

AMERICAN CRANES & TRANSPORT

December 2017
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ACT

The magazine for the crane, lifting and transport industry

A KHL Group Publication

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INTERVIEW

**Miller Transfer's
Mitch Unger**

PROJECT FOCUS

Tower cranes

PRODUCT FOCUS

Trailers



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the SC&RA



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The roar

In the October issue of *ACT* our Q&A featured Julie Fuller, vice president of engineering for Tadano Mantis. She is one of a handful of women featured in the Interview column in the 12-year history of the magazine. But not because we don't cover women in the crane, rigging and transport industry, but because there aren't many women in this industry to cover. The response to that article was great and we were happy to see all the Facebook, Twitter and Instagram likes and reposts. Fuller's hometown newspaper, the *Humboldt Chronicle*, reprinted and posted (with our permission) the article with this proud headline "Humboldt's Fuller leads in male dominated industry." There's a lot of talk about women these days, in the mainstream news (not really good news) and in our industry news.

At KHL Group's World Crane & Transport Summit in Amsterdam in November, Jenna Gabel, owner of New Jersey-based JK Crane, gave a compelling presentation about why our industry needs to hire more women. She cited studies that show that women bring strong attributes to every level of a company.

In the SC&RA Comment on page 49, SC&RA COO Joel Dandrea points to the opportunity the industry has to hire women. "Industry challenges like driver retention, competency and available talent have become all-too familiar tropes for trucking companies nationwide," he writes. He also cites data that says that women (and veterans) represent a viable answer to some consistent industry questions.

Women in the crane and rigging industry will also be addressed at the SC&RA Specialized Transportation Symposium February 27-March 2 in St. Louis. The Symposium's opening session "How Changing Your Company's Values and Hiring Practices Can Lead to Greater Success" will feature speakers Marcia Taylor, CEO of Bennett International Group, and Ellen Voie, president and CEO of Women in Trucking. Kim Yeager, director of marketing/member relations for the Nevada Trucking Association, will moderate the session that will touch on how Taylor and Voie achieved success in the industry. They will discuss how companies are realizing the benefits of hiring women and offer practical steps to take to include more women in the industry's workforce.

As a woman in this industry, we need to band together to strengthen our ranks. This can start with hiring women. *ACT*'s parent company, KHL Group, publishes a bevy of magazines that are centered on "men-centric" industries, but it has never shied away from hiring women in its editorial and sales ranks.

ACT December is full of interesting news and features, including our **ACTTRANSPORT50** list of North America's top specialized transportation companies.

And finally, from the *ACT* team, wishing you a wonderful holiday season and a Happy New Year!

D. ANN SLAYTON SHIFFLER

Editor

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Omega Morgan navigates a huge heavy haul. See our ACT Transport 50 list of North America's top specialized transportation companies on page 31.



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■ Ben-Mor recently acquired Saturn Industries and Roughrider Rigging. The acquisition will allow Ben-Mor to expand its range of specialized lifting equipment with exclusive products.

■ Link-Belt Cranes has finalized an agreement with EGYMEC Engineering Company to be the sole Link-Belt distributor for Egypt. EGYMEC, headquartered in Cairo, Egypt, is a division of El Didi Group, founded in 1984.

■ Bulldog Hiway Express, a Daseke company, has announced a new driver-compensation program, "Salary Plus," which includes a guaranteed minimum salary of \$1,000 a week in its flatbed division. Salary Plus further enhances what is already one of the leading compensation and benefits packages in the trucking industry, said Phil Byrd Sr., president and chief executive, and reinforces Bulldog's "work-less, earn-more" philosophy.

Demag AC 45 City ushers in new era

The Demag AC 25 City was launched in 1996 and it was "a head turner," the company said. The crane was compact, powerful and featured a single cab for traveling and crane work. It was designed to perform inside narrow buildings, tight quarters and in urban environments. A year later Demag launched the AC 40 City, which sold more than 1,000 units. Demag is considered the inventor of the city class of crane.

In October, Terex rolled out the Demag AC 45 City crane in Zweibrücken, Germany. More than 600 customers from around the world came to see the new machine that Demag said is "perfect for a wide variety of jobs with its vast configuration flexibility."

With 3 axles, the crane has a lifting capacity of 45 metric



The Demag AC 45 City was shown to customers at a launch event in Germany the week of October 23, 2017. For more information, see Site Visit: Terex Demag on page 44.

tons. It measures 8.68 meters long, 2.55 meters wide and 3.16 meters tall. Its height can be reduced to under 3 meters. The main boom is 31.2 meters long and has offsettable extensions of 7.10 or 13 meters.

Frank Schröder, director

of product management of ATs, said the city class stands for quality and innovative technology.

"The AC 45 City is not just able to do everything its legendary forerunners were already able to do: It is able to do it much better."

Manitowoc debuts GMK4090

Manitowoc has introduced a new all-terrain crane, the Grove GMK4090. The new taxi crane features a modern, compact design that puts emphasis on roadability and maneuverability, the company said. The crane is in response to customer demand for lightweight, flexible taxi cranes in the

100-ton capacity class, and it represents a generational upgrade over the previous GMK4080-1/GMK4100B, a popular all-terrain crane in Europe due to its versatility in applications, especially with rental companies. Manitowoc has also introduced the GMK4080-2, a similar crane with a 90-ton capacity. The GMK4090 will be released globally, whereas the GMK4080-2 won't be

available in North America.

Andreas Cremer, global product director of Grove all-terrain cranes, said the GMK4090 and the GMK4080-2 models are essentially the same crane, but the GMK4080-2 carries less counterweight to match the load chart of its predecessor, the GMK4080-1/GMK4100B.

"The GMK4090 has been designed with flexibility and maneuverability as main focuses," he said. "With its best-in-class taxi load chart and compact footprints, this crane will be ideal for a variety of jobs, such as general construction and plant

maintenance work."

The GMK4090 offers a 167-foot six-section Megaform boom that utilizes Grove's Twin-Lock pinning system. Boosting its overall reach is a 49-foot bi-fold swing-away jib that can be extended with a 20-foot boom extension for a total jib length of 69 feet.



The Grove GMK4090 features a compact design with emphasis on maneuverability.

The new FR-E features a 72/80V AC powered 2-speed hydrostatic drive with variable motor rpm control and an AC lift motor.



■ Benson Crane Service has taken delivery of a Terex Explorer 5500 from Empire Crane based in Syracuse, NY. The Terex Explorer 5500 is an all-terrain crane with a maximum lift capacity of 140 tons, with a max boom length of 196.2 feet and jib height of 283.8 feet. Jim Benson, general manager of Benson Crane Service, said, "The reach was impressive for the size of the crane. To have a mobile crane with that much boom easily puts our business into a more competitive category." The crane is already at work erecting steel for the Queens City Lofts project in Poughkeepsie NY.

Hoist Litruck's FR Series line of extendable counterweight rigger trucks now includes an electric version to complement the existing IC models. While maintaining all of the functionality of its IC counterpart, the new FR-E features a 72/80V AC powered 2-speed hydrostatic drive with variable motor rpm control and an AC lift motor. The FR-E also includes the new Smartscreen technology operator interface, providing real time operational information as well as an onboard capacity calculator, real-time diagnostics, reference libraries and more.

The FR-E is provided as a complete IC alternative solution that includes two batteries, a 3-phase charger for deep cycle charging and an onboard single-phase charger for opportunity charging.



Link-Belt introduces RTC-80160 Series II

Link-Belt Cranes has introduced the RTC-80160 Series II, upgrading its previous 150-ton rough terrain to a 160-ton model.

"The 80150 has been a phenomenal success ever since it was introduced, and this new base rating will be

good news to our distributors and crane owners. It only makes sense for us to upgrade the 80150 to represent the top base rating in the market with the RTC-80160 Series II," said Brian Smoot, rough terrain crane manager at Link-Belt.

Link-Belt first introduced

hydrostatic drive on a six-wheel carrier frame in 2002 with the RTC-80100 Series II. The manufacturer has evolved its offering into a range of three 6-wheel rough terrain models: the RTC-80110 Series II, RTC-80130 Series II and now RTC-80160 Series II with hundreds of these units working around the world. Link-Belt's

6-wheel rough terrain cranes are used in applications that range from pier and dock work to refineries and industrial plants.



Link-Belt Cranes has introduced the RTC-80160 Series II, upgrading its previous 150-US ton rough terrain to a 160-ton model.

Concrane named Recom Moritsch distributor

Concrane Sales Inc. has been named the exclusive distributor in Ontario, Canada for Recom Moritsch's new range of luffing jib cranes and low-top hammerhead cranes. Recom Moritsch follows a path laid out over 50 years of experience by Ferruccio Moritsch, creator and founder of Comedil based in Fontanafredda (Pordenone), Italy.

"My family's technical and business experience dates back to 1962," said Mariano Moritsch, managing director, Recom Moritsch. "Drawing on the experience we've gained has allowed us to pursue quality cranes featuring state-of-the-art technology."

"My family's relationship with Enrico Redigonda began back in 1988 with my father, Ferruccio," explained Moritsch. "Enrico sold the first Comedil crane in Ontario, amongst many



Concrane Sales Inc. has been named the exclusive distributor in Ontario, Canada for Recom Moritsch's new range of luffing jib cranes and low-top hammerhead cranes.

others, which went on to build much of the downtown core in Toronto." Moritsch continued, "It's through Enrico's expertise and ability to work with us and the customer to deliver the right custom crane for their needs that makes us proud to continue our relationship after almost 30 years."

Enrico Redigonda, president, Concrane Sales, said he is pleased to be the exclusive distributor for the

Recom Moritsch crane range.

"Based on some of the issues we've seen with other cranes on the market, and the harsh Canadian weather, we've been working with Recom Moritsch over the last year or so to help make improvements and upgrades to a time-tested design," Redigonda said. "These truly are cranes that have been designed with the Canadian construction industry as a whole in mind."



■ Chellino Crane, a division of M-L Holdings Crane Group, recently assisted in the raising of a huge U.S. flag at the historic Frankfort Grainery in Frankfort, IL. At more than 200 feet high, the project required the use of a 165-ton Grove GMK5165 to get the man basket in position.

■ Manitex International, appointed Florida-based Tampa Crane & Body as a dealer of Manitex-PM knuckle boom cranes for distribution throughout the state of Florida.



■ OSHA has published a Final Rule delaying its deadline for crane operators to be certified until November 10, 2018. OSHA is also extending its employer duty to ensure that crane operators are competent to operate a crane safely for the same one-year period. The rule takes effect immediately. OSHA said it believes that an additional year will be sufficient to complete work on addressing the two issues that concerned the industry ever since the crane rule was published in 2010; namely, whether operators need to be certified by type and capacity, or just by type and whether certification is sufficient by itself to deem an operator qualified to operate a crane.

CICB partners with SC&R Foundation

Crane Inspection & Certification Bureau (CICB) has partnered with the SC&R Foundation to provide worthy applicants with grants for Crane Operator Training and NCCCO Certificate Courses. The grants, which are open to the public through the SC&R Foundation, are awarded to individuals pursuing a career in the specialized transportation, crane and rigging industry.

Recently, CICB established the first and only career school in the Houston area approved and regulated by Texas Workforce Commission Career Schools and Colleges to train and certify individuals as crane operators and riggers.

"With the aging of the 'baby-boomer' workforce and the tremendous amount of construction occurring from the Texas coast to the Florida Panhandle, the current labor shortage has become a crisis,"

said Craig Epperson, CEO of CICB. "By partnering with the SC&R Foundation offering CICB Workforce Grants and promoting careers in the industry with Lift & Move USA, we are encouraging those who might otherwise not consider or even be aware of the opportunities available."

For information on the grants and deadlines, visit the SC&R Foundation website, <http://www.scr-foundation.org>

Bigge gets first Tadano GR-1200XL in U.S.

The first two Tadano GR-1200XL rough terrain cranes arrived in the United States and were immediately delivered to Bigge Crane and Rigging Co.'s Houston branch. The 120-ton capacity GR-1200XL is the largest 2-axle rough terrain crane in the Tadano RT range, and was launched in March at ConExpo-Con/Agg 2017. The crane features a 183.7-foot boom, and when equipped with the 58.1-foot bi-fold jib, it can achieve a lifting height of 241 feet 4 inches.

"We are pleased to be here at one of Bigge's anchor locations in Houston for the arrival of the first GR-1200XL," said Tadano President Ingo Schiller

at the hand off ceremony at Bigge's Houston yard. "Today, we celebrate both the arrival of Tadano's newest model to our successful line-up of rough terrain cranes and the continuation of our long-standing relationship with Bigge."

Brian Noga, vice president of Bigge's Gulf Coast operation

said the crane is easy to transport, reliable and cost effective to own, operate and maintain.

"The new Smart Chart system is also one of the reasons we like this machine," Noga said. "At Bigge, we are always looking for ways to maximize performance and safety."



SCRA hosts Forum

More than 50 CEOs, CFOs, controllers and other top managers of crane, rigging and specialized transportation companies convened in Fairfax, VA for the SC&RA Finance & Risk Management Forum held November 7-8. Business experts interacted with company leaders to provide education on key financial management practices, employee benefits, succession planning, business strategy and overall risk management profitability strategies.

"The open forum is beneficial to discuss issues that are affecting everyone and best practices on how to handle and lower our risks," said John Anderson, president, NessCampbell Crane + Rigging. "We made a couple of contacts while we there that we will continue to engage with to assist our company with our risk management and financial growth."

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- Compact size carrier
- Tadano designed 6-section boom
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- Self Diagnostic AML system
- Tadano Smart Chart asymmetrical outrigger set up

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WHEN

February 28-March 2, 2017

WHERE

Hyatt Regency St. Louis at the Arch in St. Louis, MO.

INFORMATION/REGISTRATION:

www.scranet.org/symposium



St. Louis meet up

According to leading research, gender diverse companies enjoy better financial returns and may be better poised for success. Women have typically been underrepresented in the specialized transportation, rigging and lifting industries and the reasons are myriad. This topic will be addressed at the SC&RA's Specialized Transportation Symposium February 28-March 2 at the Hyatt Regency St. Louis at the Arch in St. Louis, MO.

The Symposium's opening session "How Changing Your Company's Values and Hiring Practices Can Lead to Greater Success" will feature speakers **MARCIA TAYLOR**, CEO, Bennett International Group, and **ELLEN VOIE**, president and CEO, Women in Trucking. **KIM YEAGER**, director of marketing/member relations, Nevada Trucking Association, will moderate the session that will touch on how Taylor and Voie achieved success in the industry. They will discuss how companies are realizing the benefits of hiring women and offer practical steps to take to include more women in the transportation workforce.

