range of variables and soil conditions that change from location to location, as well as day to day with weather like rain, snow and ice. The ground bearing capacity is key to knowing what equipment can be set up on it. Regardless of how strong the crane is, if the ground cannot carry the psi or psf it will displace or collapse.

Bigfoot's Big Grip outrigger pads and cribbing allow the operators to use what is needed with the Big Grip interlocking to gain height, added rigidity and building up in a manner which helps broadcast the psi to the bottom of the outrigger pad. The Big Grip can also be used face down to bite into the ice, mud or snow to significantly reduce slipping.

Bigfoot's Patriot Pad also features both wood and custom composite. The wood is more rigid, which offers a more even compression to the custom composite on the bottom. This will give a better broadcast of psi. The custom composite on the bottom will have a better point of contact with the peaks and valleys of the ground.

Bigfoot

Bigfoot is an American family manufacturer that specializes in outrigger pads and cribbing.

While being the longest in-house manufacturer of custom composite outrigger pads,

Bigfoot's Patriot Pad features both wood and custom composite.



Select mat, pad and cribbing suppliers

COMPANY NAME	TELEPHONE	WEBSITE
American Mat & Timber	(713) 645-0694	www.americanmatandtimber.com
Axion Structural Innovations	254-420-2078	www.axionsi.com
Beasley Forest Products Inc	912-375-5174	www.beasleygroup.com
Better Header	631-242-1975	www.betterheader.com
Bigfoot Construction Equipment	888-743-7320	www.outriggerpads.com
Bridgewell Resources	503-872-3566	www.bridgewellresources.com
Buckeye Mats	888-655-6287	www.buckeyemats.com
Carolina Mat Inc.	252-793-4045	www.carolinamat.com
Channel Lumber	510-234-0233	www.channellumber.com
Checkers Safety Group	800-438-9336	www.checkers-safety.com
Composite Advantage	937-723-9031	www.compositeadvantage.com
DICA	800-610-3422	www.dicausa.com
Greenfield Products	708-331-3115	www.greenfieldpi.com
Lampson International	509-586-0411	www.lampsoncrane.com
Mabey Inc.	302-893-9677	www.mabeybridge.com
PacWest Lumber	253-588-2132	www.pacwestlumber.com
Prime Tech	770-594-8608	www.primetechpads.com
Quality Mat	800-227-8159	www.qmat.com
Rhino Cribbing Company	800-974-4669	www.rhinocrib.com
Ritter Forest Products	713-673-4800	www.ritterforest.com
Sauber Manufacturing	630-365-6600	www.saubermfg.com
Scale and Control	888-239-0552	www.scaleandcontrol.com
Signature Systems Group	800-931-7301	www.signaturecorp.com
South Eastern Timber	954-732-3800	www.crane-mats.com
Spartan Mat	888-959-6287	www.spartanmat.com
STABline Canada	514-521-8552	www.stabline.ca
Sterling Lumber Company	708-388-2223	www.sterlingsolutions.com
The Crane Mat Company	503-590-2737	www.cranematco.com
The Mat Rental Company	205-646-0316	www.matrentalco.com
Thomasson Company	800-647-6260	www.thomassoncompany.com
Turtle Plastics	800-756-6635	www.turtleplastics.com
Viking Mat	800-733-3801	www.vikingmat.com
W.S. Hampshire/Timco	800-541-0251	www.wshampshire.com
World Forest Group	800-866-0795	www.world-forest.com
Yak Access	844-925-2337	www.yakaccess.com

World Forest Group

World Forest Group manufactures timber mats made from sustainably managed eucalyptus plantations. They make a better timber mat, stronger, standardized and safer than commonly available mixed hardwood mats, the company said.

Heavy lift customers face multiple challenges including hard to find 12-inch mats, cost to move mats around during and between jobs and increasing problems with decreasing quality.

World Forest Group has worked with

a number of heavy lift customers to address their concerns. At the heart of the solution are the working characteristics of eucalyptus versus mixed hardwoods. For example, in respect to bending strength eucalyptus has a value of 2,000 psi compared to 1,400 psi for mixed hardwoods. Shear is 265 psi versus 200 psi and hardness is similarly favorable. Crane users may benefit from investigating eucalyptus crane mats and their strength characteristics for certain crane use. Depending on size and ground



World Forest manufactures timber mats made from sustainable eucalyptus plantations.

conditions, they may find that stronger eucalyptus mats can increase safety margins and/or save money. The same principles apply to lighter lifts such as power/transmission sectors.

Lampson International

Lampson's steel crane mats allow for better ground-bearing enhancement as well as resistance to moisture and rot, commonly seen in wooden mats. The company's steel crane mats measure 16 by 14 feet and include fork pockets for easy placement.

In addition to more conventional steel crane mats, Lampson also offers Mudboats. Mudboats are constructed out of 14 by 159-pound wide flange I-beams, which are welded together with integral moment pin connections at each end, allowing the mats to be structurally linked together for a continuous load transferring surface.

When it comes to applications, Lampson International steel mats are utilized in conventional and ringer crane foundations, jacking operation foundations and barge load/offload ramps.



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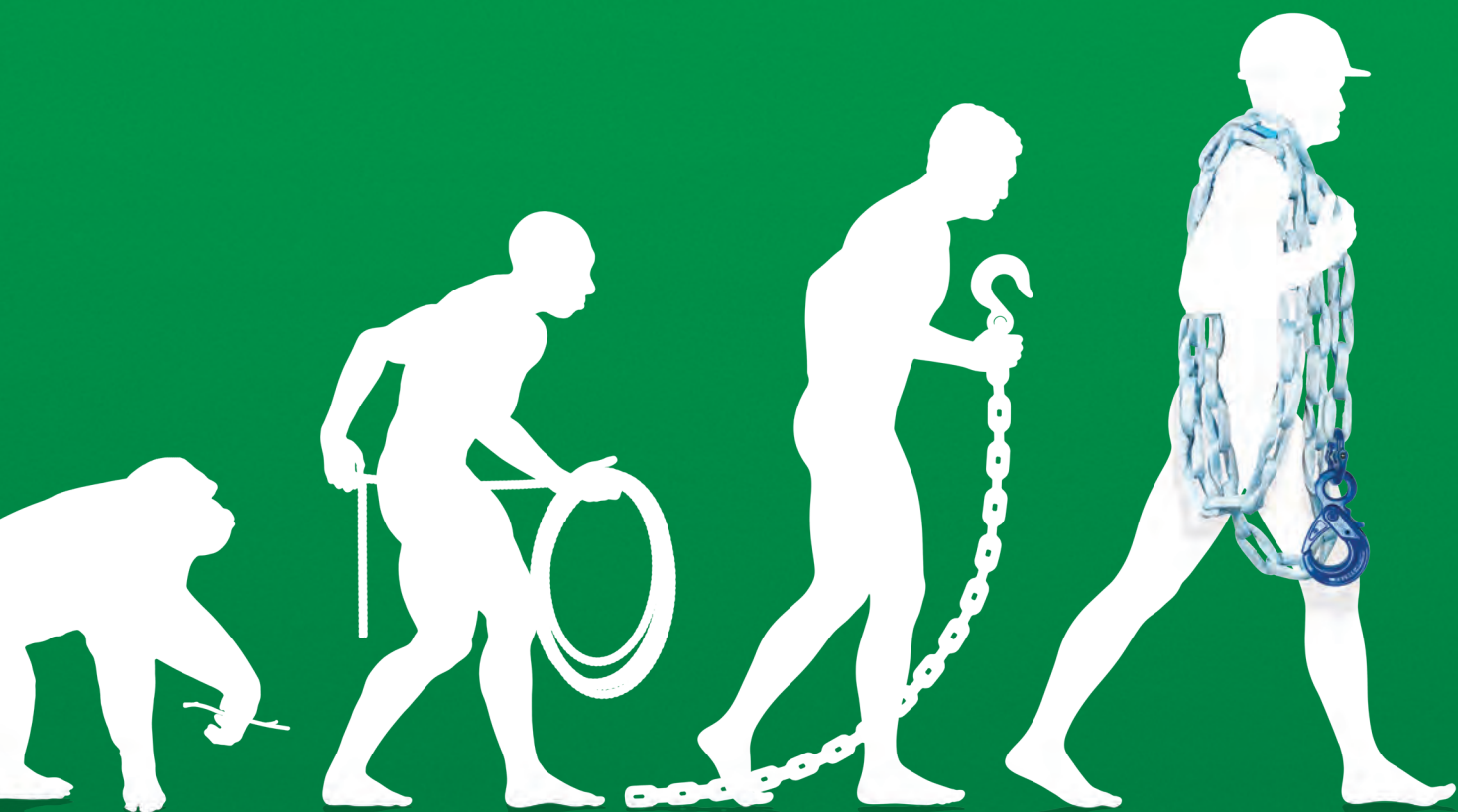
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Lampson International uses its steel mats under its Transi-Lift crawler cranes.

DICA

DICA recently debuted new Slot Lock cribbing blocks as part of DICA's ProStack Cribbing product line. Slot Lock cribbing blocks are designed to provide height and to fill gaps under equipment outriggers such as boom trucks. ProStack Slot Lock Cribbing Blocks are engineered to stack and lock together, giving users the ability to safely gain needed cribbing height in unlevel conditions. Developed with customer input, Slot Lock is a lighter weight and lower cost ProStack cribbing solution.

"DICA's ProStack Slot Lock Cribbing is a perfect fit for aerial devices, concrete pump trucks, boom trucks and smaller cranes with foot sizes 18 inches or less," said Kris Koberg, CEO. "The combination of variable height, interlocking stackability and compatibility with SafetyTech Outrigger Pads gives operators the safety, stability and versatility needed when working in unlevel environments."

When used together, the combination of a DICA SafetyTech Base Pad and two ProStack Blocks has a 100,000-pound working load limit and a max allowable pressure of 500 psi. Slot Lock flanges interlock with a DICA SafetyTech base pad and with each subsequent block layer when positioned in alternating directions. Each layer increases cribbing height by five inches, and the surface allows room for outrigger feet measuring up to 18 by 18 inches. Each ProStack Slot Lock block weighs less than 30 pounds, which minimizes operator fatigue and provides quick set-up and breakdown



ProStack Slot Lock now joins DICA's original ProStack Pyramid Lock product line.

times. Molded hand grips make it easy for one person to carry and position blocks, even when wearing gloves.

WS Hampshire/ Timco

Timco, established in 1967, first introduced its Timcolite composite outrigger pads 40 years ago. In 2017, WS Hampshire acquired Timco and combined it with their already established 125-year business of offering non-metallic solutions for industry.

Timcolite pads were one of the first introductions as a superior alternative to wood, made of UHMW polyethylene with a high reprocessed material content. This material not only reduces landfill, but also results in material which is superior than 100 percent virgin material in this application, the company said. Beveled corners allow easier removal and storage of square pads. Customization

has evolved as well – size, shapes, identification, customer logos and handle placement as a few examples. According to the company, the



Pictured is a rendering of the Greenfield Products Crawler Smart-Mat.

most important change for the outrigger pad – based on customer input and feedback – has been the development of a handle system unique in both construction and attachment. The heavy-duty spiral-wound rope is covered by a strong, resilient protective sleeve which, coupled with the pin locking system, yields a handle with four times the pullout/break strength of a standard plastic handle. The bidirectional handle slot allows for easier carrying and storing. With large round pads, it allows for ease of rolling without rolling over the handle.

Greenfield Products

Greenfield is now offering two Smart-Mat sizes tailored for crawler cranes: a 4-by-16-foot and a 4-by-20-foot mat. These crawler mats will offer the same strength/weight ratio as their outrigger mats, using 100 percent high-strength steel. One 8-inch-tall Greenfield crawler mat will replace a double layer of 12-inch oak wood (24-inch-tall matting) with half the amount of set-up time and roughly half the weight, leading to a big cost savings, the company said.

"We are very excited about these new sizes, as it will represent a one-time investment for our customers, and the mats will outlast the life of the crane," said Gustavo Anzola, sales manager and designer of the Smart-Mat. "No more digging out mats from mud, no more drying out wood, no more rotten mats."

Greenfield's Crawler Smart-Mats will be equipped with the same 2-point pick design as well as 2-inch corner pads to keep the mats spaced out. This also allows the mats to be lifted by fork when needed. Lastly, the crawler mats will be coated with an anti-slip paint on the top surface so personnel can safely walk on them. They are very durable and easy to maintain, Anzola said. ■

Made of UHMW polyethylene with a high reprocessed material content, Timcolite pads were first introduced in 1980.



Will the wind power market meet original projections for 2020? The answer is blowing in the wind.

Changing

2020 was projected to be a banner year for the wind power industry. But with the COVID-19 coronavirus crises, it's hard to say if the upbeat outlook for the wind energy market will continue. Assuming work is not shutdown, chances are high the wind market will be a bright spot for the crane, rigging and transport sector.

The U.S. Energy Information Administration (EIA) is forecasting the United States to add near record level gigawatts of new wind energy capacity to be added to the grid in 2020. A lofty prediction, the EIA predicts that U.S. wind capacity additions in both 2019 and in 2020 will be near the annual record

level of additions set in 2012.

Wind capacity additions through June 2019 totaled 3.7 gigawatts (GW). According to projects reported to EIA through surveys and on EIA's Preliminary Monthly Electric Generator Inventory, operators expected another 8.5 GW to come online by the end of 2019, with an additional 14.3 GW by the end of the year 2020.

Changes in annual wind capacity additions in the United States are often related to changes in tax incentives, according to the EIA. The U.S. production tax credit (PTC) provides operators with a tax credit per kilowatt hour of renewable electricity generated for the first 10 years a facility is in operation. The PTC originally expired at the end of 2012 but was later retroactively renewed by the U.S. Congress.

"Developers that scheduled projects to be completed in time to qualify for the PTC drove the high level of annual capacity additions in 2012 (13.3 GW), and similarly, the legislated phaseout of the PTC extension for wind largely drove the increase in annual wind capacity additions in 2019 and 2020," EIA said.

Epic energy source

Wind energy is also on the radar of investment companies and finance media.

"Renewable energy is poised for a decade of epic growth," claims a February 5, 2020 article by Maxx Chatsko of The Motley Fool. "Utility-scale solar and onshore wind continue to smash through most forecasts from previous years. If favorable economics continue to drive investment in the renewable duo, then utility-scale solar and onshore wind could generate 30 percent of America's total electricity in 2030, with all zero-carbon energy sources providing as much as 60 percent."

The Motley Fool article went on to say that while many projections expect solar power to eventually become the

Buckner recently finished a project in Hawaii using a LR 11000. The crane placed new Vestas V-136 wind turbines to a hub height of 105 meters.



world's top source of electricity, for now, wind power will continue to be the most favored renewable energy source. Chatsko suggested that the "wind drought" is probably over, meaning that improved technology with newer turbines should allow investors to reap the rewards of recent wind farm expansions. A near

>46

headwinds?

By mid-2020, Buckner will have 17 LR 11000s operating in the United States. This may be the largest concentration of 1,000-ton capacity cranes that has ever occurred in any single market.

Wind tower maintenance requiring cranes could be impacted this year due to limited availability, especially if the lift requires a 500-ton capacity crane or larger.

The next chapter: Wind farm maintenance

Once a wind farm is complete, the work doesn't stop. Wind tower maintenance has become a large chunk of business for crane and transport companies throughout North America. Dan Ives, P.E., engineering product support and analyst, Buckner HeavyLift, studies every angle of the wind market for his company. He answered these questions regarding the wind tower maintenance arena.

WHAT IS INVOLVED WITH WIND POWER MAINTENANCE IN TERMS OF CRANE WORK?

The crane requirements for wind turbine maintenance can vary depending on the capacity and hook height needs. While traditionally in the realm of hydraulic all-terrain cranes, we are seeing a growing market for lattice boom cranes as major components get heavier and hub heights get taller. Exchanging a gearbox on a 4MW turbine at 110 meter hub height is quite different compared to exchanging a gearbox on a 2MW turbine at 80 meters.

WHAT TYPES/MODELS OF CRANES ARE GENERALLY INVOLVED WITH TURBINE AND WIND TOWER MAINTENANCE?

Some asset managers will plan major maintenance for several turbines at a time, and in some cases even for all turbines on the site, such as for correcting a serial defect. In these cases, a crawler crane can bring maximum value with its ability to travel between turbines fully rigged and hook-ready.

Our Liebherr LR 1300SX fleet brings a lot of capability for shorter hub heights, while our Liebherr LR 1500 and LR 1600 fleets can raise long booms and bring high capacity to service hub heights well over 100 meters. When topography or other constraints prevent crawling, our fleet of Liebherr LG 1750 cranes can simultaneously deliver high capacity and high hook height.

ABOUT HOW OFTEN DO WIND TURBINES REQUIRE MAINTENANCE?

Wind turbines require regular maintenance, but the routine variety typically does not utilize a crane. They usually operate for several years before requiring a major component exchange. However, due to the nature of the production tax credit, many owners purchased turbines in 2016 that are just now being erected in 2020. Some of these components sat in storage for years, and we are aware of several instances where these conditions have led to premature failure or have required preemptive maintenance to avoid any long-term issues. These atypical conditions that some components have been subjected to have resulted in atypical maintenance intervals, in some cases.

WHAT ARE THE CHALLENGES OF PERFORMING WIND POWER MAINTENANCE WORK?

Naturally wind turbines are sited in windy areas, and this can lead to delays and increased cost if the crane is windied out.

An additional challenge that the wind maintenance market has not had to face before is the unprecedented demand for cranes being felt in 2020 with the surge in new wind turbine installation. Maintenance requiring cranes will likely be impacted this year due to limited availability, especially if the lift requires a 500-ton capacity crane or larger.

WHICH AREAS OF THE COUNTRY DO YOU GENERALLY PERFORM WIND POWER MAINTENANCE WORK?