TODD GIBSON, Bridge Evaluation/Hauling/Permit engineer, West Virginia DOT, and **DOUG MILLER**, vice president, Burkhalter, will present "Oversize/Overweight Uniform Permit Transport 2021: Specialized Transportation Commits to Uniform Permit Weight Analysis/Allowance." They will unveil SC&RA's Uniform Permit Transport 2021 proposal as a basis for discussion with individual states and regions.

BRYCE BAKER, COO, Oxcart Permit Systems, will address what it will take to make local permitting processes more efficient. His presentation, "Nudging Local Permitting Processes into the 21st Century" will cover local permitting challenges, trends and best practices.

A highlight of the symposium is entertainment by **MACK DRYDEN**, a comedian from Mississippi, who won two AP writing awards as a reporter before becoming a professional entertainer. He has performed on The Tonight Show, JAG and ABC's The Guardian. His stories of surviving two battles with cancer, a stay in an African prison and sharks in show business are said to be inspiring and hilarious. His presentation is aptly titled: "Falling on Your Face Is Still Moving Forward."

DAVE OSIECKI, president, Scopelitis Transportation Consulting, will discuss "What's Really Going on in Washington D.C." Get the latest updates on DOT rules, regulations, and compliance issues such as hours of service, CSA scores and ELDs from a transportation expert and insider.

Other presentations and breakout sessions include:

■ "Tipping the Scales in Your Favor: Overcoming OS/OW Challenges," featuring speakers **DON BRAMAN**, license and applications supervisor for OS/OW Unit, Connecticut DOT; **JACKIE DARR**, permit section manager, North Dakota Highway Patrol Motor Carrier Operations; and **SHELLEY LATHAM**, sales/operations, Perkins STC.

■ "In-Cab Technology: Changing the Role of Drivers," presented by **JOE DOERR**, product line manager, NBIS, and **DAVE MERRILL**, general manager, Paho Express.

■ "Bigger is Better: Using New Driver Training to Break Down the Complexity of Specialized Carriers" will be presented by **FRED KOVALL**, field safety specialist, ATS, Inc. and **PETE TRIMBLE**, director, corporate safety/claims, Keen Transport.

■ "It's Time to Take Another Look:

Effective Permitting Techniques From a Permit Services Representative" will be addressed by **MARKA WOODRUFF**, team manager/president, Permit America; **BECKY WOODS**, vice president, WCS Permits; and **GLADYS WORK**, RCS regulatory and business analyst, Comdata.

■ "Inspections and OS/OW Enforcement in the Midwest and Beyond" will be discussed by **TODD ARMSTRONG**, Master Sgt., Illinois State Police and **CAPTAIN CHRIS TURNER**, Kansas Highway Patrol and president, Commercial Vehicle Safety Alliance (CVSA).

■ "When Time is Your Friend: The Importance of Planning Ahead with States on Large and Complicated Loads" includes a panel presentation by **MIHIR PATEL**, vice president, Logisticus Project Group; **ROB SIMON**, vice president, heavy haul and specialized division, Bennett Motor Express; and **JUSTIN UNDERWOOD**, assistant director, Tennessee DOT.

■ "Manufacturers Perspective on the Future of Trailers," will feature the two leading trailer OEMs, **TROY GEISLER**, vice president, Talbert Manufacturing; and **DAVE LUTZ**, president, TransMaster Trailers/Master Solutions.

Other highlights include the Exhibit Center, 2017 Transportation Job of the Year reviews and a presentation by SC&RA's **JASON BELL** and **LISA GREPPS** on five ways to leverage SC&RA membership investment. ■

Leadership Forum

The Symposium will also feature the SC&RA's Leadership Forum. For application information please visit: www.scranet.org/leadership

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BY TEREX

Heavy equipment makers' share prices enjoyed a steep climb as the fourth quarter got underway, pushing the sector close to a record high.

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.

New highs ahoy!

Strong signs of global market buoyancy in third quarter financial results saw share prices in the heavy equipment segment head for new highs in late October and early November. The ACT Heavy Equipment Index (HEI) finished October at 217 points, close to the record high set in 2011. Given the index's momentum and the year-end rally that is common, that previous high tide mark is likely to be broken by the end of 2017.

Many construction equipment manufacturers have come in with better results over the course of 2017 than analysts expected. This has generally been due to improving demand for machinery around the world, particularly in China.

However, not all OEMs have benefitted. The surge in demand has been mainly for earthmoving equipment, particularly excavators, which is of little help to the likes of Terex's crane business,

Manitowoc and one or two other companies around the world, which are active in construction machinery, but not the earthmoving segment.

They will have to wait for other markets to bounce back and for demand for other types of equipment to start to rise. There is evidence in some reported order intake and backlog figures that the seeds have been sown. However, these manufacturers are unlikely to see a significant uptick in crane sales this year, and it may be well into 2018 before the recovery truly takes root.

This has all seen the ACT HEI gain almost 50 percent in value over the last 12 months, in what has been a fairly uninterrupted winning streak.

As this month's chart shows, the same upward growth trend has been seen in the wider markets, as represented by the Dow, S&P 500 and NASDAQ indexes. However, the scale of their improvement has not matched that of the heavy equipment market.

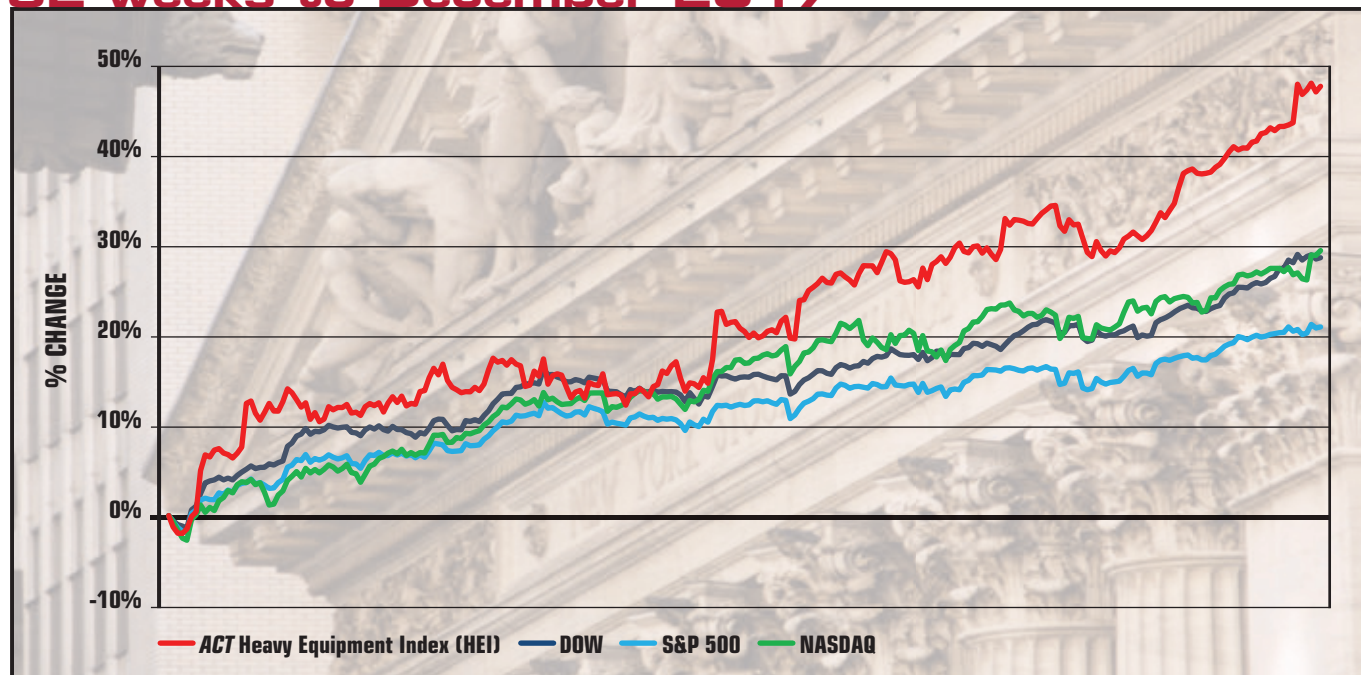
Their growth has been between 20 to 30 percent, which is an excellent annual return, but not in the same league as the ACT HEI's 50 percent.

But this all underlines the general buoyancy of the markets. All three mainstream benchmarks have set a series of record highs throughout 2017, and the NASDAQ has been remarkably strong.

All things being equal, this should herald an extended period of accelerating economic growth and higher demand for construction equipment around the world. However, it is always very dangerous to make the correlation between stock market growth and real world equipment sales. The stock markets are forward-looking, with their valuation today reflecting how analysts believe companies will perform in the next 12 to 24 months.

This means they can be a useful leading edge indicator, but they can also be wrong on occasion. ■

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Not worth the wait

Graham Brent contends the latest delay in the crane rule is no excuse to postpone certification.

Federal OSHA has delayed its crane operator certification requirement for another year. It's not the first time the industry has had to come to terms with an extension of this rule, but, in the minds of most safety-conscious professionals, it certainly needs to be the last. Why? Because every day that goes by without the rule in place means another day where those working around cranes – and even the general public who daily navigate around construction sites in city after city across the country – are being put at greater risk of a crane incident that need not have happened.

But what does the delay that will give OSHA the time it says it needs to fix the rule (see *ACT*, September 2017, p. 19) mean for employers who have not yet taken the plunge and had their operators certified? Well, one thing it should not mean is to procrastinate any longer. There are so many reasons why this is such a bad idea, but here are just five:

1 You still have to train your operators.

No matter what, as an employer you still have to ensure your operators are trained to operate the equipment you assign them to. So, having made that investment, why not find out if that training has been effective? The only sure way you can do that is having their knowledge and skills tested through a professionally developed, OSHA-recognized, ASME-compliant accredited certification program such as CCO certification from NCCCO.

2 You still have the responsibility to ensure your operators are qualified.

While certification cannot by itself determine if your operators are qualified, it can go a long way towards it. Other tools in the employer's "qualification toolbox"

will include determining how much (and what type) of experience your operators have, what their safety record is, and whether they are familiar with the specific model of crane – even the actual crane in a particular configuration – you want them to run. Combine this with the assurance they have the essential knowledge and skill to operate a crane that comes from accredited certification, and you have a powerful assessment package that can ensure the right operator is matched with the appropriate machine.

3 You can't know what you don't know.

It's an old saw but so true . . . you really can't know from simple subjective evaluation whether an operator has what it takes to operate a crane safely. Only professionally developed certification can do that. And relying on an operator's attestation is not only unscientific but unfair on the operator; he (or she) may have a sincere but unrealistic sense of his or her ability. You don't want to find out the limitations of that opinion the hard way.

4 You're paying higher insurance premiums.

Like it or not, with all major insurance companies endorsing accredited certification, there are fewer and fewer ways of avoiding certification. Insurance firms differ in the "encouragement" they provide to employers. For some, it's a discount on annual premiums for those that employ certified crane operators. For others that do not, it's simply declining to write a policy at all. Whatever form it takes, such support for certification from the nation's insurers ought to send a powerful message to even the most certification-averse employers. And think about it: Why would so many underwriters whose business is the mitigation of risk put their stamp of approval on certification if it wasn't effective in reducing accidents and incidents related to cranes?

5 You're missing out on work.

With so many general contractors, project owners and facilities across the



Although OSHA has postponed its operator certification requirement, employers still have to ensure their operators are trained. The only sure way of knowing if that training has been effective is through an accredited certification program such as CCO.

country demanding crane operators who come onto their jobs be certified, the opportunities for uncertified operators are dwindling. And that means their employers face the real possibility of losing work to competitors who have had the foresight to step up and make this investment. An added bonus for those that do is that, in the process, they send the message to would-be clients that they are not just in the crane business, but the safety business also.

Of course, if you live in one of the seven cities and 16 states* that require crane operators to be certified and/or licensed, or work in an area of the country where certification has become an essential component of doing business, all this discussion is moot. You already have an obligation to comply with whatever process the jurisdiction or the market requires. In the vast majority of cases, that will mean CCO certification.

So, why wait? The safety benefits that accrue from the professionally developed, accredited certification that has been available now for more than two decades are so compelling, it just doesn't make any sense to delay embracing it a day longer. The wait simply isn't worth it.

*For a complete list, visit: nccco.org/licensing



THE AUTHOR

Graham Brent is president and CEO of the National Commission for the Certification of Crane Operators (NCCCO).



See and hear industry leaders talk about the folly of waiting to certify at: www.nccco.org/dontwait

Miller Transfer celebrates its 50th anniversary in 2018.

President **Mitch Unger** attributes the company's success to its people.

Miller Transfer began in 1968 after the purchase of operating rights and property from Miller Transfer & Storage, a trucking company based in Clarion, PA. The company operated with two trucks, primarily moving household goods around the region.

After the purchase, the name was changed to Miller Transfer & Rigging.

"It was at this time, the newly formed company began directing its efforts to the transport of steel products and industrial machinery," said Mitch Unger, president.

The company was later relocated to Edinburg, OH. At that time, Miller Transfer began to develop its business strategy of transporting heavy machinery including expanding its terminal network throughout the continental United States. During the 1980s the company grew significantly, adding terminals, trucks and trailers. By the mid-1980s Miller Transfer had begun adding higher capacity multi-axle trailers to its fleet. In 1988 Miller



Transfer won the prestigious SC&RA Hauling Job of the Year for a project that involved hauling three pumps weighing 80 tons each from New York to Utah.

In 1996 the company was purchased by

long-time employee James Unger, who had worked for the company since 1971. Under Unger's leadership, Miller Transfer experienced phenomenal growth, building one of the country's largest



Miller Transfer and Rigging manages 18 terminals nationwide and services the United States, Canada and Mexico.

“ I think the biggest challenge facing folks in this industry is the driver shortage. There is a real need for qualified and experienced drivers in the specialized transportation market. It is an issue we are laser focused on.

MITCH UNGER
President, Miller Transfer

in people



Even though Miller Transfer has one of the largest capacity heavy haul fleets in North America, President Mitch Unger said the company's people are the key to success and longevity. Its people are the 'core' of the company.

and interesting problems that need solved. I think that is what attracts some of the brightest minds to this industry.

WHAT ARE THE BIGGEST CHALLENGES FACING COMPANIES THAT PROVIDE SPECIALIZED TRANSPORTATION?

I think the biggest challenge facing folks in this industry is the driver shortage. There is a real need for qualified and experienced drivers in the specialized transportation market. It is an issue we are laser focused on in our company. Quality, professional drivers have been and will continue to be a key to success for any organization that provides specialized transportation.

WHAT DISTINGUISHES MILLER TRANSFER IN THE MARKETPLACE?

It's a combination of three things:

- our Safety First approach
- our people
- our breadth and depth of specialized equipment

The combination of these three things helps set Miller Transfer apart in our industry.