We have been involved with wind turbine maintenance from the Hawaiian Islands to New England, and everywhere in between. Buckner HeavyLift Cranes is the dominant player in new wind installation, and our goal is to translate our knowledge, experience and relationships from that market into a growing share of the wind maintenance market.



record amount of wind came online in 2019, and a record amount should come online in 2020, Chatsko wrote.

According to the EIA, U.S. wind projects must come online by December 2020 to receive the full 2016 PTC value.

Capitalizing on wind

“Based on our current orders, Buckner is currently projecting to supply main



Northern Construction is installing turbines on a project in eastern Kansas. Weather has been a huge challenge requiring work at night and in snow.

erection cranes for wind projects totaling 9.8 GW,” said Dan Ives, P.E., engineering product support and analyst, Buckner HeavyLift Cranes. “Therefore, 69 percent of the forecasted new wind turbine capacity for 2020 will be installed by a Buckner crane,” he said

This total is split roughly evenly between its fleet of Liebherr LR 11000s and LR 1600s crawlers, Ives said.

“By early spring, Buckner will have 17 LR 11000s operating in the U.S., substantially more than any of our competitors combined,” he said. “This is likely the largest concentration of 1,000-ton capacity cranes that has ever occurred in any single market.”

The Buckner team recently finished a project in Hawaii using a LR 11000 as the main crane. The crane placed new Vestas V-136 wind turbines to a hub height of 105 meters. Eight new turbines were installed on the island’s north shore. These turbines form part of the Hawaiian energy supplier’s plan to expand the proportion of renewable energies from 18 percent to over 65 percent by 2030.

For this deployment, the LR 11000 was set up in the SL3F configuration with a main boom of 108 meters and a fixed jib of 12 meters. In this configuration, the crane has a maximum load capacity of 179 metric tons. When erecting the new wind turbines, the heaviest parts – the nacelle with drivetrain and hub – weigh about 158 metric tons; the crawler crane had to lift this weight to the hub height of 105 meters.

The Liebherr was equipped with 130 metric tons of central ballast and a slewing platform ballast of 250 metric tons. The crane can be used without a derrick.

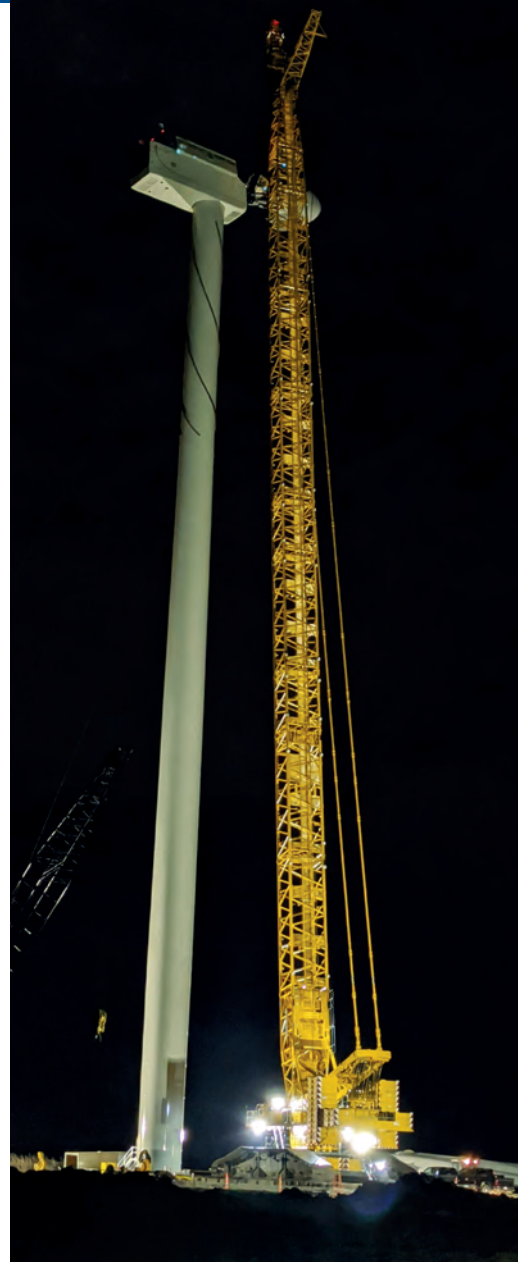
Wind and snow

Palmer, MA-based Northern Construction is working on a wind job in eastern Kansas using its Liebherr LR 11000-SL8F2, according to Alex Rahkonen.

With this configuration, the crane has a capacity of 1,000 metric tons, and with a jib, a capacity of 253 metric tons. There were several reasons this crane was chosen for the project, Rahkonen said.

“The capacity of a larger than 600-ton crane was required due to component weights,” he said. “In addition to that requirement, this particular project requires the crane to be disassembled and moved every few towers.”

He said that the ease at which the LR



For the Kansas project, Northern Construction disassembles and moves the LR 11000 after every few towers.

11000 can be disassembled and erected has increased efficiency on the jobsite.

“The full capacity of SL8F2 was not required, however the ability to run parallel winches has greatly increased production over SL3F,” Rahkonen explained.

The crane is rigged on engineered soils and hardwood matting. The particular challenge of this job is weather, Rahkonen said.

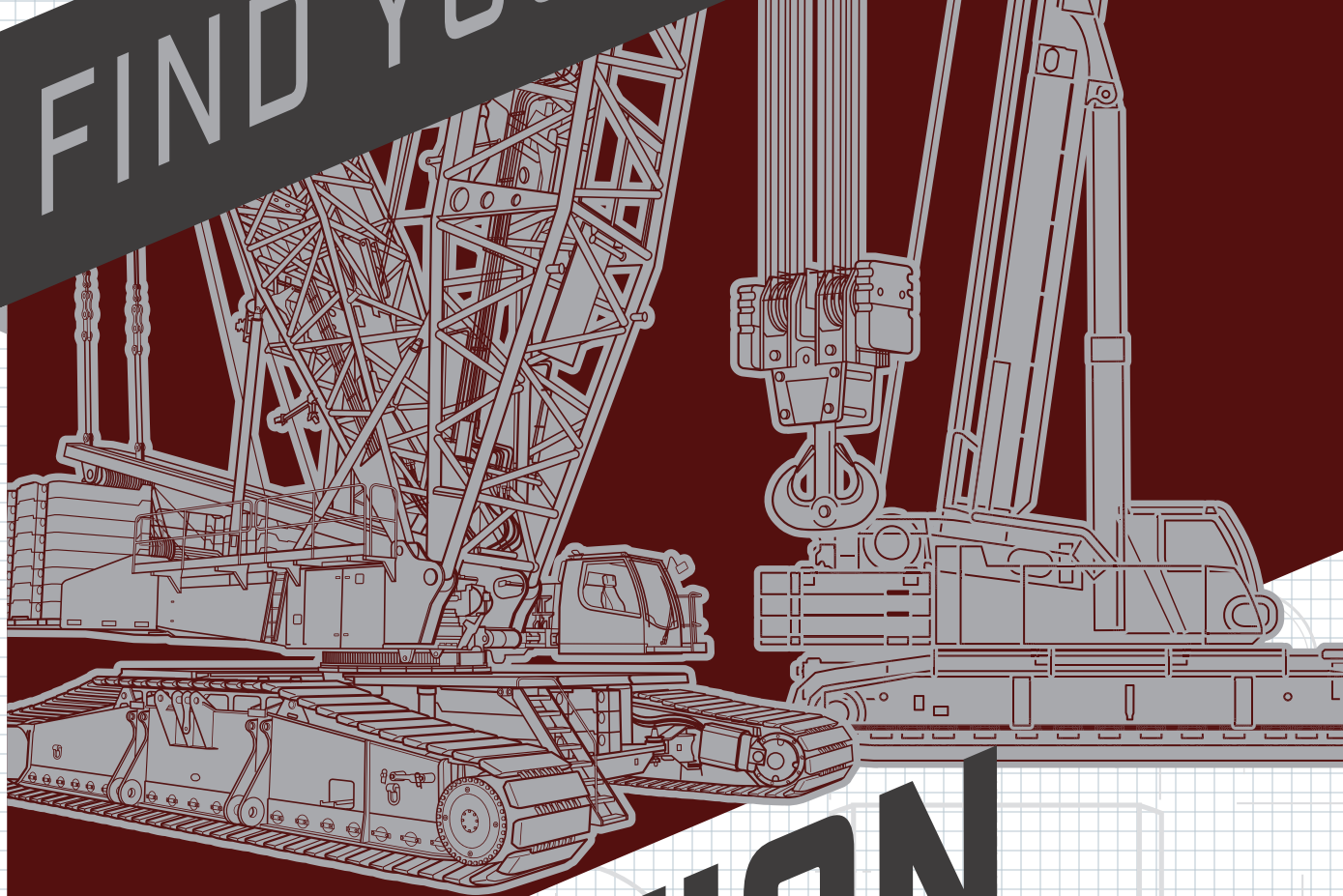
“Weather is always a problem this time of year,” he said. “A night shift has been added in order to work in favorable wind conditions.”