HOW DOES MILLER TRANSFER APPROACH EMPLOYEE RECRUITMENT AND RETENTION? WHAT DOES IT TAKE TO LURE AND KEEP GOOD EMPLOYEES?

I think a company's culture is at the heart of employee recruitment and retention. We focus a lot of our time on our people and their development. In terms of keeping great people, I believe you need two things, vision and growth.

“In terms of keeping great people, I believe you need two things, vision and growth. We communicate with our folks regularly about our vision for the company and how we plan to reach our growth plan.”

MITCH UNGER
President, Miller Transfer

We communicate with our folks regularly about our vision for the company and how we plan to reach our growth plan.

HAS THE NEW ELECTRONIC DATA LOGGING MANDATE BEEN AN ISSUE FOR YOUR COMPANY?

Our company has been using Electronic Logging Devices for some time. This year we have required all of our trucks in our fleet to utilize an ELD. We are in the process of completing all of the installations.

Due to the fact that we primarily haul oversize shipments that require permits and regulate our time travel, I think our company has not been as affected by the mandate as perhaps other companies serving different markets within the trucking industry.

WHAT IS YOUR BUSINESS PHILOSOPHY?

At our company, we have five core values: safety, integrity, entrepreneurial mindset, relationship builders and hustle.

When folks start at our company, I talk to them about our core values and what they mean in our organization. I tell them if you make a decision in our organization that is supported by all five of our core values, odds are it is going to be a good decision. We hire, fire and reward on our five core values. It has been very powerful.

WHAT DO YOU DO WHEN YOU ARE NOT WORKING?

I enjoy spending time with my family and friends.

specialized fleets in terms of capacity. More than 15 years ago Jim's son Mitch Unger started working for the company.

"I started as a terminal manager and over the years have worked in a variety of operating roles," he said. He was named president in 2016.

Today, Miller Transfer is a legal and specialized flatbed carrier whose focus is transporting machinery and over-dimensional freight as well as project freight including multi-modal transportation. The company manages 18 terminals nationwide and services the United States, Canada and Mexico.

MILLER TRANSFER IS CELEBRATING ITS 50TH ANNIVERSARY IN 2018. WHAT ARE THE KEY REASONS FOR THE COMPANY'S LONGEVITY?

Our people are the key to the company's success and longevity. The core of our company is our people. Ultimately, we invest in people and they in turn take care of the company.

WHAT IS IT ABOUT THIS BUSINESS THAT KEEPS YOU INTRIGUED?

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Lighting a tower crane project is an important aspect of safety and project management.

Peter Juhren reports exclusively for *ACT*.

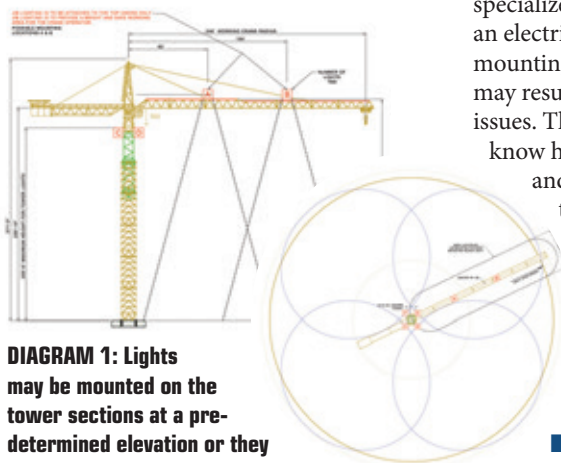


DIAGRAM 1: Lights may be mounted on the tower sections at a pre-determined elevation or they may be mounted on the jib or boom. The engineers may determine that both locations will offer the optimal results.

Tower cranes have been the obvious light tower for any project. The illumination of a project at night can be achieved by the placement of lights in strategic locations on the tower crane's tower and upper structure, including the boom or jib, counterjib and turntable. But simply buying lights and mounting them wherever they fit is a bad practice that is all too often done. The variables in assuring that the lighting value you plan on achieving are extensive and should be considered in advance of the crane being erected on the project.

Step one

The first step to assuring you properly illuminate the areas intended with adequate light entails hiring an



THE AUTHOR

Peter Juhren is vice president of operations of Morrow Equipment Company, one of the largest tower crane suppliers in the United States.

Lighting the way

engineering or consulting firm that specializes in lighting. Simply relying on an electrical contractor or even worse, mounting lights wherever it "looks right," may result in undesirable performance issues. These firms have the expertise and know how to calculate coverage, lumens and focus of lighting on the project to ensure the adequate coverage you expect to achieve. There are many factors that they will take into consideration:

- The height of the crane above the ground or elevated areas under construction, such as decks.
- The spectrum and width of the lighting below, and color tones and light intensity.
- The lumens (brightness) required or expected to carry out the related work at night.

The engineers can advise on the proper lights, quantity required and locations to best illuminate the anticipated area. In some cases, the lights may be mounted on the tower sections at a pre-determined elevation, or they may be mounted on the upper portion of the crane such as the jib or boom. And in some situations, both locations may offer the optimal results. (See Diagram 1).

Keep in mind that light projection may extend outside of the project to neighboring buildings or areas that may be undesirable or intrusive. Bright lights shining into a nearby residence will surely bring protests and cease demands if not addressed properly.

Step two

The second step is to determine where the lights will be mounted and how. Planning on the proper mounting techniques and using the proper mounting equipment is essential for the proper performance of the lights and for safety as well. All light fixtures should be securely mounted and not installed in a haphazard way. (See Photo 1.)

Improperly installed light fixtures can

become dislodged, resulting in numerous safety hazards such as falling completely off and to the ground and creating an electrical hazard to anyone in the vicinity of the light fixtures. At this stage, working with the crane manufacturer or supplier is essential to come up with a plan on how and where to mount the lights exactly. Many considerations need to be taken into account, including:

- Location so as not to interfere with the crane drives, ropes and other possible apparatus.
- Ensure that the lights do not create a passage hazard, such as blocking walkways, steps, or access areas of the crane.
- Electrical connections, wiring, and controls are secured properly.

Determining these steps with the supplier or manufacturer is necessary prior to the crane arriving on site. There may be restrictions on the mounting locations, or even capacity reductions required for the load chart depending on the additional weight of the light fixtures that should be addressed up front.

Step three

Finally, and one of the most important steps, is to ensure the electrical wiring and connections are performed by a

>20



PHOTO 1: Proper mounting techniques and proper mounting equipment is essential for the proper performance of the lights and for safety.

PHOTO 2: Morrow Equipment offers a designated connection box that is separated from the crane's electrical system.



qualified electrician and in accordance with local and national regulations, such as the National Electric Code. Too many times the wiring is done poorly without any regard for the safe operation of the lighting and worse, the electrocution hazard to the operator or other personnel who may come in contact with the fixtures or wiring. Wire nuts and electrical tape are not proper ways to secure terminal connections, nor is wiring that is intended to be used inside of conduit or walls. Connections and wiring need to be properly fused and grounded to code.

Morrow has had a few technicians injured, and in one case severely burned, by improperly connected wiring into the electrical panel of the crane by unqualified personnel, where loose or poor connections were not evident until the connection was moved or disturbed creating a dead short and arc flash¹.

The electrician basically hooked up residential wires to a 300A 480V main power terminal in the crane's electrical

control panel to power the lights with no proper fusing or connections. In no case should the electricians make any connections to the crane's power supplies or electrical panels without specific advice from the manufacturer or supplier. A designated connection should be provided by the manufacturer or supplier, or detailed instructions should be provided on where a safe connection can be made.

After the last incident Morrow had involving an injury, we offered each customer a designated connection box that is separated from the crane's electrical system. (See Photo 2.) This allows the electricians to connect to the 480V supply power, necessary for the lighting power for the lights, to the crane without having to open electrical enclosures or interfere with the crane's electrical system. Keep

in mind this is just the connection point. The electrician will still need to install the proper transformers and electrical protection along with wiring in a safe manner consistent with code. Wiring should be properly secured so as not to create a tripping or fall hazard. Finally, have a method and plan in place to replace bulbs as needed. Ensure the mounting of the lights allows access to the fixtures to enable relatively easy access in the event the bulb or cover needs to be changed.

Planning ahead cannot be stressed enough when it comes to illumination. Ensuring that the project will have the intended illumination and the safe working environment desired will make operations at night or with limited daylight safe and productive. And don't forget key access and egress locations on the crane and project. Consult with experts to alleviate to confirm you get it right the first time.

¹An arc flash (also called a flashover), is the light and heat produced as part of an arc fault, a type of electrical explosion or discharge that results from a low-impedance connection through air to ground or another voltage phase in an electrical system

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Jim Kanerva
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"We all need to learn from each other...I gain a lot from other contractor and labor organizations, and that's the beauty of this conference. We all come together, share our experiences - good and bad - and hopefully learn from those and become better in the industry."

Chris Buckman
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Hello, it's me!

Tonya Fry discusses why, in such an automated world, service and relationships are still what sells, whether you are selling cranes, financing or widgets.

Maybe it's just me, but are you getting tired of the impersonal way of doing business today?

We hardly talk on the phone any more – its text and e-mails now.

We can buy just about anything we need online, from something as simple as a bag of plastic straws – yes, you can order them on Amazon, and I know because I've done it – up to a new vehicle. It will be delivered right to our door and we never have to step foot into the store or auto showroom.

We go to the big box stores and you have to self-checkout and hope that you don't make a mistake as there will only be one associate to service 20 registers.

We don't have to go into a bank anymore – we can use an ATM to get cash and use our mobile phones to make deposits.

Although this can be very convenient in our busy lives, it has taken away the personal touch.

As a business owner, I ask myself, 'When did servicing the customer stop being an important part of the sale?' Call me old-fashioned, but if I am going to be making a major purchase, I'd like to speak to a human being. I'd like to get to know the people I am going to be doing business with. I want them to know my company and understand my company's needs.



THE AUTHOR

Tonya Fry graduated with a BA in economics from Stonehill College. She has been the assistant vice president at Harry Fry & Associates since 2004.

Filling in a generic form online can only provide a very generic result. Talking and listening during a sales call will almost always lead to a more tailored solution to my needs.

Partners in success

Shouldn't it be the same with financing? Most of the time, the application and financials do not paint the entire picture. As a financial representative, I want to take the time to learn about my customers and their businesses. I find it enjoyable to hear about how my customers started their companies, grew their companies and are handing them over to the next generation.

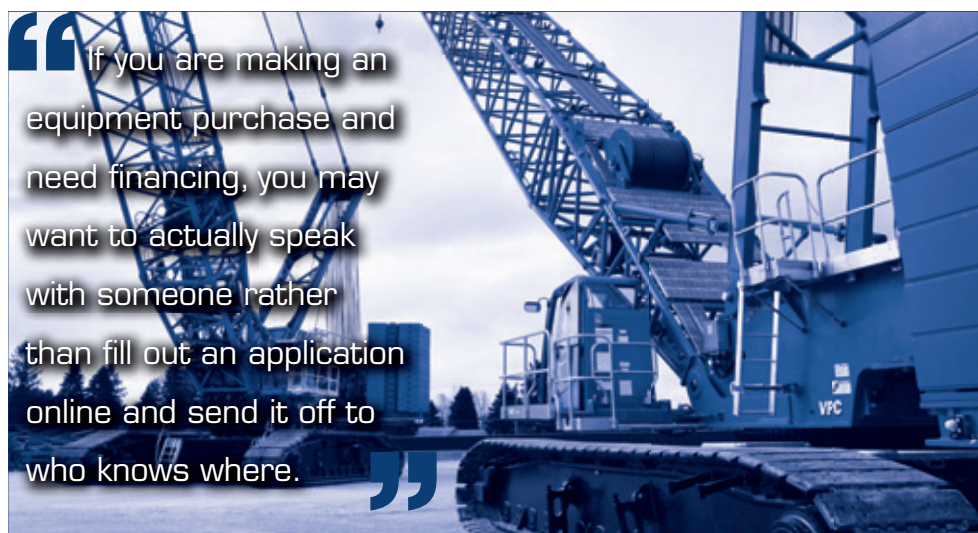
These conversations are what help me foster a relationship with that customer. They allow me to find out what the customer does and does not want for financing. For example, maybe my customer's business experiences seasonality and I need to tailor the financing to fit their cash flow needs. Had I not spoken to them on the phone, and just submitted the application, I would not have found that out. I would have presented them with an approval that did not work for them, and wasted both our time. What about a situation with a customer that had some years with declining revenues and is now showing growth? If I do not speak with the customer, and find out what is transpiring, obtaining an approval, may be much more

difficult and timely. By having the story behind it, I can better present the request to my credit person, and have a better chance of getting an approval that works for my customer.

Your finance company should understand that in today's fast-paced business world, our customers are busy. If you are making an equipment purchase and need financing, we think you might want to actually speak with someone rather than fill out an application on-line and send it off to who knows where.

What about once the transaction has been closed? I believe that no customer wants to feel like they are just another number. With large funding institutions, if the customer has a question, they typically need to call the customer service line and navigate the myriad of options. Customer service is an important aspect of doing business. Our customers can pick up the phone and reach someone at our office at any time during office hours. And most have our cell phone numbers to reach in an emergency. Doing business with a company that can get to the bottom of any problem quickly will allow you to go back to doing business.

In such an automated world, service and relationships are still what sells, whether you are selling cranes, financing or widgets. Customers not only want to believe that you value their business, but that they can look to you as a partner in the success of their company. ■



Hard-working

ACT compiles the latest and greatest trailer and transport systems across the industry.

With roads and highways spanning thousands upon thousands of miles across the country, it can be truly mind boggling to step back and think about how massive pieces of machinery, vessels and other equipment get from one place to another. It involves an incredible effort by both man and machine. Although it's safe to say the machine pulls a bit more weight...quite literally. Trailers and their components are constantly adapting and improving, in sync with many other pieces of specialized hauling equipment and vehicles. *ACT* asked trailer manufacturers to submit information about their latest and greatest hauling innovations.

Aspen Trailer

Aspen Trailer has been building application engineered heavy haul trailers since 1979. The company has been building oilfield trailers for almost as long. Aspen's Petroleum Series features fixed and folding gooseneck trailers designed for hauling skid-mounted loads. The P-Series is available in specific regional configurations designed to maximize regulations. In Western Canada and the northern U.S., Aspen offers 8 and 10-axle versions. In the southern U.S., Aspen offers 11, 12 and 13-axle versions. All P-Series trailers feature Aspen's fixed or signature folding gooseneck designs and can be configured with various deck widths, lengths and styles with a choice of a live tail roll or flip over live tail roll with various kicker roll options.



Aspen's Petroleum Series is a line of fixed and folding gooseneck trailers designed for hauling skid-mounted loads.

Cometto

After being purchased by the Faymonville Group, Cometto, a specialist in self-propelled modular and industrial vehicles, has quickly adapted to the new dynamic. A new product has now been included in the product range: the MGSL modular axle lines. Modular axle lines are almost always a consideration when moving the heaviest loads. The MGSL line was designed for these kinds of transport jobs with payloads from 50 to 5,000 tons. With this modular vehicle type, transport companies can reach the highest flexibility for the most different and difficult hauling and moving cargo. The MGSL is designed for public roads, off-road transport as well as for inside plant operations.

With a strengthened loading area, it reaches point loads up to 55.12 tons above the wheel arches and 88.18 tons above cross members for heavy and concentrated loads. The MGSL has the highest bending moment on the market, according to Cometto. The user-friendly concept of the Cometto MGSL offers a big advantage for the daily work, and the axle compensation makes ideal load distribution possible. Maneuverability is guaranteed by pendulum axles with a stroke of 23.62 inches and the pivot-mounted bogie with a 60 degree steering angle. Road inclinations (lengthwise and crosswise) can easily be compensated with the stroke on the cylinders. Pendulum axles ensure optimum ground contact and equal tire pressure under the most difficult circumstances and keep the platform



The MGSL is designed for public roads, off-road transport as well as for inside plant operations.

almost in a horizontal level. The hydraulic forced-steering permits a maximum driving comfort. The steering is controlled either by a gooseneck or by a drawbar. The freely accessible steering rods give an easy and safe adaptation of steering angles.

Eager Beaver Trailers

Eager Beaver Trailers recently built several 55GSL trailers (55-ton hydraulic detachable gooseneck trailers) using a 130,000 PSI steel product called Strenx. Produced by SSAB, this material lightens the trailer weight by approximately 20 percent. One unit built for a customer in Richmond, VA required critical weight limits on the trailer.

Eager Beaver Trailers also recently built Yardworks a 4-axle 55GSL/3 trailer with 26 feet in the well and 60-inch axle spacings. It is used for hauling a Morbark 4600XL wood hog horizontal grinder. The empty weight on the trailer with the 4th flip axle came in at 23,400 pounds. The 55GSL also featured a bucket pocket and lower boomwell to help keep the height of the machine down. The Strenx product results in trailers with many features and options and still keeps the empty weight light, the company said. Standard features on all 55GSL trailers include all wheel ABS, Axalta Imron paint, Apitong decking and lift third axles. Eager Beaver Trailers also builds 55 and 60-ton Paver trailers for the heavier milling machines and shuttle vehicles.

haulers



Etnyre's line of folding gooseneck trailers are offered in a mechanical folding (requires tractor-mounted winch) and a hydraulic folding model that can be operated with a tractor wet line or a self-contained 13hp Honda power pack.

E.D. Etnyre

Etnyre focuses on producing a complete line of folding gooseneck trailers. These trailers are offered in a mechanical folding (requires tractor mounted winch) and a hydraulic folding model that can be operated with a tractor wet line or a self-contained 13hp Honda power pack. These units are offered in two deck designs, the double drop or level deck with a full offering of other options such as swing clearance, deck length and width and tire size (offering various deck heights).

Faymonville

The MegaMax double drop stretch trailers from Faymonville give customers a competitive edge and opens a widened range of transport possibilities. A unique

feature in North America is the king-pin steering. Faymonville said its unmatched maneuverability allows access into extremely tight areas. The 42-degree steering angle offers the option to move these trailers into tighter and smaller locations. With a drive height of only 13.8 inches, the MegaMax's perimeter-style deck is the lowest stretch in the market and offers the possibility to move highest goods underneath the lowest bridges, the company said.

The 3-axle trailers on air suspension are rated for 100,000 pounds technical capacity. With a compressed length of 53 feet and a width of 100 inches without outriggers, it can be run empty without escorts or permits. The deck stretches from 25 feet up to 42 feet, and can be extended farther using additional deck inserts (79 to 118 to 158 inches) that can be added using the detachable rear bogie. The hydraulic detachable gooseneck allows continuous height adjustment and easy loading of machinery. The latest option for the MegaMax is a fourth pin-on flip axle to increase the legal pay load and ensure more versatility going from state to state. This axle is steerable and easy to detach or flip, and no shimmying is required. The load transfer is done via air ride system and the last axles are liftable. Faymonville is the only European manufacturer in the North American market that uses electric and pneumatic components that are completely DOT approved, the company said.

Goldhofer

With its THP/DC, Goldhofer has developed a vehicle to meet the broad range of vehicle registration requirements in the individual states of the U.S. From a basic width of 13.98 feet, the modules can be widened step by step up to a maximum of 20 feet while the vehicle is on the move



Mammoet engineers 24-axle haul

Mammoet recently completed a complex, multi-state and multi-modal transport of a process vessel from Tulsa, OK to Robinson, IL. Mammoet was contracted by an EPC company to execute a transport solution approved across three state lines. The scope included logistical coordination, the customization of transport equipment, transferring the load to different transport modes, securing all necessary permits and aligning with local governments and authorities. Mammoet engineered a 24-axle dolly system with tailor-made saddles to support the vessel. The trailer with the vessel was 300 feet long, 25 feet wide and weighed over 800,000 pounds. The first 32 miles of the transport began at the fabrication site in Oklahoma. This stage included challenging 45 degree turns and steep hills which required three prime movers. At the Port of Catoosa, the vessel was loaded onto a barge, which sailed 946 miles to Mt. Vernon, IN. Due to the swift current, a spud barge was needed to keep the barge in place so that the vessel could be safely rolled off. Back on the road, the vessel proceeded 156 miles to its final destination in Illinois. The crossing of a parking lot of a courthouse in a small town required 60 mats to ensure the property would not be damaged. Several tight turns required signs and poles to be removed. Mats were laid to allow travel over ditches, unpaved ground and through the edge of a cornfield. The last obstacle was a 100-foot bridge on which Mammoet had to lay steel mats from piling to piling to create a temporary bridge to cross.



With its THP/DC, Goldhofer has developed a vehicle to meet the broad range of different vehicle registration requirements in the individual states of the U.S.

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and under load (maximum 24-ton axle load at 25.86 mph) with the hydraulics operated by remote control. The standard running height of 4.27 feet can be adjusted by using its hydraulic axle stroke of up to 2.3 feet. In the past it was often necessary to completely unload the vehicles in order to adjust the width manually for critical sections of the route or border crossings, but the hydraulic system developed for the Goldhofer THP/DC offers an impressive degree of flexibility that translates into real added value. In addition to the savings in time, mobility costs are also reduced as no additional tools are needed to adjust the vehicles to comply with the different regulations in force in the various federal states. Optionally, the trailers can also be operated with a special THP/DC gooseneck and such THP/SL accessories as drop deck and turntable bolster.

The STZ P9 highway semitrailer is also tailored to the needs of the U.S. transport industry. The vehicle has three-by-three twin-axle bogies with pendular axle technology and a maximum steering angle of 60 degrees for excellent maneuverability.

The low running height of STZ-P9 makes for easy loading and unloading with a wide range of cargoes. Also, axle spacing between the bogies can be adjusted to meet the various U.S. regulations. Another attractive feature of the STZ-P9 is the rear bogie, which can be retracted under load for greater flexibility when negotiating tight bends and roundabouts. On completion of the maneuver, the tractor is used to return the vehicle to the original extension. That means time savings and reduced transport costs, with just one tractor needed for even the most challenging journeys.

K-Line Trailers

Moving extraordinary loads needs more than off-the-shelf solutions so K-Line works closely with its customers to develop the specifications and features that will work for their needs. Transportation is a competitive industry and a trailer designed with adaptability can help customers keep their competitive advantage. K-Line's multi-axle transporters

are a strong solution for specialized hauling. With standard pin joints and bolt connections a K-Line trailer can be easily modified or upgraded down the road. K-Line designs its trailers with an eye on tare weight, longevity and reliability. These key design elements translate into increased profitability for the end user, the company said.

Landoll

The Next Generation Landoll series was introduced into the heavy haul market with the introduction of the Model 455A. The Model 455A is equipped with a new hydraulic operating system, nicknamed H.O.S.S., and a high-visibility lighting package. The 455A is a 55-ton traveling axle-style trailer designed with a deck rating of 70,000 pounds in 10 feet and comes in lengths of 48, 50 and 53 feet. The major improvement with the H.O.S.S. system is that the overall operational time is cut in half. The axle traveling forward increased by 36 percent and moving back by 58 percent. Tilt deck positioning has increased to nearly 63 percent, while winch in and out speeds are closer to 66 percent. This improvement will allow for more loads to take place. Removal of restrictors eliminate considerable back pressure, resulting in cooler operational temperatures and a quieter environment. Continuous oil encasement of valves in the control panel require less maintenance. Previously, oil circulated through the entire system before returning to the tank, allowing for only a 14 GPM flow. Oil now only travels through the closed center inlet and back to the tank, creating a 20 GPM flow.

Nelson Trailers

Nelson's new kingpin activated steering step deck stretch trailer is 53 feet long when closed and opens to an 84 feet 6 inch overall length when open. The fully stretched trailer provides 72 feet 4 inches of deck space at a height of just 36 inches. The kingpin-activated steering system provides automatic progressive steering, which makes it among the most maneuverable trailers on the market.



The progressive steering also virtually eliminates tire scrub when cornering. The automatic steering system allows the trailer to move through intersections and make tight turns without the need to manually steer. Manual steering will rarely be required when driving over the road. The unit is equipped with a wireless remote control to manually steer the rear axles. This is used mostly when backing into tight areas for loading and unloading. An electric motor and pump provides a zero-emission power source for the manual steering operations. Nelson offers kingpin-activated steering on nearly all its models.

Scheuerle/TII Group

With the Scheuerle Highway Giant PB, the TII Group presents a dual lane trailer that can be folded and loaded onto standard trucks guaranteeing efficient mobilization. This innovation was first introduced into the market by Scheuerle, and naturally saves on cost-intensive approval processes. The construction not only allows different vehicle widths (15 feet 9 inches, 17 feet 9 inches, 19 feet 8 inches) but also offers the possibility of safely widening the vehicle when under load. Adaptation to ensure compliance with the range of different regulations in place in the individual U.S. states concerning transit transports can be carried out simply and cost-effectively with just one vehicle.

In order to achieve an optimum payload/dead weight ratio, the bogie units are designed using stable, lightweight construction. A gooseneck or drawbar is used for connecting to the pulling vehicle while equipment such as spacer coupling elements or decks can also be easily integrated. The central element of the Highway Giant is Scheuerle's proven pendulum axle technology.

The Scheuerle HighwayTrailer MES (Modular Extra Strong) is characterized by the lowest deadweight and the highest bending moment available on the market and builds on the successes of the non-modular models, the company said. The MES rounds out the Scheuerle HighwayTrailer series. It merges the requirements for transporting oversized loads as well as point loads on a single



With standard pin joints and bolt connections a K-Line trailer can be easily modified or upgraded down the road.



Nelson's new kingpin-activated steering step deck stretch trailer is 53 feet long when closed and opens to an 84 feet 6 inch overall length when open.

vehicle, enabling the owner to carry out an unprecedented range of transport assignments with only one modular vehicle. The Scheuerle HighwayTrailer MES allows the configuration as a semi-trailer for all types of everyday loads along with the option of connecting two platform trailers for accommodating extremely long loads, for example distribution pillars, bridge components, containers or large beams weighing up to 126.8 tons.

Talbert Manufacturing

A North American leader in specialized heavy-haul solutions, Talbert recently introduced the 55-ton Roller Paver (55CC-RP) heavy-haul trailer for enhanced load versatility and minimal permit costs. The trailer's concentrated load rating of 55 tons in 12.5 feet of deck allows owners to haul a variety of equipment, including rollers, pavers, excavators and dozers. Talbert also designed the new trailer with dual kingpin settings. These settings allow drivers to operate in states with 43-foot kingpin laws, such as Connecticut, without the need for a permit when traveling empty. Talbert designed the 55CC-RP with extra steel in the main and side beams of the deck as well as the gooseneck and rear axles. This additional reinforcement allows the trailer to achieve its 55-ton capacity in a 12.5-foot rigid-load base rating while maintaining the structural integrity and load angle required for roller pavers. In addition, Talbert accommodated the 43-foot kingpin law by adjusting the trailer's deck length, gooseneck radiuses and rear ramps from previous roller paver trailer models. The trailer's overall length of 53 feet eliminates the need for over-length permits in certain U.S. states.

The 55CC-RP offers a 24-foot clear deck length in the well. It also features 20-inch cross member spacing along with auxiliary cross members on the lower deck, which provide optimal flooring for heavy loads. The trailer's three axles are close-coupled and can accept optional pin-on axles for loads requiring four axles in a row. Users can load low-profile equipment onto the 22-inch-tall deck, with 6-inch loaded road clearance, via the front of the trailer using the trailer's tapered ramps. The ramps are

41 inches long, as much as 9 inches longer than those on typical trailers, to establish the optimal approach angle, Talbert said. The ramp's widths can also be adjusted.

Temisko

Temisko recently released a new modular dolly and jeep. These units can grow to the size of the load, and they can be used to make new configurations. The jeep dolly's center insert can be replaced to make a low bed, and this low bed is also intended to grow from a tandem all the way to a 4 axle. On top of all of that, this equipment boasts the lowest loading height because of the through axle design. Ready to stack, all brackets come standard.