The job is expected to wrap up in the next couple of months.

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From horses

Reynolds Transfer & Storage hauls chillers, boilers, transformers and more.



Reynolds Transfer & Storage used its 85-ton capacity XL HDG to transport a 165,000-pound transformer. The unit measured 28 feet long by 9 feet wide by 14 feet tall.

With 132 years of moving experience, Reynolds Transfer & Storage is one of the longest established businesses in Madison, WI. When it comes to moving and hauling, the company has seen it all. After all, it originated before automobiles had even scratched the surface and now has a fleet of some of the largest trailers in the world.

Hauling by horse

Founded by Anna Gault Reynolds in 1888, the business was originally a livery stable and hauling firm equipped with four rigs and 10 horses. It operated out of a barn next to Ms. Reynold's house before eventually growing into a specialty hauling firm.

Today, Tom Reynolds has been serving as the company's president for the past six years. He is part of the fifth generation of

the family owned business, while members of the sixth generation also work for the company.

"A great deal has changed in the last century of our company, but our fundamental values have always been the same," Reynolds said. "That is whatever the customer needs accomplished, we will help them with, in addition to giving back to our local Madison community."

Reynolds is a leader in Wisconsin for hauling specialty items, performing heavy machinery moving, office and residential relocation as well as providing record and household goods storage and warehousing. In terms of volume, moving between machinery and housing is evenly split.

Currently, the company is at about 50 people, which swells during the summertime.

"We take a lot of pride in our people and put a great amount of trust in them,"

Reynolds said. "Because every job is different, our movers have a lot of freedom to figure out the best way to handle a project. We are fortunate to have such a great crew."

Core focus

For more than 60 years, Reynolds also offered crane services as part of its business. The cranes portion of the business was split off into a separate company and ownership to shift focus to the core part of the company. The transition has not altered the way they run their business as they still can move large items with different equipment.

For large industrial equipment, Reynolds uses one of its three XL Specialized trailers, including an 85-ton XL Hydraulic Detachable Gooseneck (HDG) multi-axle 3+3+3, the largest trailer in the Reynolds fleet, along with two 55-ton trailers.



to heavy haul



“Fortunately, we were able to self-perform and keep a very tight and critical schedule for the customer.”

**TOM REYNOLDS, President,
Reynolds Transfer & Storage**

“We work with a lot of heavy industrial equipment, such as transformers, boilers and chillers,” Reynolds explained. “For this project, the access was incredibly tight at the destination when we moved the 165,000-pound transformer. Fortunately, we were able to self-perform and keep a very tight and critical schedule for the customer. Our 85-ton trailer did a great job.”



Pushing forward

To be in this business and continue to thrive as the machinery moving company has, is not by coincidence or accident. Rather it is the family continuously pushing forward and staying with the times. And in some cases, ahead of its time.

This includes sustainability, an initiative started by Ben Reynolds, Tom's son. In the last five years, Reynolds has committed to sustainability with several projects aimed at reducing its overall environmental impact. For

instance, three of the company's buildings run primarily on solar electricity.

They could have stopped there. Instead, Reynolds also updated its truck fleet. The trucks now feature a clean idle and lower emissions profile. While it is a big investment, the company thinks it has made a sizable difference.

Whether it is with horse and carriage or trucks and trailers, Reynolds Transfer & Storage has always found a way to get the job done safely, on time and on budget. If the past is any indication, the foundation remains strong for years to come in preparing the sixth generation of Reynolds for the future. ■

“The powered gooseneck extension is awesome, very smooth and safe,” said Reynolds. “We can take the Jeep off, flip the gooseneck to make it shorter, put a sturdy tractor under it and take the trailer and load into work sites other companies are unable to access with their trailers.”

For a hauling company, trailers are the lifeline and support of the products are crucial. For this, Reynolds works with Midwest Trailer Sales.

“For us, it is so important that XL provides not only a great product, but the follow up and support that happens before and after the sale,” said Reynolds. “Merle Wall and his team at Midwest Trailer Sales

are a great representation of XL. They are so knowledgeable and understanding of our needs.”

Transformer transport

In a recent job, Reynolds used the XL HDG 85-ton capacity trailer to transport a 165,000-pound transformer. The unit measured 28 feet long by 9 feet wide by 14 feet tall.

The customer needed a replacement spare with its previous transformer failing. Reynolds drove to Fond du Lac, WI to pick up the replacement, hauling and installing the new equipment back in Madison, WI.

A tight lift was achieved through out-of-the-box thinking and expert execution.

A will



To pick the whey dryer for its final placement along the processing line, the LTM 1500-8.1 was configured with 121 feet of main boom, 69 feet of luffing jib, and 383,000 pounds of counterweight.



In the heart of America's dairy country, a cheese-processing plant is in the midst of a multiyear modernization project that will increase its ability to process more milk and make larger blocks of cheese. Infrastructure improvements to the plant in Kiel, WI include modernizing cheese-making and packaging processes, expanding plant capacity and making whey-processing improvements.

The project involves constructing numerous buildings. The simultaneous construction and various buildings in different states of completion posed a challenge for contractor Miron Construction. When the time came to place a new whey dryer on the roof of one of the new buildings, the surrounding area was terribly short on space.

Short on space

There was enough new construction near the building that a courtyard with limited space was the only area to place any crane brought in to lift the whey dryer. Within the courtyard, there was

only one spot that had the necessary tail-swing clearance to position the crane. Adding to the challenge, there was also an overhead ammonia line that would need to be avoided. The crane had to be placed snugly in a box and then carefully navigate around the lid.

Bill Schaller, project manager for Miron, called Scott Jerome, branch manager of Dawes Rigging & Crane Rental, to assess how to approach the lift.

Based on a site visit and preliminary drawings, Jerome believed the 600-ton Liebherr LTM 1500-8.1 all-terrain crane, with its mix of capacity, reach and mobility – and variably adjustable outriggers known as VarioBase – was the best tool for the job. The adjustable outriggers would allow the machine to move in closer than any other model in that capacity.

Team planning

At this point, Jay Mathes, virtual construction specialist for Miron, began working closely with the Dawes engineering department to map out a 3D lift plan.

"Jay had done a 3D drawing of all the buildings already on the site," said Jerome. "We were able to bring those into our software and add a 3D rendering of the Liebherr LTM 1500-8.1 to get a realistic idea of how the crane would interact with the site. We knew it would be tight – but we knew it could be done safely."

Using computer technology was only the beginning. The Miron and Dawes teams went to the site and physically mapped out where to position the crane. This was done multiple times, making adjustments until the precise position was determined.

and a whey



Then, another curveball. The crane's primary weight-bearing outrigger would be positioned directly over an underground concrete sewer line. The



The 600-ton Liebherr LTM 1500-8.1 with VarioBase allowed the machine to move in closer.

bottom of the "box" had a potential obstruction, too. Dawes' heavy lift engineer John Stolarczyk was brought in to come up with a solution. He determined that adding a nine-inch layer of coarse stone along with the 12-foot-by 8-foot steel matting would distribute the weight evenly enough to allow the outrigger to safely remain above the sewer line.

Lift day

Finally, after two months of planning, they were ready to lift the whey dryer into its permanent position atop a building 170 feet above ground. The whey dryer is 45 feet tall, 35 feet in diameter and weighs 120,000 pounds. Rigging added another 30 feet. The crane's jib was constructed under

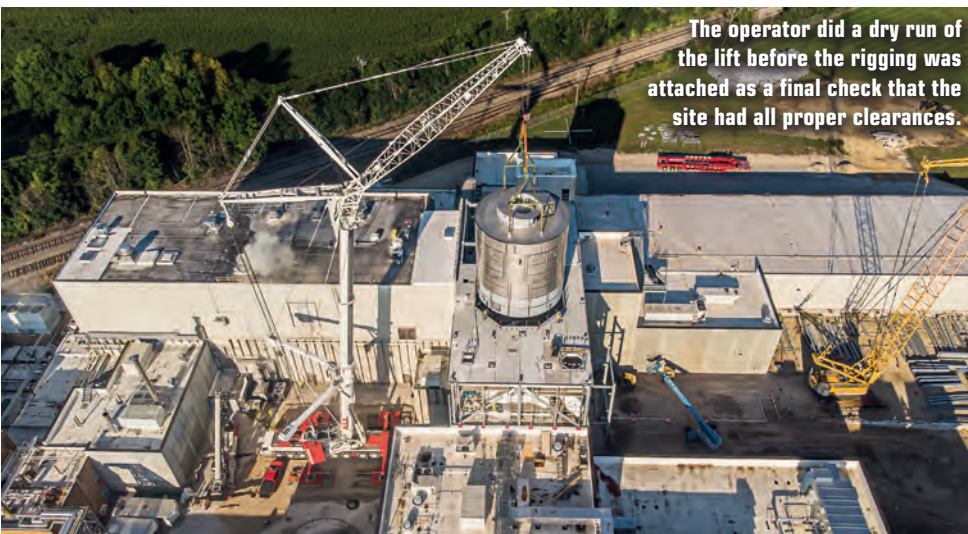
the overhead ammonia line, tipped on rollers and then rolled clear and boomed up. A preliminary lift was performed to position the workpiece – the whey dryer – farther away from the crane because of the radius required.