Trail King

Trail King Industries, a leading trailer manufacturer of open deck and material hauling trailers serving a wide variety of markets, recently introduced the market to its Commercial MG-HG detachable gooseneck trailer featuring interchangeable gooseneck styles. The Commercial MG-HG trailer is engineered to offer exceptional corrosion resistance. Moisture trapping areas have been designed out of the structure of the trailer, minimizing the build-up of road debris and moisture accumulation that leads to corrosion. Optional lightweight, aluminium features, including aluminium I-beam or box beam cross members, outer

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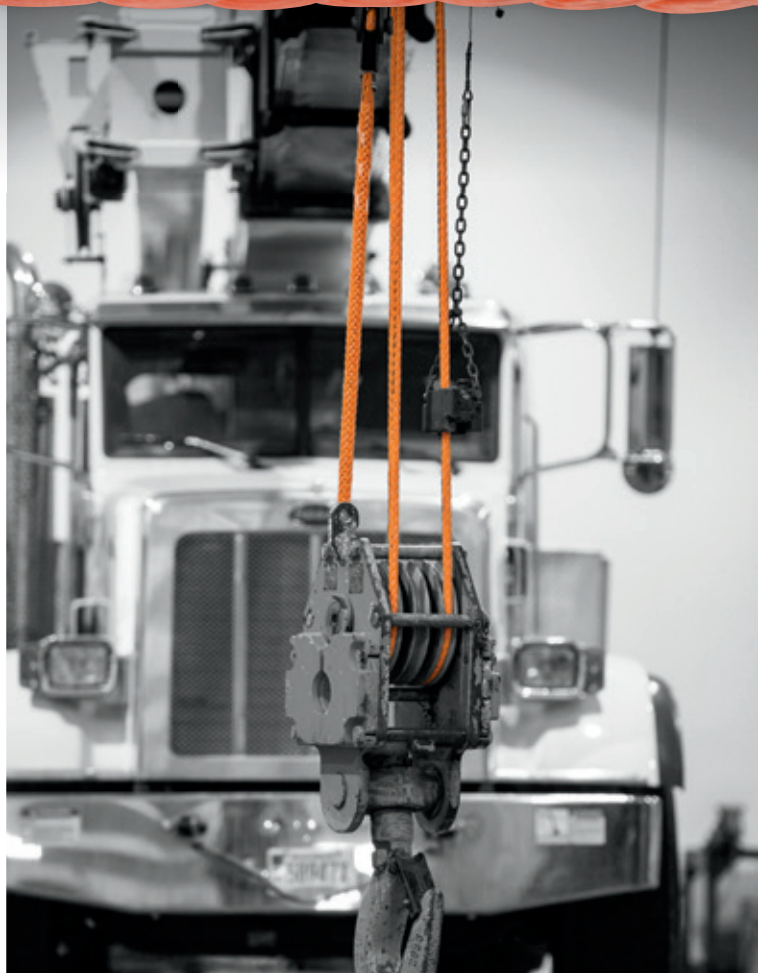
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The Trail King Commercial MG-HG comes standard with the full-width mechanical gooseneck and is engineered to accommodate four interchangeable gooseneck styles.

rails, decking and front and rear channels, provide more corrosion resistance.

The Commercial MG-HG comes standard with the full-width mechanical gooseneck and is engineered to accommodate four interchangeable gooseneck styles. Goosenecks can be ordered in either full-width or narrow-width, and mechanical or hydraulic to accommodate different customer demands and provide maximum flexibility.

TrailMax

TrailMax Trailers recently announced the completion of a new 40,000-square-foot manufacturing facility in Caldwell, ID. The new facility features state-of-the-art equipment, including an AccuKut Plasma table and computerized welding booms. The facility also has a new Moses Control,

by Accurpress. These new systems allow TrailMax to bring more manufacturing capabilities in house, creating more jobs in the community and allowing control of the top quality products manufactured and designed.

While placing a strong emphasis on core product as they gear up to triple production in 2018, TrailMax produces a variety of trailers ranging from standard utility trailers and tiltbeds to traveling axles and power ramps with capacity ranges to fit many needs.

XL Specialized Trailers

XL Specialized Trailers is launching its first galvanized lowboy with the Mechanical Detachable Extendable (MDE). The new model combines the advantages of an extendable lowboy with the anti-corrosion benefits of galvanized materials. XL builds its galvanized units with the same high-quality T-1 flange, 80K web as its other lowboys. The hot-dip galvanizing process creates a durable barrier between the elements, and the steel and also enables the trailer to withstand harsh weather and road conditions.

For durability on the loading area, the

unit features Apitong decking on the front, main and rear deck. In addition to the MDE trailer, XL Specialized also recently released a galvanized MFG Mini-Deck model.

The 80 MDE has an overall capacity of 80,000 pounds 16 feet closed. Multiple extension stops allow users to extend the 48-foot long trailer to a variety of lengths. XL's patented Extend-A-Trac system allows drivers to extend and retract the trailer without hooking or unhooking air and electric lines. In addition, the main deck of the MDE trailer is 29 feet long and extends out to 50 feet 4 inches to handle long loads.



XL Trailer's 80 MDE has an overall capacity of 80,000 pounds overall and 80,000 pounds in 16 feet closed. Multiple extension stops allow users to extend the 48-foot long trailer to a variety of lengths.



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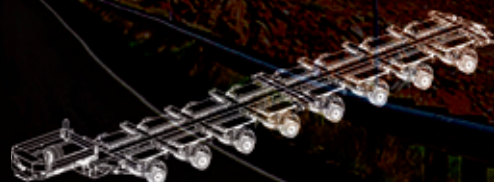
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Status quo

ACT's 2017 TRANSPORT50 ranking of North America's largest specialized transportation companies.

Landstar Transportation Logistics remains at the top of the **ACTTRANSPORT50** and by a mile. However, the Jacksonville, FL-based company actually posted a decrease in fleet capacity at 97,080 tons versus 108,990 tons in 2016. In terms of fleet size, Landstar showed a slight increase in fleet size to 12,662 units compared to 12,651 units in 2016. Still Landstar's fleet size and capacity is close to twice that of No. 2 Daseke.

Daseke Inc. debuted on the **ACTTRANSPORT50** in 2014 at No. 2 where it has stayed. The company has seen modest growth until this year when growth in both fleet size and capacity jumped. In 2014 Daseke posted a fleet of 4,734 units and a capacity of 36,546 tons. In 2015, Daseke showed a fleet of 5,259 and a capacity of 42,290, and in 2016 it showed 5,318 units and 43,240 tons. This year, Daseke posted a fleet size of 6,323 and a capacity of 47,712, adding more than a 1,000 units to its fleet and more than 4,000 tons of capacity.



PHOTO COURTESY OF OMEGA MORGAN

Welcome newcomers

We had several newcomers to the **ACTTRANSPORT50**, with the largest newcomer being Berry Contracting/Bay Ltd., which landed at No. 18. Other newcomers include J.F. Lomma Inc., J. Supor & Sons, TJ Potter Trucking, Marco Transport, Specialized Inc., Global Specialized Services and Irving Equipment.

In terms of scope of business, most companies do business across the country or around the world. The 2017 **ACTTRANSPORT50** includes 31 companies that do business on an international basis, 17 that do business throughout the United States and five that are regional players. You will note this

adds up to more than 50 because we had several companies that tied in terms of fleet size.

Analyzing the list

Most companies in the top 20 added equipment and capacity over the past year. Employee counts have been relatively flat over the past few years and in 2017 we actually saw a decline from 24,025 in 2016 to 22,206. This is the first year that we've shown a decline in employee counts since before 2014.

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PHOTO COURTESY OF OMEGA MORGAN

TOTAL FLEET SIZE:	49,632
TOTAL CAPACITY:	1,154,830 (U.S. tons)
TOTAL NUMBER OF TRUCK/TRACTORS:	20,302
TOTAL NUMBER OF EMPLOYEES:	22,206
TOTAL NUMBER OF TERMINALS:	592
TOTAL NUMBER OF MODULAR/HYDRAULIC PLATFORM TRAILERS/DOLLIES IN FLEET:	13,841
TOTAL CAPACITY OF MODULAR/HYDRAULIC PLATFORM TRAILERS/DOLLIES IN FLEET:	415,815 (U.S. tons)
TOTAL NUMBER OF SPECIALIZED TRAILERS (INCLUDING ALL MULTI-AXLE UNITS) IN FLEET:	19,410
TOTAL CAPACITY OF SPECIALIZED TRAILERS (INCLUDING ALL MULTI-AXLE UNITS) IN FLEET:	739,311

BY THE NUMBERS

RANK	COMPANY NAME	HEADQUARTERS	# OF TERMINALS	SCOPE OF OPERATION	# OF EMPLOYEES	SENIOR CONTACT	WEBSITE
1	Landstar Transportation Logistics	Jacksonville, FL	2	International	1,150	Rusty Cody, vice president, heavy specialized	www.landstar.com
2	Daseke Inc.	Addison, TX	65	International	3,500	Don Daseke, president/CEO	daseke.com
3	ATS Specialized	St. Cloud, MN	15	International	1,332	Gary Stang, senior vice president, general manager	www.atsinc.com
4	Mammoet North America	Rosharon, TX		International	1,400	Paul van Gelder, CEO	www.mammoet.com
5	All Erection & Crane Rental	Cleveland, OH	37	International	1500	Michael L. Liptak, president	www.allcrane.com
6	Bennett Motor Express	McDonough, GA	115	International	320	David Lowry, CEO/Jay Folladori, president	www.bennettig.com
7	Maxim Crane Works	Bridgeville, PA	54	National	2,705	Frank Bardonaro, COO	maximcrane.com
8	Combined Transport Inc.	Central Point, OR	1	International	592	Michael S. Card, president	www.combinedtransport.com
9	Bigge Crane & Rigging	San Leandro, CA	16	National	950	Weston Settlemier, president/CEO	www.bigge.com
10	Barnhart Crane & Rigging	Memphis, TN	46	National	1,300	Alan Barnhart, CEO	www.barnhartcrane.com
11	Deep South Crane & Rigging*	Baton Rouge, LA	6	International	600	Mitch Landry, vice president	www.deepsouthcrane.com
12	Entrec Corporation	Acheson, Alberta Canada	14	International	625	John M. Stevens, president/CEO	www.entrec.com
13	Transport Bellemare International	Tross-Rivieres, Quebec City, Canada	7	International	675	Jean-Luc Bellemare, president	www.transportbellemare.com
14	Daily Express	Carlisle, PA	8	International	142	Mark Eyer, vice president, operations	www.dailyexp.com
15	Emmert International	Clackamas, OR	4	International	125	Terry W. Emmert, president	www.emmertintl.com
16	Sterett Heavy Hauling	Evansville, IN	9	International	70	Jonathan Spong, president	sterettheavyhauling.com
17	NCSG Crane & Heavy Haul	Acheson, Alberta, Canada	28	International	940	Ted Redmond, president/CEO	www.ncsg.com
18	Sarens North America	Houston, TX		International	325	Mike Hussey, regional director, North America	www.sarens.com
19	Berry Contracting/Bay Ltd.	Corpus Christi, TX	8	International	2500	Larry Lewis, heavy haul/rigging manager	www.bayltd.com
20	Fagioli USA	Manvel, TX	2	International	60	Edoardo Ascione, president	www.fagioli.com
21	Tradelossa	Durango, DGO, Mexico	6	International	252	Carlos Carcamo, commercial manager	www.tradelossa.com
22	Edwards Moving & Rigging	Shelbyville, KY	6	International	145	Mark Edwards, CEO	www.edwardsmoving.com
23	Heavy Transport Inc.	Long Beach, CA	9	National	200	Robert Weyers, general manager	www.braggcrane.com
24	Miller Transfer	Rootstown, OH	18	International	80	Mitchell J. Unger, president	www.millertransfer.com
25	W.O. Grubb Crane Rental	Richmond, VA	14	National	400	William O. Grubb, president/owner	www.wogrubb.com
26	Lampson International	Kennewick, WA	8	International	300	William Lampson, president/CEO	www.lampsoncrane.com
27	Northwest Logistics Heavy Haul	Oklahoma City, OK	6	International	195	Andy Hodges, president	www.northwestheavyhaul.com
28	J Supor & Son Trucking & Rigging	Kearny, NJ	5	National	175	Doug Filos, director, heavy haul	www.jsupor.com
29	Berard Transportation	New Iberia, LA	5	National	72	Brett Berard, vice president, operations	www.berardtrans.com
30	Burkhalter	Columbus, MS	4	International	150	Delynn Burkhalter, CFO	www.burkhalter.net
31	Erickson's	North Muskegon, MI	3	Regional	70	Steve Erickson, president	www.ericksonsg.com
32=	MSA Delivery Services	Canton, MI	6	International	75	Jerry Rozum, president	www.msadelivery.com
32=	Southwest Industrial Rigging*	Phoenix, AZ	4	International	180	Mike Madge, vice president	www.swirusa.com
33	J. F. Lomma Inc.	South Kearny, NJ		National	163	James Lomma, president	www.jflommainc.com

* ACT estimate



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Heavy Haul Trailers Specialized Trailers

MODULAR/HYDRAULIC/TRAILERS/DOLLIES CAPACITY (US TONS) # IN FLEET		SPECIALIZED TRAILERS (ALL MULTI-AXLE) CAPACITY (US TONS) # IN FLEET		# OF TRUCK/ TRACTORS	TOTAL CAPACITY (US TONS)	TOTAL # IN FLEET
2,885	43	94,195	2,951	9,668	97,080	12,662
0	0	47,712	2,511	3,812	47,712	6,323
608	16	67,100	2,092	916	67,708	3,024
81,644	2,474	10,276	320	82	95,219	2,876
1,905	40	66,561	1,905	381	68,466	2,326
4,280	37	46,040	1,080	980	50,320	2,097
5,432	229	37,373	1,257	379	42,805	1,865
1,830	504	4,685	162	575	6,515	1,241
26,656	516	21,363	381	73	48,019	1,103
18,929	491	31,890	577	301	50,819	1,001
14,627	377	16,338	446	77	30,965	900
15,840	413	10,220	182	280	26,060	875
6,148	263	17,966	344	225	24,114	832
1,065	14	21,105	504	264	22,170	782
24,775	557	9,850	113	89	34,625	759
14,245	318	10,178	276	73	24,423	667
12,844	359	19,852	521	157	21,272	662
20,527	517	2,080	65	22	22,607	604
12,548	294	2,750	145	160	15,298	599
22,856	594	0	0	0	22,856	594
11,530	258	8,665	181	151	20,195	589
17,781	322	9,664	179	60	27,445	561
15,400	175	7,700	246	110	23,100	531
125	1	15,015	362	132	15,140	495
4,140	92	7,173	279	99	11,313	470
14,006	372	1,957	63	30	15,963	465
2,497	26	4,993	238	175	11,099	421
9,183	193	3,770	105	50	12,953	348
11,432	238	2,110	48	37	13,542	323
7,500	176	6,353	96	45	13,853	317
5,639	113	2,865	127	40	8,504	280
0	0	23,655	170	59	23,655	229
3,133	72	6,200	130	82	9,333	229
0	0	44,350	170	47	44,350	217

EDITORS NOTE: Every attempt has been made to assure information in the ACTTRANSPORT50 is correct and accurate. The editors of ACT do not assume responsibility for errors, omissions or erroneous information.

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RANK	COMPANY NAME	HEADQUARTERS	# OF TERMINALS	SCOPE OF OPERATION	# OF EMPLOYEES	SENIOR CONTACT	WEBSITE
34	Trans-United Inc.	Burns Harbor, IN	18	International	59	Jeffrey S. Fleming, president/CEO	www.transunited.com
35	Midwest Specialized Transportation	Rochester, MN	2	National	85	Sean Claton, vice president/ general manager	www.midspec.com
36=	McTyre Trucking	Orlando, FL	2	National	51	John H. McTyre, COO	www.mctyretrucking.com
36=	Transtell/Transportes Telleria*	Santa Julia, Mexico	1	International	90	Guillermo Arce Arteaga, vice president	www.transtell.com.mx
37	TJ Potter Trucking	Becker, MN	1	Regional	65	Barb Potter, owner	www.tjpottertrucking.com
38=	American Heavy Moving*	Chino, CA	2	National	24	Kirk Martin, vice president, sales	www.americanheavymoving.com
38=	Omega Morgan	Hillsboro, OR	6	International	350	Troy Tallent, vice president, operations	www.omegamorgan.com
39	WL Byers Trucking Inc.*	Wampum, PA 16157	1	National	45	David and George Byers, owners	www.byersheavyhaul.com
40	Yarbrough Transfer Company	Winston-Salem, NC	3	Regional	65	David Yarbrough, president	www.yarbroughtransfer.com
41	Silk Road Transport*	Arkport, NY	1	International	45	Todd S. Haraty, COO	www.silkroadtrans.com
42	Precision Heavy Haul	Tolleson, AZ	2	National	23	Mike Poppe, president	www.precisionheavyhaul.com
43	Taylor Crane & Rigging	Coffeyville, KS	2	National	84	Jim C. Taylor Jr., president	www.taylorcrane.com
44=	Marco Transport	Santa Ana, CA	1	Regional	38	Tim McVay, president	www.marcotrucking.com
44=	Selinsky Force*	North Canton, OH	4	National	225	Scott Selinsky, vice president	www.selinskyforce.com
45	Great Lakes Heavy Haul*	Byron Center, MI		National		Ben Mayer	www.greatlakesHH.com
46	Specialized Inc.	Aurora, OH	1	Regional	22	Al Kuhl, president	www.specialized-inc.com
47	Global Specialized Services	Casper, WY	1	National		Matt Orr, transportation manager	www.gsswy.com
48	Perkins STC	Northfield, MN	2	International	44	Neil Perkins, president	www.perkinsstc.com
49	Irving Equipment Ltd.	Saint John, NB, Canada	10	National	100	David Irving, general manager	www.irvingequipment.com
50	Mountain Heavy Transport	Salt Lake City, UT	1	National	15	Ryan Oliverson, manager	www.mountainheavy.com

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MODULAR/HYDRAULIC/TRAILERS/DOLLIES		SPECIALIZED TRAILERS (ALL MULTI-AXLE)		# OF TRUCK/ TRACTORS	TOTAL CAPACITY (US TONS)	TOTAL # IN FLEET
CAPACITY (US TONS)	# IN FLEET	CAPACITY (US TONS)	# IN FLEET			
1,980	32	4,155	98	75	6,135	205
0	0	4,570	124	80	4,570	204
1,800	31	7,025	125	43	8,825	199
6,000	130	850	25	44	6,850	199
0	0	4,915	127	50	4,915	177
4,328	116	2,136	26	22	6,464	164
2,200	50	3,155	65	49	5,355	164
40	3,150	5,210	86	33	8,360	154
0	0	3,979	91	54	3,979	145
1,150	30	2,040	80	25	3,190	135
505	14	5,299	94	15	5,804	123
1,384	13	1,505	43	30	2,889	86
0	0	3,040	46	26	3,040	72
800	22	1,215	28	22	2,015	72
135	3	1,430	34	25	1,565	62
0	0	2,040	35	12	2,040	47
250	2	1,225	26	20	1,475	46
0	0	2,952	19	22	2,952	41
2,358	10	674	17	13	3,032	40
1,000	20	877	15	11	1,877	30



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One thing that remains constant is the larger companies are growing at a faster pace than the smaller companies. But that doesn't mean that the smaller companies are any less capable.

Methodology

While most of the major players in the North American transportation sector are on our **ACTTRANSPORT50** list, we see changes from year to year based on participation. The **ACTTRANSPORT50** is ranked by fleet size and then by total maximum transport capacity of all

relevant trailers and transport systems in a company's fleet (in U.S. tons). The ranking is based on information supplied by the companies on our **ACTTRANSPORT50** survey form.

While we have worked to produce the most accurate ranking possible, we cannot guarantee the accuracy of the information supplied. We rely on the integrity and honesty of those who submit this information to assure our list is accurate and correct. This year we reached out to about 400 firms by regular mail, email and through the internet.

In some cases, companies on our list last year did not re-submit information this year. In other cases, when data wasn't available or updated, we marked these listings as estimates. We deleted firms off the list when we couldn't get new data.

As with all our Top List databases, we made every effort to ensure the accuracy and completeness of the information published but the editors and staff take no responsibility for errors, omissions or incomplete information.

Top 10 capacity (US tons)

RANK	COMPANY NAME	TOTAL CAPACITY
1	Landstar Transportation Logistics	97,080
2	Mammoet North America	95,219
3	All Erection & Crane Rental	68,466
4	ATS Specialized	67,708
5	Barnhart Crane & Rigging	50,819
6	Bennett Motor Express	50,320
7	Bigge Crane & Rigging	48,019
8	Daseke Inc.	47,712
9	J. F. Lomma Inc.	44,350
10	Maxim Crane Works	42,805

Top 10 employers

RANK	COMPANY NAME	# OF EMPLOYEES
1	Daseke Inc.	3,500
2	Maxim Crane Works	2,705
3	All Erection & Crane Rental	1,500
4	Mammoet North America	1,400
5	ATS Specialized	1,332
6	Barnhart Crane & Rigging	1,300
7	Landstar Transportation Logistics	1,150
8	Bigge Crane & Rigging	950
9	NCSG Crane & Heavy Haul	940
10	Transport Bellemare International®	675



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With tower cranes a mainstay on skylines throughout North America, *ACT* presents a roundup of impressive projects.

Tower crane project roundup

High-rise construction has surged throughout North America, and tower crane utilization has followed suit. *American Cranes & Transport* invited members of our TOWERCRANE50 list of North America's top tower crane-owning companies to submit job stories about projects on which their cranes are working. Following is our tower crane project roundup.

Hudson Yards

Started in 2012, Hudson Yards is claimed to be the largest real estate development in the United States, and it is the largest

development in New York City since Rockefeller Center. The site will include more than 18 million square feet of commercial and residential space, office towers, more than 100 shops including New York's first Neiman Marcus and a collection of restaurants curated by Chef Thomas Keller. The urban development will include approximately 4,000 residences, a new center for artistic invention; 14 acres of public open space; a public school and a luxury hotel.

Constructed on 28 acres over a working rail yard, two platforms bridge over 30 active train tracks, three rail tunnels and the new Gateway Tunnel.

The grand platform will weigh 37,000 tons and cover 30 tracks between 30th and 34th Streets. It will support three of the first five towers as a part of Phase 1 and requires drilling 250 concrete caissons into the bedrock underneath the rails.

But the most amazing part is that the trains continue to run in and out of Penn Station. The engineering and decisive planning on this job is almost inconceivable, according to New York Crane & Equipment, which has provided Favelle Favco tower cranes for the project.

Once the eastern half is complete the work will begin on the western half, which is Phase 2 of the project and is estimated to measure out at 17 million square feet. The West Yard at 34th Street will be at street level with access to ground transportation at the Number 7 subway station.

Four out of the five towers were built exclusively with the Favelle Favco tower cranes. New York Crane & Equipment leased the cranes to Tutor Perini, who specifically requested these units after seeing them construct the transportation hub at the new World Trade Center. This project is providing many jobs for the construction industry, offering positive aspects for all companies included, according to New York Crane.

"We look forward to this project's finish and all the advances and jobs that it will bring," said New York Crane.

The project is being developed by Related Companies and Oxford Properties.



Four of the five towers at Hudson Yards are being built with the help of New York Crane & Equipment's Favelle Favco tower cranes.



Seattle Biospheres

On the opposite side of the country in Seattle, the Biospheres are part of \$4 billion urban campus that has buildings stretching across three city blocks. The spheres are five stories tall with approximately 65,000 square feet of green space. The largest sphere is more than 90 feet tall and 130 feet in diameter. The spheres will have room for more than 800 people inside at one time without enclosed office space, and will be filled with more than 400 plant species. Plant occupancy began in May 2017, and people occupancy is scheduled for early 2018.

To erect the spheres, Morrow Equipment provided a Liebherr 542 HC-L 18 luffing boom tower crane with a 164-foot hook radius, and 6 by 550 foot HC tower sections for a 115-foot freestanding crane tower height for the project.

Morrow said the luffing boom crane was selected for operating clearance with an already erected Liebherr 630 EC-H (high-rise) and Liebherr 540 HC-L (mid-rise) cranes provided by Morrow. The primary structural steel elements were prefabricated offsite with universal connections and delivered to the jobsite where they were erected accordingly. ■

Apple in Chicago

One of the world's most innovative consumer electronics companies, Apple, recently completed a new flagship location in Chicago. A Potain MR 608 tower crane was at the center of the project that sits in close proximity to the Chicago River.

Central Contractors Service, a division of the ALL Family of Companies, provided the 35.3-ton capacity luffing jib



A Potain MR 608 hovered 32 feet above the the Chicago River.



Five Terex Peiner SK-575s assisted in the construction of five State Farm office buildings that now stand overlooking Tempe Town Lake.

crane. Paul Urbanski, sales manager for the Alsip, IL-based company, said that the MR 608 was the ideal lifting solution for the cramped work environment.

"The restrictions on this jobsite were challenging from the start," he said. "Since we're working so close to the river, the entire area surrounding the site is vaulted, which required careful planning of the assembly and delivery of the crane. The MR 608's frequency driven hoist, with LVF technology, helped us to cut down on maintenance and keep to our schedule."

The MR 608 was erected in September of 2016. It was rigged with 131 feet of jib and hovered 32 feet above the ground. The crane was first used to lift 34-ton steel beams to a height of 16 feet. Its final month on the job, the MR 608 helped contractors to install roof segments, which are constructed of a lightweight material traditionally used in the hulls of yachts. The \$27 million retail store encompasses approximately 20,000 square feet. ■

Marina Heights

The Marina Heights project in Tempe, AZ ran from September 2013 to April 2017. In that time period, Stafford Crane Group, in collaboration with Ryan Companies, erected five Peiner SK-575s to build the five State Farm office buildings that now stand overlooking Tempe Town Lake.

In addition, Stafford rented a Peiner SK-415 to Suntec Concrete for the project, as well as provided five dual construction hoists.

It was the largest office development project in Arizona history, according to Stafford. In what used to be an Arizona State University parking lot, now stands a beautiful complex with offices, parking garages and restaurants, bringing economic growth to Tempe, and Arizona as a whole, the company said.

Such a big project did not come without obstacles. Due to foundation constraints, the SK-575s had to be erected and dismantled from a podium deck, two levels above the parking garage. The podium deck was built so that a fire truck could drive onto it if need be, which allowed Stafford to drive its 10-axle Demag 350 onto it for erection and dismantling. In addition, the parking garage had to be shored up underneath the outrigger points.

The Marina Heights project also ran the entire length of the job without a single safety incident. This was in great part thanks to Kyle Schoenberger, who was the safety superintendent at the site, and is now safety director at Stafford Crane Group.

"The Marina Heights Project was a great success for Stafford Crane Group and all parties involved," said Stafford. "It is one of our largest jobs ever and has produced some breathtaking photos of the five SK-575s that overlooked Tempe. As the Arizona economy continues to grow, Stafford hopes to bring more quality tower, mobile and self-erect crane service to projects around the state." ■ >40



Morrow Equipment provided three Liebherr tower cranes to erect the Seattle Biospheres.



Compass Equipment provided a Wolff 6031.12 for the Overture Kierland project in Phoenix, AZ.

Overture Kierland

Greystar selected Chasse Builders as the general contractor for its \$40,000,000 Overture Kierland project, a 170-unit apartment complex being constructed in Phoenix, AZ. Started in January of this year and with an expected completion in August 2019, the project is located at the Northeast corner of 71st Street and Tierra Buena in the district commonly known as Kierland Commons. The project is targeted as an active adult age-restricted community designed to serve the needs of active seniors still vibrant and engaged in life. Because of this, the overall design concepts and amenities differ somewhat from traditional market rate apartments. The building is designed as a Type V wood frame structure over an on-grade parking podium with a small area of underground parking.

Compass Equipment provided a Wolff 6031.12 tower crane for the project. The main components of the crane include a 98-foot basic jib with trolley gear and extensions up to 213-foot radius in 8-foot steps.

Keeyask Hydro Dam

Linden Comansa America has supplied five tower cranes to BBE Hydro Constructors LP for use on the Keeyask Hydro Dam project in northern Manitoba, Canada. The project is in a remote location. It's a two-hour drive to the nearest town and 100 miles south of the Hudson Bay. The difficult-to-access location means BBE needs performance and reliability from the tower cranes as well as easy serviceability. The cranes have not let them down, according to LCA.

The five tower cranes include three 21 LC 750 models with a maximum lift capacity of 36 tons (79,360 pounds) and two 21 LC 550 with a maximum lift capacity of 24 tons (52,910 pounds). The cranes are all mounted on 32-foot travel bases. Anti-collision is installed for effective monitoring of the cranes when



Five Linden Comansa tower cranes are working on the Keeyask Hydro Dam project in Manitoba, Canada

traveling to prevent accidental interference between them. Three cranes are freestanding at 281-foot heights, and two are at 263-foot heights on their respective travel bases.

The temperature in Manitoba varies from summer to winter with extremely cold winters reaching 20 degrees below zero Fahrenheit and the ground freezing to 10 foot depths. A special dense hoist cable helps prevent problems with the cable, providing extended wear in this harsh environment. Plus, the modular design of the tower cranes feature interchangeability of components between models, which reduces the need for ordering multiple sizes and provides significant cost savings, LCA said. This is especially beneficial on a remote site in a difficult climate.

The dam is slated for completion in 2020.

Moynihan Station

Approximately 600,000 people commute in and out of New York City's Penn Station every day, and for many, the yellowing halls of the transit terminal are one's first glimpse of New York City. As a result, many New Yorkers have long declared that Penn Station does not do the city



JK Crane, working in partnership with Skanska USA, provided two Potain MR-295s to work on the Moynihan Station project in New York City.

justice. New York City is known for being fast-paced, modern and trendy, but Penn Station would not be accused of any of these things. The solution? Moynihan Station.

Moynihan Station is the new extension of Penn Station that will support both Amtrak and Long Island Railroad customers. In addition to the 225,000-square-foot train hall, there is also 700,000 square feet devoted to retail and dining. The goal is to have a transit area that is aesthetically pleasing, welcoming and an iconic destination in and of itself.

In late summer of 2017, JK Crane began working in partnership with Skanska USA and provided two tower cranes, both Potain MR-295 models, to work on the Moynihan Station project. The cranes were erected two weeks apart to help transform the New York City landmark, at the north and south sides of what is currently the James A. Farley Post Office, located just across the street from Penn Station.

"JK Crane is thrilled to be a part of a project that seeks to update and elevate one of New York City's largest transportation hubs," the company said.