To pick the whey dryer for its final placement along the processing line, the LTM 1500-8.1 was configured with 121 feet of main boom, 69 feet of luffing jib and 383,000 pounds of counterweight.

"Where the crane had to be built and swung into position, it had to be set up with all counterweights, short luffing and a Y-frame for extra boom support," said Jerome. "The day we made the lift, there was less than eight inches of clearance between the Y-frame struts and the building. In 34 years, it's the tightest job I've ever been involved with."

The operator did a dry run of the lift before the rigging was attached as a final check that the site had all the proper clearances. When it was time for the lift, the operator meticulously swung the boom and lowered the piece into position. The crane then held the piece for six hours while the welding crew welded it into place. It took months of planning for those few critical hours.

In the end, "The lift happened smoothly and went exactly according to plan," said Schaller, Miron's project manager. "It was uneventful. We like uneventful."



The operator did a dry run of the lift before the rigging was attached as a final check that the site had all proper clearances.

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OSHA guidance

Michael Rubin discusses how to protect workers from COVID-19.

Although there are no specific OSHA standards covering COVID-19, certain standards may apply. Section 5(a)(1) of the OSH Act, known as the “General Duty Clause,” requires that employers furnish to each worker “employment and a place of employment, which are free from recognized hazards that are causing or are likely to cause death or serious physical harm.”

Furthermore, employers are required to assess any hazards present in the workplace (or likely to be present) and implement appropriate controls, such as personal protective equipment (PPE). For example, section 1910.132(d) of the General industry standards requires that employers verify that a workplace hazard assessment has been performed through a written certification, and section 1926.21(b)(2) of the Construction standards requires that employers instruct each employee in the recognition and avoidance of unsafe conditions and the regulations applicable to the work environment to control or eliminate any hazards.

Moreover, section 1910.134(a)(2) of the respiratory protection standard generally declares that employers must provide a respirator to an employee “when such equipment is necessary to protect the health of such employee.”

When respirators are necessary to protect workers or where employers require respirator use, employers must implement a comprehensive respiratory protection program – one that includes, among other things, medical evaluations and fit testing of employees.

THE AUTHOR



Michael Rubin is chair of Goldberg Segalla's national OSHA and Worksite Safety Practice Group. A Certified Safety Professional (CSP), Rubin

focuses his practice on issues involving occupational safety and health law.

OSHA guidance

OSHA recently released *Guidance on Preparing Workplaces for COVID-19* to assist employers protect their workers from the coronavirus. The guidance “is advisory in nature” (that is, not a standard or regulation), but employers should give this guidance considerable deference and utilize it as a primary source of information and assistance, among other sources, when determining how to proceed.

In its guidance, OSHA has divided workplaces and work operations into four risk zones, according to the likelihood of employee occupational exposure to the coronavirus. Those categories are as follows:

- 1 VERY HIGH EXPOSURE RISK** – primarily healthcare employees and laboratory personnel,
- 2 HIGH EXPOSURE RISK** – primarily healthcare delivery and support staff
- 3 MEDIUM EXPOSURE RISK** – employees with high-frequency contact with the general population such as schools, high population density work environments, and some high-volume retail

- 4 LOWER EXPOSURE RISK** – Employees who have minimal occupational contact with the general public and other coworkers, such as office employees.

We would expect workers in the construction industry to likely fall within the “medium” or “lower” exposure risk categories, for the basic reason that the “very high” and “high” risk categories primarily relate to those in the healthcare industry.

In the lower risk category, OSHA states that workers should continue to use the PPE, if any, that they would ordinarily use for other job tasks. For workers in the medium risk category, OSHA states that employers “should” (not “must”) implement the following control measures:

- 1 ENGINEERING CONTROLS.** Install physical barriers, such as clear plastic sneeze guards, where feasible.
- 2 ADMINISTRATIVE CONTROLS.** Consider offering face masks to ill employees and customers to contain respiratory secretions until they are able to

“ In its latest guidance, OSHA has divided workplaces and work operations into four risk zones. ”

leave the workplace. Consider strategies to minimize face-to-face contact including drive-through windows, phone-based communication and telework. Keep customers informed about symptoms of COVID-19 and ask sick customers to minimize contact with workers until healthy again. Where appropriate, limit customers’ and the public’s access to the worksite or restrict access to only certain areas.

- 3 PPE.** Workers “may need to wear some combination of gloves, a gown, a face mask, and/or a face shield or goggles,” which “will vary by work task, the results of the employer’s hazard assessment, and the types of exposures workers have on the job” – notably, OSHA states that “[i]n rare situations that would require workers in this risk category to use respirators,” employers should see the PPE section of the OSHA guidance.

Importantly, regardless of the level of risk that may apply to a particular employer, OSHA outlines numerous steps that all employers across all industries should implement to reduce worker exposure to COVID-19. These measures – all of which include various sub-measures – are as follows:

- develop an infectious disease preparedness and response plan.
- prepare to implement basic infection prevention measures.
- develop policies and procedures for prompt identification and isolation of sick people.
- develop, implement and communicate about workplace flexibilities and protections,
- implement workplace controls.

Consistent with the guidance provided by OSHA, employers have many options at their disposal to mitigate the risk of the coronavirus and protect their workers. ■



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Years of development work finally comes to fruition.

Mobile Crane Operator exams now in Spanish

In response to numerous industry requests to serve the growing Spanish-speaking construction labor force, and in light of its 25th anniversary commitment to refine and evolve its safety mission, the National Commission for the Certification of Crane Operators (NCCCO) is making available its CCO Mobile Crane Operator written certification exams in Spanish.

In compliance with both ANSI accreditation and OSHA Subpart CC regulations, NCCCO is releasing Spanish-language CCO exams that are direct translations of the English-language exams, based on identical content outlines and containing the same number of questions. All exam parameters are the same as the English-language exams, including length of time permitted and passing score required.

First to be made available are the mobile crane operator Core exam along with the Telescopic Boom Crane (Fixed Cab), Telescopic Boom Crane (Swing Cab), and Lattice Boom Crawler Crane (LBC) Specialty exams. All load charts are provided in Spanish. NCCCO has also made available an English-Spanish glossary of crane-specific terminology used to help prepare for the certification exams.

For more information and access to all candidate and reference materials, provided in both English and Spanish, go to nccco.org/Spanish. Spanish-language exams are initially only available as paper/pencil tests; computer-based tests will be released at a later date. Test administrations can be scheduled immediately. The new development has no impact on the practical exam(s) required for CCO certification.

Same standards

Release of the Spanish-language CCO exams marks years of development work by NCCCO's Spanish Technical Review Group. This panel of bilingual crane experts assisted in the process of crafting the language to ensure only "operator terminology" was used and was careful

With Spanish-speaking workers making up a significant percentage of the construction workforce, NCCCO developed Spanish versions of its most popular exams.

to follow international standards on the process of translating certification exams. "NCCCO is committed to maintaining the same standard for all its candidates, whether they are English-speaking or Spanish-speaking," noted NCCCO Director of Certification & Credentialing, Bob Mahlman. Next up, the group plans to develop Spanish language testing for the articulating crane operator program, reflecting the increasing popularity of knuckleboom cranes on today's construction sites.

The new Spanish-language exams are likely to provide valuable assistance to employers desiring to ensure their Spanish-speaking operators meet the OSHA 1926 CFR Subpart CC crane operator certification requirement. The OSHA crane rule allows for tests to be administered in any language the operator candidate understands, but it requires the certification card indicate the language the test was given in.

Employers must understand, however, what their obligations are for using certified operators who have tested in Spanish. According to OSHA 1926.147(h) (2), "The operator is only permitted to



operate equipment that is furnished with materials required by this subpart, such as operations manuals and load charts, that are written in the language of the certification." Further, according to OSHA 1926.1421(c), "The operator, signal person and lift director (if there is one), must be able to effectively communicate in the language used."



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Shawn Los discusses the options in risk financing and how proactive organizations are understanding why it no longer has to be a one-size fits all proposition.

Turn risk into a competitive advantage

After meeting and spending time with hundreds of organizations over the years, it's clear that some companies understand the difference between stroking a check to buy insurance versus financing and controlling risk. Proactive organizations understand there are a number of risk financing options out there and it's not a one size fits all proposition. The most effective operators work with their insurance agent and carrier to take control of their insurance program and develop a comprehensive well thought out plan that allows them to turn risk into a competitive advantage.

The basics

Insurance is a highly cyclical business where a number of external factors can affect your premium level. From swings in the investment market, catastrophic events, litigation funding, highly publicized accidents, large jury verdicts and changes in underwriting appetites it can be a real challenge to control and understand one of your top operating costs. The good news is there are more advanced options today than ever before and there are resources to help you understand all of them.