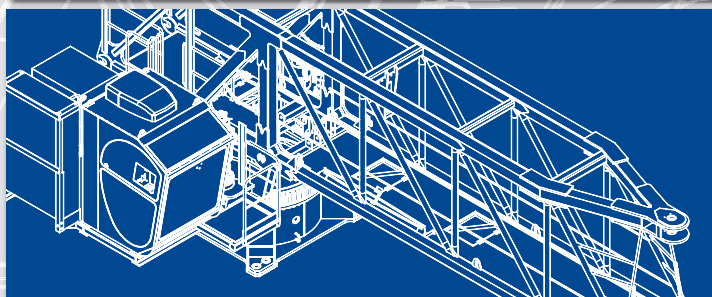
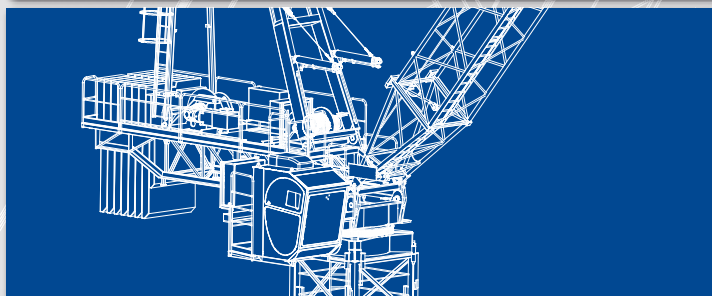
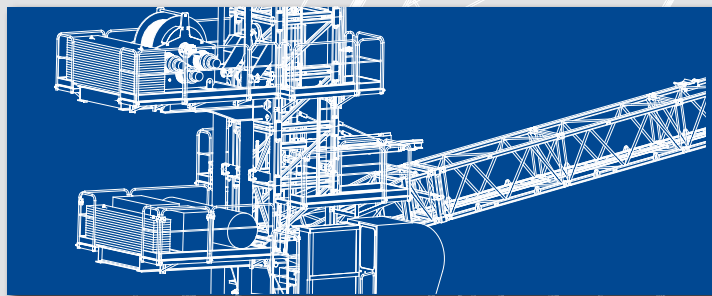
The Coloradan

The Coloradan is a new \$200 million development project at Union Station in Denver, CO. The project includes 334 exclusive condos as well as 19,000 square feet of ground level floor retail and a 447-space parking garage.

RMS Cranes was awarded the crane contract by the general contractor GE Johnson Construction. Work began in January of 2017. RMS Cranes currently supports the crane portion of the project with a 22-ton Potain MD 485B tower crane as well as a Manitowoc 888 crawler with luffing jib. The Coloradan is estimated to be completed in September 2018.



GE Johnson Construction awarded the contract to RMS Cranes for a 22-ton capacity Potain MD 485B tower crane on The Coloradan



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One City Center

The southern tech center of Raleigh, Durham and Chapel Hill, N.C. is known as the Triangle, and that region is booming. Multimillion dollar construction projects loom large in all three cities, and some estimates indicate 140 commercial projects are either under construction, proposed or recently completed.

Keeping busy with all the work is ALL Carolina Crane and Equipment of Raleigh, a member of the ALL Family of Companies.

One of the biggest projects ALL has been involved with is downtown Durham's One City Center, a long-awaited high-rise that will be the city's tallest structure upon completion next spring. Work on the \$88 million, 27-story multi-use building began in summer 2016. It mixes two stories of parking, four floors of retail and office space and 21 floors of apartments and condominiums, priced from \$630,000 to \$1.8 million.

The project got off to a rocky start when work stalled for a year after developers excavated a four-story deep pit that took up a significant portion of a city block. The pit became a source of aggravation for residents, and even earned its own satirical Twitter page. In July 2016 ALL's Peiner SK 415 arrived on the jobsite.

"With an initial hook height of 272 feet, the Peiner gave us the greatest freestanding height," said Brandon Owens, ALL's sales rep.

Erecting the crane posed some unique challenges.

"You've got the tight spaces you get with any downtown project, but we also had a hotel directly across the street, separated



The \$289 million Louisville Omni Hotel is being built with the assistance of a Terex SK575 tower crane and two Terex SK415 units on rent from Maxim CraneWorks.

by only a two-lane road," said Owens. "We had to install the climber, climb it over the hotel, then take the climber off. We also had to carefully plan for the ground bearing pressure of the bordering streets. In all, the erection process took three days. These projects live and die by the hook in the sky."

The Triangle has seen nearly \$10 billion in major commercial construction projects begin in the last 18 months. Owens said ALL has booked seven major projects for the first quarter of 2018. Five of these are slated to be high-rises exceeding 20 stories, including a new 25-story hospital on the campus of Duke University.

Louisville Omni Hotel

Started in the spring of 2016, the \$289 million Louisville Omni Hotel is being built with the help of a Terex SK575 tower crane and two Terex SK415 units on rent from Maxim CraneWorks. Maxim was awarded the project by Brasfield & Gorrie based in Atlanta, GA.

With the busy streets of Louisville, all tower climbs had to be done on weekends, according to Maxim's Scott Gerding. Two of the three cranes had to be climbed multiple times, with the tallest reaching a height of over 460 feet.

"We are proud to be a part of this project, which has become the centerpiece of downtown Louisville," Gerding said. "The challenges of working on a downtown project with such high visibility, always brings out the best in our company. Brasfield & Gorrie with their

professionalism and wealth of experience, has always been a pleasure to work with."

The 30-story project will feature 612 hotel rooms, 70,000 square feet of event space and several restaurants. The hotel will also feature a bowling alley, 20,000-square foot urban lifestyle market and grocer, spa, fitness center and swimming pool.

The building topped out in July 2017. The hotel is slated for completion in March of 2018.

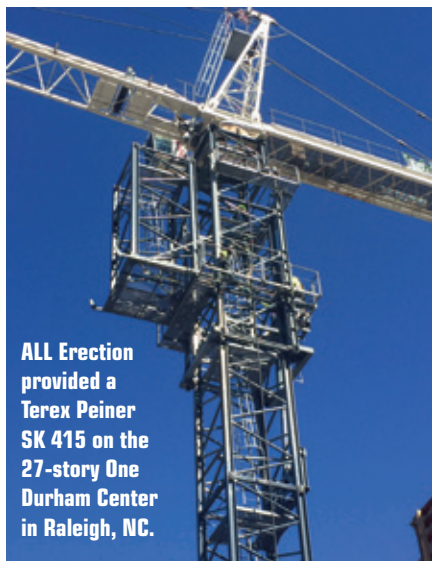
Houston Methodist Hospital

A new \$697 million patient wing addition is currently being constructed at Houston Methodist North Campus in the Texas Medical Center located in Houston, TX. AECOM Hunt Construction is the general contractor building the 650,000-square foot expansion. The project required the work of three 500-metric ton capacity tower cranes to construct this structure. The building will house 378 beds and will rise to 22 stories.

P&J Arcomet has supplied two Terex Peiner SK575s and one Zoomlion T-8030 to handling all the lifting assignments at the crowded jobsite. The cranes are working at heights of 457 feet, 418 feet and 273 feet under hook. The cranes are slated to be on the job for more than 18 months.



P&J Arcomet's three cranes on the Texas Medical Center Houston Methodist North Tower include two Peiner SK757s and one Zoomlion T-8030.



ALL Erection provided a Terex Peiner SK 415 on the 27-story One Durham Center in Raleigh, NC.

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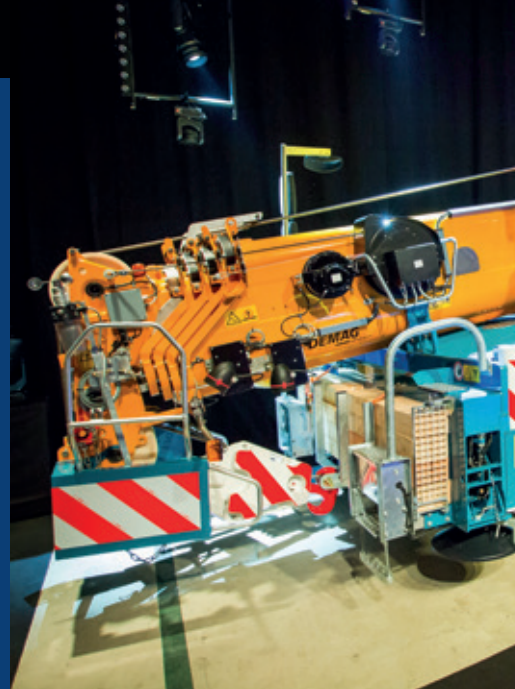


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A big comeback

Terex Cranes' Demag AC 45 City launch event accomplished several objectives.

D. Ann Shiffler reports.



Although it specializes in designing and producing elite cranes for markets around the world, Terex Cranes also knows how to throw a great party. In October, the company hosted some 600 customers from around the globe in the lovely town of Zweibrücken, Germany, home of the company's Demag manufacturing plants.

The reason for the event was the relaunch of the City Crane range. The first model is the Demag AC 45 City, which was the centerpiece of five separate gatherings that were held in an airport hangar at the local Zweibrücken Airport. The Terex team rotated in customer groups every two days, showing off the new crane and the investments made at its all-terrain crane manufacturing facility. The final get-together at the end of the week was reserved for the media and trade press, who seemed just as impressed with the tour, presentations and the new AC 45 City as the customers who preceded them.

Kudos to the event planning team who threw these parties and developed an impressive light and music show to set the stage for unveiling the new crane. Confetti rained down on the crowd as the curtain

was lifted and the new crane came into full view. Most impressive were heartfelt presentations by Terex President and CEO John Garrison and Terex Cranes President Steve Filipov. While the goal was to roll out a new crane, several other objectives were accomplished. The Terex team skillfully articulated that Terex Cranes is back on track and that they are excited about the future.

Forging ahead

Garrison started his presentation by noting that he was celebrating his second anniversary with Terex. He termed it "an incredibly exciting two years." In fact, Garrison's first six months as president of Terex was fraught with calamity, including a possible merger with Konecranes and a proposed sale to Zoomlion. Neither happened. Once the dust settled on all that activity Garrison became focused on putting in place a management team that would execute his vision to create a lean, agile and profitable Terex. Garrison and his team appear to have accomplished this quite well.

"The the most important thing we do, is to [create] a 'zero harm environment,'

The centerpiece of the customer and media event was the Demag AC 45 City crane.

he said. "We start every single meeting with 'how are we doing on safety?' and discussing our safety results. Why is that? It's quite simple. There is nothing that we do that is worth any of our team members, suppliers or customers getting hurt over. What these incredible machines do is inherently dangerous. So we always have safety at the forefront of everything. It is the most important thing we do."

Garrison said that "if you look at the safety record of an organization, you can predict how well that organization does on other performance metrics." He pointed to customer satisfaction, financial results and product quality.

"It takes that same high performance culture that has that a zero harm environment to deliver for a customer, team members and for shareholders," he said. He also touched on corporate values.

"The Terex Way values are what attracted me to the company," he said. "It's about integrity and respect. We've become a pretty transparent organization."

Through these core values, Terex team members can acknowledge if they have done something well, and if they haven't, they take ownership and correct the process. He discussed some of the hard decisions that have been made, including the sale and shutting down of several facilities around the world, and the continual consolidation of the Terex footprint. He is optimistic that the company is fully poised to "take off" when the market picks up.

Also impressive was the presentation by Filipov, who was genuine and realistic, enthusiastic and humble.



Terex Cranes President Steve Filipov said his company has the best team in the industry.



Steve Filipov, president of Terex Cranes, pointed out a variety of new efficiencies at the Demag all terrain crane facility.

with a low clearance while still keeping its boom at a steep angle. It was designed to lift heavy loads at a small radius.

Configuration flexibility

Flexibility in configuration is a key feature. With offsettable main boom extensions

of 7.10 or 13 meters, the system length can be increased to 44.20 meters. It comes with an axle load indicator, a hook height indicator, cruise control and cameras for load, hook and hoist monitoring and for backing up. It has remote control and handy storage boxes.

An engineering highlight is Terex's IC-1 Plus control system that calculates the crane's lifting capacity for every boom position as a function of the

superstructure's slewing angle. The lifting capacity for a specific radius is no longer limited to the lowest value for a pre-calculated 360° lifting capacity.

The control system features an automatic counterweight detection function that the crane operator needs to confirm. Together with the IC-1 Plus control system, the crane is able to work with any outrigger configuration with continuously variable adjustments. It also has an automatic leveling system that enables the crane to balance itself with computer assistance when the outriggers are extended.

The AC 45 is designed to stay in the 12 metric ton axle load limit. The 3-axle unit does not weigh more than 34 metric tons, even when rigged for transport with full equipment. No additional transport vehicles are needed, and when using a reduced counterweight, the crane falls below the 10-metric ton limit.



Terex President and CEO John Garrison said that the company is laser focused on Zero Harm Safety in regards to its cranes, its customers and Terex team members.

More than 30 American customers came to the event, and they all were interested in the new cranes, Filipov said. Also on display were the Demag AC 55-3, AC 100-4L and AC 300-6.

A final thing this journalist noticed was the perpetual smiles on the faces of the Terex team. They were genuinely happy with the cranes they were showing off and the accomplishments they had to share. ■



"We are back in the crane business," he said. "Terex Cranes is back."

He discussed how important the Terex Cranes team is and will be to the future success of the cranes designed and produced by Terex and Demag.

"We now have the best team in the industry," he said. "We have a fantastic team and none of the work we have been doing over the past 10 months would have been possible unless that team was executing well and helping me drive a lot of change in the organization."

And then he said something even more interesting.

"We want you to pass along the message to customers that the Terex Cranes business is not for sale," he said. "We've been building cranes for 100 years and we are going to build cranes for another 100 years."

Garrison, Filipov and the Terex team consider their accomplishments as an epic 'comeback.' Chances are good they are right.

And then there was the Demag AC 45 City, a really cool looking crane. According to Filipov, the new 3-axle unit redefines compactness in the 45-metric ton capacity class. The crane is only 8.68 meters long, 2.55 meters wide and 3.16 meters tall. The height can be reduced to less than 3 meters.

The base section of the fully hydraulic main boom is 7.80 meters long. The AC 45 City is also able to work in buildings



The Demag plant tour included a look at the company's boom fabrication process.

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Maxim's Manitowoc MLC650 makes big lifts in tight quarters at a power plant scrubbing project.



The biggest lift so far has been a 101-ton segment of duct work, which the MLC650 lifted to a height of 211 feet.

The right crane

A \$500 million project is underway to upgrade the Sooner Generating Station, a coal-fired power plant in Red Rock, OK. A Manitowoc MLC650 crawler is at the center of the action on the “coal scrubber project,” as it’s been dubbed by contractors on the job. The project will help the plant reduce pollution as it aims to meet the EPA’s regional haze rules by January of 2019.