There is general consensus that the insurance market for Crane, Rigging and Specialized Carriers is in a hard cycle for Commercial Auto Liability and Excess, while other lines are less

challenging. With that being the case, now is the ideal time to be proactive with your options while adopting a mindset of managing and financing risk versus buying insurance. For wise organizations, long gone are the days of buying a policy and not doing or expecting anything for the next 365 days. Operators that bury their head in the sand and ignore risk mitigation tools like Return to Work Programs, Physical Abilities Testing, Automated Event Recorders and the like, will be left with high rates and limited options. Those that are proactive will find a place on the spectrum of risk and reward that is appealing and palatable for them.

Understanding options

When looking at the risk and reward continuum, it is generally the case that with more insurance risk comes the opportunity for more reward. Guaranteed cost, zero deductible insurance is a basic risk transfer mechanism where the operator pays insurance premium to the carrier in exchange for transferring all of their covered risk for a set premium. Under this scenario, the insurance carrier benefits if claims costs are lower than they priced for and the insured has the peace of mind of transferring all risk covered by the policy. On the other end of the spectrum, there is self-insurance, where an operator assumes all exposure; which is clearly not an option for most organizations. In the middle of these two ends of the spectrum there is a world of possibility where the insured takes on some level of risk in exchange for the opportunity for reward if claims costs are lowered.

Deductibles are a common option that provides some middle ground whereby your organization can take a reasonable amount of risk while still insuring away the majority of the exposure. Deductibles provide the immediate benefit of lower

“ From swings in the investment market, catastrophic events, litigation funding, highly publicized accidents, large jury verdicts and changes in underwriting appetites it can be a real challenge to control and understand one of your top operating costs. ”

pay in costs to account for the risk assumed by your organization, the level of which will be determined by the size of your deductible. The downside of this arrangement is many insurance carriers will require collateral to protect against their credit exposure and often times there is no limit to the amount of deductible reimbursements your company may incur. As you consider this arrangement, some options to review with your insurance agent include basket deductibles which aggregate your multiline claims into a single deductible and deductible stop losses which provide a set cap on deductible reimbursements during any given policy term.

Best of both worlds

While certainly not for everyone, captive insurance is an option that provides the best of both worlds for the proactive organization: a palatable level of risk that oftentimes includes a defined best and worst case scenario, allowing organizations to take advantage of their favorable claims experience. Captives



THE AUTHOR

Shawn Los is senior vice president of National Interstate Insurance Company, based in Richfield, OH. National

Interstate Insurance is rated "A+" (Superior) by A.M. Best (rating affirmed on September 11, 2019).



can be a daunting proposition as there are a number of varieties and options, but with a little analysis the concept can be readily digested. While all captive programs differ, customarily a portion of the insureds premium is set aside in an investment account that functions like a checking account where losses up to a certain level are pulled out as they occur. If there are extra dollars in the account after the accounting cycle those funds may be returned to the company, conversely if losses exceed the amount in the fund the company may need to contribute additional funds. The most common captive approach for medium sized operations is to band together in a group with like-minded safety conscious companies to share in that risk and reward. This symbiotic relationship where the captive members share in risk and reward creates alignment with the insurance carrier and insurance agent that is not present with many other options. Creating this alignment where the insured and insurance carrier both win and lose together is a powerful tool.

The benefits of captive programs include a closer relationship with

“ Each option requires careful consideration, but if you dig in carefully with your agent you may find a number of appealing options you had not thought of previously. ”

your insurance program, long-term control over your risk financing and ideally a removal from the swings of the traditional marketplace. Captives may also come with an increased level of servicing and safety focus that raises the performance level of all risk takers. The potential downside consideration for this approach includes a higher time commitment to your insurance program, increased safety expectations and the potential to pay additional premium if losses exceed expectations. There are a number of options to consider under this scenario. Your insurance agent will need to be well versed and able to outline the differences between rental versus owned programs, group versus individual, homogenous versus heterogeneous and so forth. While they may seem complex on the surface, alternative risk transfer programs may provide long term control

and stability while allowing you take a palatable level of risk with the peace of mind of a defined worst case scenario.

World of possibilities

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The cost of dysfunction

Is your company in the way of its own success?

As much as we endeavor towards productivity in our industry, and the data that comes with it, we might be missing a metric hidden in plain sight: dysfunction.

A quick question you could start off asking yourself and/or your management team: for every dollar you spend, how much slips through the cracks to cover the cost of dysfunction – i.e. self-inflicted wounds, poor strategy and communication, inefficient operational methods and overall mismanagement of personnel?

Providing for what almost any company would determine as acceptable loss, the question remains: how much work is done within your company on internal matters or correcting problematic issues versus creating value for your customers and clients?

As it turns out, most dysfunction is perpetuated and sustained by a driver. Often there is more than one – you might know them: activities that give off the appearance of actual work, but are in fact not creating any value.

Maybe you recognize this one: the wrong person is in the right position. In other words, the position isn't the problem, the person is. And this happens more than you think. But why? Especially if it becomes apparent that this person, in that position, is hurting the company?

There could be many reasons – but that's not necessarily the point. The question is, what are you going to do about it? Too often, underperformers are kept around on senior teams, or people are simply

placed into positions that ultimately don't align with their skill sets. It's on the leadership to flesh out the problem and set a corrective action. Otherwise, the problem will persist, and the company will continue to suffer as a result. However, moving someone to a different position may prove completely worthwhile. But you'll only continue down a reductive path if you choose to ignore it.

Under the weather

Then there's strategy. How much of it really just sits carefully formulated in your own mind, while everyone else struggles to interpret what you assume has been articulated? This one's not exactly uncommon either. But it's equally dangerous. Because when a shared understanding of strategy/goals/mission isn't established, people can often establish their own versions of it. And even if those versions are well intended, you can see how this could become exponentially worse over time.

Employees can end up wasting tons of time, energy and money creating systems and process from a strategy that they only partly understand. And if an entire department is practicing such behavior, it could lead to substantial revenue loss. It's on you as a leader to guarantee that everyone within your organization understands the strategy, the goals and the mission designed to deliver long-term success to the company.

Another facet of industry business we're dealing with more as the marketplace becomes more digital and

innovation becomes more reliant on tech is organizational structure. Many of our management team members and leadership now work within various cross-functional disciplines.

Companies are being forced to adapt to the market and become "agile," or else. But this puts pressure on employees and groups to develop more reporting lines, rotating hierarchies, seemingly endless meetings and, sometimes, operational silos.

Staying on top of this one requires a team effort to both recognize and organize the strategic framework built into the company's operational processes – even as they adapt to the demands of a changing marketplace, industry and customer base. To that end, ignoring this one could possibly be catastrophic.

But don't let it get to that. If you think your company might be a bit under the weather in this regard, take the steps to organize your people and get to the root(s) of the problem. We know that the industry we work within will only get more challenging, in all its suggestions. It will serve you well to assure that your own business is not the largest of those challenges.

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Leveraging the value of commitment

SC&RA Member Spotlight: NessCampbell Crane + Rigging

Built on the strength of more than 1,400 members from 46 nations around the world, SC&RA's operational productivity within a specialized industry space can often be traced back to one of its most significant attributes: human capital.

The Association's 35-member Board of Directors represents the diversity of its membership with 240 members across 23 committees actively involved and committed to such objectives as workforce development, advocacy, member engagement, technology, global leadership and the expansion of programs and services that maximize members' productivity and profitability.

“Attracting the next generation into this industry is a major struggle and concern. The blue-collar, hands-on, get-dirty type of work is hard to promote to the younger generation as a path for their future.”

JOHN ANDERSON,
President,
NessCampbell
Crane +
Rigging



Portland, Oregon-based NessCampbell Crane + Rigging has been an SC&RA member for over 35 years. And in that time frame, like many of their SC&RA peers, the company's representatives have gradually worked their way into volunteer roles within the Association. Between President John Anderson and Marketing Director Jonelle Anderson, the duo has been involved with SC&RA for around 15 years, devoting their time to six different committees, as well as the SC&R Foundation.

“We attend every single Association meeting,” said Jonelle, “making sure we represent both crane and rigging as well as transport. We also feel it's important to support the Foundation because of the labor shortage.”

NessCampbell has come to enjoy major industry partnerships as a result of the relationships it cultivates through its SC&RA involvement, and Jonelle stressed that it goes even further, on a personal level. “We come early and stay late, for sure. We want to get as much out of our involvement as possible. As a result, we've developed genuine friendships with people. We go on vacations with some of them. When you have these types of connections, it further motivates everyone involved to do and be their best – which then spills into the Association overall.”

Both Jonelle and John agree that everyone joins the Association for different reasons.

“After a while, you start to learn where you can plug in – peer involvement helps too,” said John. “The leadership program is another significant benefit. And if you make the most of the meetings, you really start to see the value of the different roles you can play – the ways you can contribute. Whether it's through participating on task forces, establishing partnerships to address industry issues, being proactive and getting topics of



concern placed on agendas – even reaching out to people you know throughout the industry or getting your own people involved – the power of your membership, when maximized, benefits so many.”

Strategic position

Campbell Towing Service began in 1943 as a tow-truck company in Portland, OR. Ness Cranes began in 1942 servicing the greater Seattle area. Both companies grew separately as the premier crane provider in their own markets. In 2005, the Ness family sold Ness Cranes to Campbell Crane's owner Tony Steelman. Steelman elected to operate both companies separately until 2008, then later combined the two into Ness and Campbell Crane and Rigging. He sold the company to its current partnership in 2016, which rebranded and made a shift in culture to NessCampbell Crane + Rigging.

“As far as customer base, we've never focused on any niche markets, but have always stayed diversified – providing our services to what the market has required,” John explained. “To that end, our evolution has always been built on

NessCampbell has been able to adapt to market needs by being innovative, working hard and, most of all, working safely, according to President John Anderson.

“ SC&RA's success really lies in the hands of its members. They're the ones participating in committees and task forces. ”

**JONELLE ANDERSON, Marketing Director,
NessCampbell Crane + Rigging**



customer service and recognizing that we are successful because of the team that we have working hard for us each day. We have always been able to adapt to market needs by being innovative, working hard and, most of all, working safely.”

That said, while safety is a top priority for all crane and rigging companies, at NessCampbell, it's more of a core value.

“Our number one priority is our commitment to our employees, customers and the public,” John affirmed. “Our safety department is professionally staffed and committed to providing our employees with support, training, auditing and a progressive culture that allows every employee a voice to be part of the solution.”

One certain distinguisher for NessCampbell is its Lift-Rig-Haul-Engineer Platform, which started to come together just prior to the aforementioned rebrand.

“There was a more frequent need for packaged services from our customer base that we were able to offer, so we decided to begin expanding to better serve them,” John pointed out. “The progression has taken place over the last ten years, but

continues to be defined by the needs of the market and client requests. As far as a one-stop-shop, you probably can't fulfill every request, but we do our best to monitor the market and strategically position ourselves to respond to what makes sense for our customers and our business.”

Collective effort

As the industry at large continues to find itself distinguished by certain universal challenges, NessCampbell is well aware of the role it must play.

“Workforce development will continue to challenge us,” said John. “Outside of the current shortage, attracting the next generation into this industry is a major struggle and concern. The blue-collar, hands-on, get-dirty type of work is hard to promote to the younger generation as a path for their future. But NessCampbell continues to work closely with our local unions and SC&RA. Events such as Lift & Move USA continue to serve as large platforms to promote our industry. Safety and risk management is also a serious challenge. We continue to train and educate employees on the importance of

being professional and able to recognize the ever-changing hazards of our daily work environment.”

Additionally, he indicated, “As an industry, the crane rental, rigging and heavy transport world has always had to be self-sufficient at developing its workforce because of the specialty type of work we perform. I believe that this practice has assisted NessCampbell through this crucial time. This current upswing in work has definitely pushed us to our limits, but our company leaders have risen to the task and continue to develop current and new employees to assist us in meeting the demands of the market and our customers' expectations.”

Based on their experiences within SC&RA, both John and Jonelle see a similar type of operational efficiency – as well as the resulting benefits – out of the collective efforts put forth by the Association's many volunteer members.

“SC&RA's success really lies in the hands of its members,” said Jonelle. “They're the ones participating in committees and task forces. They're contributing their time and their wisdom, shared experiences and the resulting support. SC&RA's leadership does a great job managing all of it and directing the various advocacy initiatives, and because of that, I'd pitch this organization to any company of any size. A little involvement goes a long way.”

John agreed. “The leadership is there; the Association really guides member involvement, which then shapes SC&RA's ability to work for all members. Without a doubt, it's a lot of work, but they're not afraid to bring in a range of members from diverse parts of the industry. Add in the content they provide, new materials and products – even the new website – and an SC&RA membership, at a point when industry companies are transitioning from one generation to the next, is all the more important.” ■



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Industry Forum slated for November 5

The fifth Industry Forum on Personnel Qualifications will be held November 5, 2020 in Arlington, VA, the NCCCO Foundation announced. The Forum will build on the success of previous events and focus on the latest developments in regulations and best industry practices pertaining to the qualifications of personnel working in, with and around cranes and other lifting equipment.

The last Forum was held in Crosby (Houston), TX in October 2019 and attracted a record attendance of more than 100 industry representatives from all facets of the lifting industry.



Bilgeri takes on U.S. sales

Daniel Pitzer has been named CFO of Liebherr's wheeled mobile and large crawler crane division in Ehingen, Germany. His successor in charge of the U.S. market for the mobile and crawler cranes division is Pierre Bilgeri.

Bilgeri has several years of sales experience in the U.S. market and has played a role in Liebherr's business development. Before his appointment as division manager for mobile and crawler cranes, Bilgeri spent eight years as sales manager at Liebherr-Werk Nenzing for several markets, including the U.S., Canada and southeast Europe.

"I'm truly thankful for the last five years here in the United States and for the trust

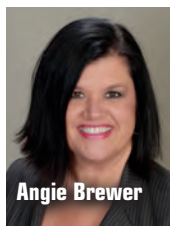


Daniel Pitzer (left) and Pierre Bilgeri, assume new roles.

our customers have put in us," Pitzer said. "I would also like to thank my team here in the U.S. for the great teamwork as well as all the efforts over the past years. And I wish my successor, Pierre, all the best for his new position as I'm sure he will do a great job here." ■

Kirby-Smith names Brewer to new post

Kirby-Smith Machinery (KSM) has promoted Angie Brewer to human resources manager. Brewer joined the heavy equipment distributor in 2016



Angie Brewer

and most recently served in the role of human resources generalist. Brewer will report to Seth McColley, vice president of human resources.

"Angie has a passion for people and our culture," said McColley. "She is an exceptional HR professional and is going to be instrumental in taking our human resource operations to the next level. We are very excited about the future."

"I am grateful for this opportunity to serve Kirby-Smith and our employees," Brewer said. "I love being able to make a difference and we are going to accomplish some great things as a team. Stay tuned."

Kirby-Smith has 12 stores and 500 employees. ■



■ Link-Belt Cranes has appointed **Jacob Bandy** to the position of parts

marketing supervisor. Bandy has over 10 years of experience in marketing in various industries, most recently in machinery.

Phillips set to retire

David Phillips

will retire as chairman of Off-Highway Research. He has been a pivotal figure at the specialist market research and forecasting company since its inception as part of the Economist Intelligence Unit (EIU) in 1981. Following a buy-out from the EIU, he owned and ran the business from the early 1990s until its acquisition by KHL Group in 2015.

"With the company now in the very capable hands of KHL and Chris Sleight, I have decided to retire in April," said Phillips. "I have been blessed by the support of a uniquely skilled international research staff, a very large and loyal group of clients and many wonderful memories of an exciting and varied career."

"With a long career in the sector and as an in-demand speaker at conferences and events, David is incredibly well-known around the world and highly respected for his industry knowledge and experience," said James King, managing director, KHL Group. "His support and enthusiasm for the business were instrumental in ensuring KHL's successful acquisition, and he will be missed by his colleagues around the world."

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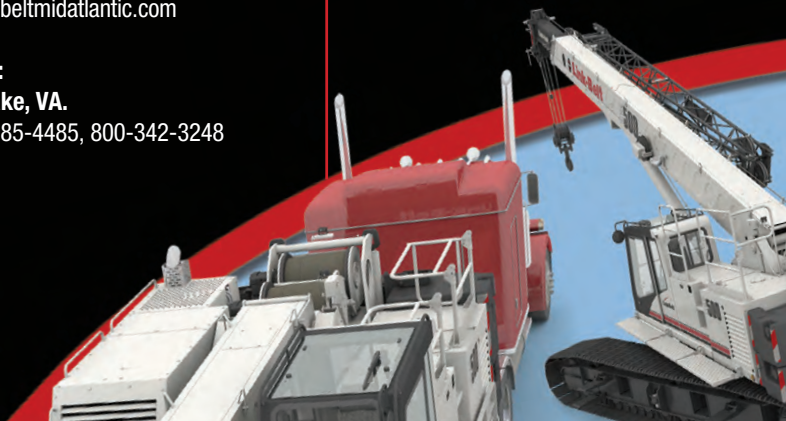
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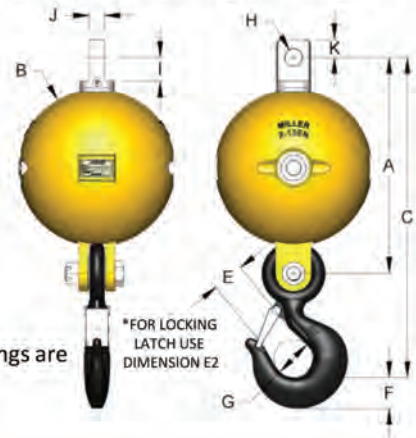
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Miller's highest-performance Y-Link overhaul ball assemblies are uniquely equipped with angular contact ball bearing (ACBB) swivels for maximum response to wire rope dynamics under load. The ACBB swivel contains a set of multiple, precision-matched bearings which respond with significantly lower friction and torque than do the basic thrust bearing overhaul balls found elsewhere. In addition to the improved responsiveness, long term durability is greatly enhanced due to longer bearing life.



- Miller Type 2, eye to hook arrangement
- Working load capacities from 5 to 35 tons
- Design safety factor of 5:1
- Weights to 1450 lbs. for up to 1 1/2" rope
- Features Miller Y-Link® ACBB swivel
- Swivel lubrication fitting
- Drop forged steel eye hook with safety latch
- Optional positive locking latch (shown at left)
- Heavier units available
- Bottom swiveling available
- Integrated wedge socket or clevis as upper fittings are available
- Available in full conformance with API2C



WLL (tons)	MODEL	ROPE SIZE (in)	A (in)	B	C	E	E2	F	G	H	I	J	K	WT. LBS.
5	HB7-2N	5/8	13.56	7	20.38	1.61	1.31	1.81	2.50	1.28	1.56	1.00	1.19	65
5	HB8-2N	5/8	13.56	8	20.38	1.61	1.31	1.81	2.50	1.28	1.56	1.00	1.19	100
8.5	HB9B-2N	3/4	16.31	9	25.56	2.27	2.00	2.59	3.25	1.41	1.94	1.25	1.50	130
8.5	HB10B-2N	3/4	16.31	10	25.56	2.27	2.00	2.59	3.25	1.41	1.94	1.25	1.50	170
8.5	HB11B-2N	3/4	17.19	11	26.44	2.27	2.00	2.59	3.25	1.41	1.94	1.25	1.50	215
8.5	HB12-2N	3/4	17.19	12	26.44	2.27	2.00	2.59	3.25	1.41	1.94	1.25	1.50	265
8.5	HB13B-2N	3/4	18.19	12	27.44	2.27	2.00	2.59	3.25	1.41	1.94	1.25	1.50	330
10	HB13C-2N	7/8	22.06	13	32.81	3.02	2.75	3.00	4.25	1.66	2.84	1.72	1.81	363
10	HB13-2GN	9/16 - 1-1/4	21.84	13	32.59	3.02	2.75	3.00	4.25	1.78	2.75	1.25	2.00	363
15	HB13-2GGN	9/16 - 1-1/4	21.88	13	32.63	3.02	2.75	3.00	4.25	1.78	2.75	1.25	2.00	363
15	HB13D-2N	1	21.75	13	32.50	3.02	2.75	3.00	4.25	2.03	2.78	1.94	2.13	363
25	HB13E-2N	1-1/2	25.56	13	37.75	3.25	3.25	3.62	5.00	2.31	2.88	2.25	2.38	413
35	HB13F-2N	1-1/2	25.56	13	41.50	3.00	3.00	4.56	5.38	2.31	2.88	2.25	2.38	487
10	HB16-2N	7/8	24.56	16	35.31	3.02	2.75	3.00	4.25	1.66	2.84	1.72	1.81	600
10	HB16-2GN	9/16 - 1-1/4	24.34	16	35.09	3.02	2.75	3.00	4.25	1.78	2.75	1.25	2.00	600
15	HB16-2GGN	9/16 - 1-1/4	24.38	16	35.13	3.02	2.75	3.00	4.25	1.78	2.75	1.25	2.00	600
15	HB16B-2N	1	24.25	16	35.00	3.02	2.75	3.00	4.25	2.03	2.78	1.94	2.13	600
25	HB16C-2N	1-1/2	26.94	16	39.63	3.25	3.25	3.62	5.00	2.31	2.88	2.25	2.38	650
35	HB16D-2N	1-1/2	26.94	16	44.00	3.00	3.00	4.56	5.38	2.31	2.88	2.25	2.38	720
10	HB18G-2N	7/8	25.19	18	37.71	3.02	2.75	3.00	4.25	1.66	2.84	1.72	1.81	800
10	HB18-2GN	9/16 - 1-1/4	24.97	18	37.49	3.02	2.75	3.00	4.25	1.78	2.75	1.25	2.00	800
15	HB18GG-2N	1	24.87	18	37.40	3.02	2.75	3.00	4.25	2.03	2.78	1.94	2.13	800
15	HB18-2GGN	9/16 - 1-1/4	25.00	18	37.53	3.02	2.75	3.00	4.25	1.78	2.75	1.25	2.00	800
15	HB22GG-2N	1	29.25	22	40.03	3.02	2.75	3.00	4.25	2.03	2.78	1.94	2.13	1300
15	HB22-2GGN	9/16 - 1-1/4	29.38	22	40.16	3.02	2.75	3.00	4.25	1.78	2.75	1.25	2.00	1300
25	HB22H-2N	1-1/2	32.19	22	44.50	3.25	3.25	3.62	5.00	2.31	2.88	2.25	2.38	1400
35	HB22HH-2N	1-1/2	32.19	22	48.13	3.00	3.00	4.56	5.38	2.31	2.88	2.25	2.38	1450

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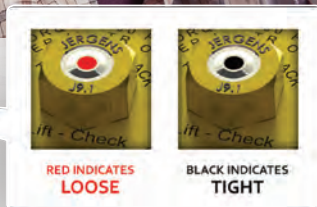
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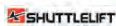
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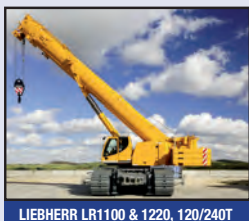
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Demag CC 2400-1

Capacity 440 Ust
Main boom SSL/LSL (S1) 374 ft
Upper hours 2,262 h
Counterweight 220 Ust
Year 2017



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The Lift-N-Lock gantry has lifted some of world's most important machinery as well as historic artifacts.

A better mousetrap

A powerful metaphor, Ralph Waldo Emerson's adage "Build a better mousetrap and the world will beat a path to your door" applies beautifully to the lifting, rigging and specialized transportation industry. In the case of J&R Engineering, the world has beaten a path to its doors in Mukwonago, WI. The company produces the Lift-N-Lock gantry line, which has gained legendary status over the last 30 years.

The brainchild of Roger Johnston, the J&R Engineering Lift-N-Lock gantry was the first commercially available gantry system ever produced. The fact of the matter is, J&R Engineering pretty much invented the hydraulic gantry market.

Johnston, a licensed PE, had been making his mark in the lifting industry for several years, serving as a chief engineer for Warner & Swasey, P&H Harnischfeger and Simon Krause. He was also a co-founder of Riggers Manufacturing.

True innovator

In 1978 he started his own professional engineering consulting company that primarily served crane manufacturers. J&R Engineering was involved in the design of the first swing cab, two-axle crane and several truck-mounted cranes.

While the company earned a stellar reputation for its work in the design of cranes, Johnston was working on a gantry design that would place the company in a new arena. He had been involved in the engineering of gantries at Riggers Manufacturing, and he was inspired to create a gantry that would offer greater lifting power and rigging solutions for a wider variety of projects.

In 1989, J&R Engineering produced its first Lift-N-Lock hydraulic boom gantry. Today, the J&R Engineering Lift-N-Lock gantry has become a mainstay in the fleets of companies that provide

Roger Johnston, PE, had an idea for a gantry that would create a new specialized lifting market.



An 1800 series Lift-N-Lock Boom Gantry completing the assembly of a stamping press in Japan.

specialized lifting services around the globe. The J&R Engineering gantry has been a part of countless SC&RA Job of the Year entries and winners. These machines have moved some of the world's heaviest and most important machines and equipment as well as priceless artifacts and historic statues, including America's Liberty Bell.

Each Lift-N-Lock gantry is designed to meet a customers' specific needs, according to Kevin Johnston, president of the company that he and his father founded. Advanced engineering and an evolving research and development process have led the company to produce Lift-N-Lock gantries with capacities from 75 to 1,800 tons with four lift housings and lift heights from 18 to 100 feet.

Latest technologies

Standard features on Lift-N-Lock gantries include double acting cylinders, oscillating/rotating header plates, steel hydraulic lines, integral self-propel with customized wheels, integral lock valves, pressure compensated controls and two-speed load sensing.

“The beauty of this product is the ability to use it in so many combinations.

KEVIN JOHNSTON,
President, J&R Engineering

From the beginning, the Lift-N-Lock gantry featured the revered cam locking technology, which provides continual load holding protection through the duration of the lift. The latest gantries are available with a variety of options including the Equalizer System that synchronizes gantry movement, radio remote controls with height indication, side shifting Powerlinks and powered rotator lift beam frames.

“The beauty of this product is the ability to use it in so many combinations,” said Johnston. “Hydraulic gantries have become standard equipment in the lifting business because they are cost effective, versatile and they can be customized specifically for what needs to be lifted.” ■

Sources: *Lifting & Moving the World*, © 2008, Monumental, © 2013

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Go-Anzen-Ni! is Japanese for *Safety First!*
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Richard, Service Technician