The project requires the plant to be retrofitted with a dry coal scrubber system called an Air Quality Control System (AQCS). The system works not unlike a car’s catalytic converter, filtering pollutants out of the plant’s emissions. It also burns the coal at a higher temperature, further reducing the amount of pollution it generates.

PCL Construction, based in Edmonton, Alberta, Canada, is handling all the project’s lifting work using the MLC650 on rent from Maxim CraneWorks. Maxim also has a crew onsite supporting the project.

A few key challenges were apparent from the outset: The job requires the lifting of components that weigh up to 101 tons

within tight working quarters. A high-capacity crane is needed, but due to space restrictions, the crane must also have a compact footprint. The jobsite is fraught with conveyor systems, jutting pipe racks and electrical buildings, presenting obstacles to maneuverability and restricting the space available for crane erection. The MLC650 with VPC-Max attachment was the perfect solution.

“Before the MLC650, we would have had to use a more traditional crawler crane on this portion of the jobsite,” said Kurt Stephenson, erection supervisor for PCL. “There might not have been room for a crane with a counterweight wagon, and we would have had to spend time floating or swinging a standard counterweight tray away from obstacles.”

This functionality is enabled by the MLC650’s Variable Position Counterweight (VPC) and VPC-Max heavy lift attachment, which is enabling PCL to automatically adjust the counterweight for each lift. The company only had to erect the crane once, and it can now move the crane into place for each lift with minimal adjustments. The versatility of the VPC-Max allowed the MLC650 to make heavy lifts without the need for an auxiliary counterweight wagon or traditional floating tray, which require additional equipment to handle and would not have fit onto the jobsite.

“The components themselves take up a lot of the room on the jobsite,” Stephenson explained. “With the MLC650, we can move the counterweights in tight, stay in position for each lift and then walk the crane up and down the runway as needed without upsetting any of the loads. Our choice of crane really came down to mobility, which the MLC650 delivers.”

Working non-stop

PCL Construction rigged the crane with 200 feet of main boom and 190 feet of jib. >49

PCL Construction rigged the crane with 200 feet of main boom and 190 feet of jib. It’s lifting 75-ton scrubber sections, 48-ton muscle rings and 100-ton baghouse sections.



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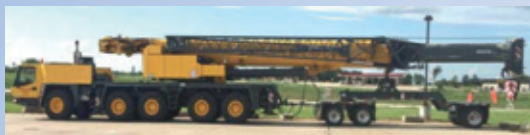
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It's lifting a variety of loads for the project, including 75-ton insulated scrubber sections, 48 ton muscle rings and 100-ton baghouse sections, which act as the filters for the AQCS. The biggest lift so far has been a 101-ton segment of duct work, which the MLC650 lifted to a height of 211 feet.

The MLC650 is working non-stop on the project. When conditions are too windy to make the heavier picks, for example, PCL has the crane lift a variety of smaller components, such as scaffolding material and bracing that will support the inside of the baghouse. Lifting radii for the wide variety of picks have varied between 150 feet and 225 feet. The crane has been working since May 2017 and was scheduled to wrap up its portion of work last month (November).

In addition to providing engineering and lifting solutions on the project, Maxim CraneWorks provided full-time on-site support, maintenance and planning. Kirby Prince, site technician for Maxim, explained why the MLC650 was the ideal choice for the job.

"The MLC650 was perfect for this job because of its smaller footprint and added

mobility compared with other crawler cranes," he said. "It's helping us to make the lifts where a larger crane might not have fit, and it's able to easily go the distances we need."

Efficient lifting

The project's success is a testament to the support provided by Maxim, as the company's extensive fleet enabled PCL to devise an innovative lifting solution.

"Maxim has the largest fleet of Manitowoc crawler cranes in the world," said Rob Schultz, vice president for Maxim's crawler division. "Our ability to select any type of crane for any project in the U.S.A. provides the type of flexibility that our customers need to meet every type of lifting requirement. The scrubbing project at the Sooner Generating Station is no exception."

The AQCS installation seeks to eliminate some 99 percent of particulate matter from the plant's emissions, bringing the 35-year-old facility in line with 21st century emission standards. PCL Construction is working on the project as part of Oklahoma Power Constructors, a joint venture with Overland Park, KS-based

The VPC-Max allows the MLC650 to make heavy lifts without the need for an auxiliary counterweight wagon or traditional floating tray.

Black & Veatch, a global firm that provides EPC services for energy, water and telecommunications. Oklahoma Gas & Electric is overseeing the upgrade that is set to be completed in June 2018. ■

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Seizing the opportunity

The answer to trucker challenges might be hidden in plain sight.

Recent data show that in the past year, job growth at women-owned companies is nearly flat, with an increase of only 0.1 percent. While transportation companies could certainly sympathize with such numbers, it should be noted that within this challenge, there is opportunity.

In fact, two groups – women and veterans – have landed on industry workforce radar screens in recent years, for a simple reason: they tend to be safer drivers who work more and stick around longer (according to Omnitracs data).

A decade-worth of data via Omnitracs points to one conclusion: women and veterans make for excellent truck drivers. And especially for women, trucking often pays better than a private-sector job.

But according to a recent piece in FleetOwner® by Josh Fisher, fewer than nine percent of truckers are women – and only 19 percent of overall transportation workers possess a military background.

A viable answer

Industry challenges like driver retention, competency and available talent have become all-too familiar tropes for trucking companies nationwide. But the data says that women and veterans represent a viable answer to some consistent industry questions.

According to Fisher, from October (2016) to September (2017), there wasn't a single month where women truckers had a higher turnover rate than men. Additionally, there were only two months over that same time period where women

had more severe accidents than men.

Another interesting piece of information that came from Fisher's report revealed that women, on average, drove more miles than male truckers in the past year – more than 7,500 miles.

Best of all for both women and veterans, the statistics are similar. And recent proposals coming from the Federal Motor Carrier Safety Administration are looking to make it easier for veterans who drove large vehicles in the military to acquire a CDL once they return home.

At a time when trucking companies around the world, and especially in the U.S., are endeavoring to solve the litany of challenges connected to running a well-staffed, productive and safe fleet, it's worth looking at a piece of the workforce that some might consider hidden in plain sight.

It's worth looking at women and veterans as a potential solution to some of your driver needs. The numbers say they're safer, more productive and even more loyal. Sounds like a recipe for success.

A productive future

Set for this coming February 27-March 2, in St. Louis, MO, the 2018 SC&RA Specialized Transportation Symposium makes a point to highlight women in the industry.

From the jump, Kim Yeager, director of Marketing & Member Relations with the Nevada Trucking Association, moderates the Opening Session – How Changing Your Company's Values and

Hiring Practices Can Lead to Greater Success – presented by Marcia Taylor (CEO, Bennett International Group) and Ellen Voie (president & CEO, Women in Trucking).

Within the session, both women build on the findings from a recent study by global management consulting firm McKinsey and Company revealing that companies that are more gender diverse enjoy 15 percent better financial returns than those without women.

Audience members will hear how Taylor transformed Bennett into a \$266 million logistics and freight services powerhouse with a "we care" motto that reaches customers through loyal employees. Additionally, Voie will explain that, while women have traditionally been underrepresented in the specialized transportation industry, the trend is changing as more companies realize the practical benefits of hiring more women.

Both speakers will walk attendees through the practical steps that can be taken to change staffing practices and include more women in the specialized transportation workforce for greater success in all areas and levels of their companies.

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A productive start to

Mike Chalmers reports that 2017 was a fruitful year for advocacy.

Finishing out a busy 2017, SC&RA's advocacy efforts throughout the second half of the year only built on the momentum established during the first half – paving the way for a productive start to 2018.

Transportation Advocacy

MOVING FORWARD WITH FHWA. In 2017, the Association completed four key initiatives with the Federal Highway Administration (FHWA).

SC&RA successfully advocated to have a seat on its Emergency Work Group, which was primarily designed for the Federal Government to recommend best practices to all 50 states.

Additionally, the National Coalition on Truck Parking formed about a year ago. SC&RA gained a seat on this FHWA committee, and also completed its role as a consultant for a contract involving the updating of FHWA pilot car best practices, law enforcement best practices, a first-of-its-kind national pilot training curriculum and a first-of-its-kind roadmap for possible and national pilot certification.

Further, two of the four initiatives comprise actual FHWA contracts involving permit systems and pilot/police escorts.

“SC&RA was again selected as a consultant for a project that will produce a FHWA-endorsed listing of best practices of state automated permit systems,” noted J Rozum (MSA Delivery Service and SC&RA 2016-17 Transportation Group Chair).

SC&RA Vice President, Steven Todd,



SC&RA's advocacy efforts in 2017 paved the way for a strong start to 2018.

added, “We’re seeing more states become efficient with their permitting systems, and I think we’ve been successful in advocating to the Federal Government that it’s important to document those best practices.”

FREED UP NIGHTS AND WEEKENDS. Todd also highlighted some continued success in Georgia and Illinois in regards to night and weekend travel. “We flipped Georgia from no-Sunday travel to Sunday travel. This win gives our members a clear travel path from Florida north, and also gives our members access to the Port of Savannah seven days a week.”

Todd explained that Illinois is of note because, “...Illinois represents a small but growing number of states in recent years, as per SC&RA advocacy, that are now allowing limited oversize permit truck travel at night.”

2018 SYMPOSIUM FOCUSES ON THE FUTURE.

The 2018 Specialized Transportation Symposium is set for February 27 – March 2 (2018) at the Hyatt Regency St. Louis at the Arch (St. Louis, Missouri). Registration is currently open.

One stand-out session – *How Changing Your Company's Values and Hiring Practices Can Lead to Greater Success* – will be presented by Marcia Taylor, CEO, Bennett International Group, and Ellen Voie, President & CEO, Women in Trucking – and underlines a strong focus on women in the industry at the meeting. Audience members will experience how Taylor transformed Bennett into a \$266 million logistics and freight services

Important for both crane, rigging and transportation members is the December 18, 2017, ELD (electronic logging device) compliance date.



SC&RA worked for continued success in Georgia and Illinois in regards to night and weekend travel. Georgia flipped from no-Sunday travel to Sunday travel. Illinois is now allowing limited oversize permit truck travel at night.

powerhouse with a distinctly feminine “we care” motto that reaches customers through loyal employees.

A BUSY OCTOBER. October saw SC&RA accompanied by members to two different meetings. North of the border, Todd attended the Ontario Transportation Ministry to advocate for permit turnaround time and automation in Ontario – where he indicated that conversations and feedback certainly gave cause for optimism.

Ed Bernard (Precision Specialized Division Inc.) joined Todd in Ontario, and agreed that the SC&RA's points were very well received. “I think they were open to what Steven was speaking about,” he said. “The overall issue is getting all the counties [in excess of 38] on board. Ontario is working on and through an in-house system at present, but in the meantime, they are implementing some other parts to the permit system that will be beneficial to us. And they are certainly open and receptive to further discussions.”

Stateside, Todd met with the Michigan



2018



SC&RA developed a Hazard Preparedness Committee to develop best practices for reasonable preparation before, during and after major weather events or natural disasters, as well as guidance on how to deal with the media when such events occur.

Department of Transportation (DOT) in October to also advocate for permit turnaround time and automation.

"While we received no assurance that they're going to immediately put out an RFP for automation" he said, "myself and our members did come away feeling as if they, like Ontario, clearly acknowledged the advantages not just to our industry, but to their government and the safety of the roadways."

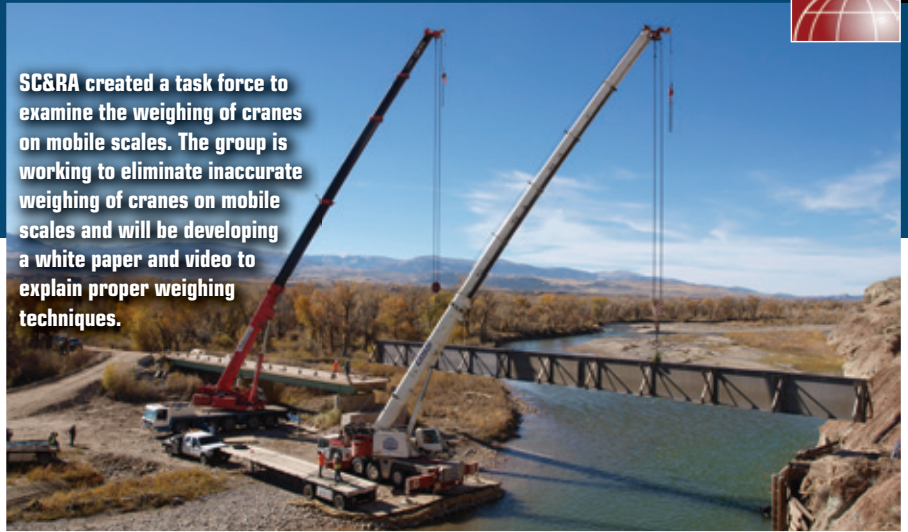
Dave Merrill (Pahoa Express, Inc.) joined Todd. "Michigan seemed like they'd be interested in at least trying the automated system on a certain aspect, or up to a certain width," he pointed out.

Crane & Rigging Advocacy **A SPREADER BAR IS NOT "PART OF THE LOAD."**

The Federal Mine Safety & Health Review Commission held its open discussion of the *Sims Crane* appeal on June 30, in which SC&RA is an *amicus curiae*. According to Adele Abrams, Esq., CMSP (counsel for SC&RA, Mobile Crane Operators Group and Crane Owners Association), the four-member commission was split 2-2 during deliberations. But these are not "final" positions.

During oral arguments, Abrams emphasized the industry's position that a spreader bar is not "part of the load" – as was determined by MSHA (Mine Safety and Health Administration) and the

SC&RA created a task force to examine the weighing of cranes on mobile scales. The group is working to eliminate inaccurate weighing of cranes on mobile scales and will be developing a white paper and video to explain proper weighing techniques.



administrative law judge's (ALJ) decision in the case against Sims.

Regarding the case, SC&RA believes it is important to continue to fight the ALJ's determination that a "spreader bar is part of the load."

Bill Smith (NBIS) said, "If this citation sticks, then any kind of below-the-hook lifting device could become part of the load – and workers can't conceivably do their job, because they won't be able to attach loads to various lifting devices."

OSHA EXTENSION SUCCESS. Just two days before an impending deadline for crane operator certification and employer qualification requirements, OSHA published its final rule extending the deadline for one year to November 10, 2018 – in order for the agency to address stakeholder concerns over operator certification requirements in the 2010 cranes and derricks in construction standard. The requirements in question ensure that operators of equipment covered by the standard are competent to operate the equipment safely.

This fall, SC&RA wrote a letter in support of OSHA's proposed deadline extension. The Association believes the delay is necessary to ensure OSHA develops clear, concise language for industry compliance.

WEIGHING CRANES ON MOBILE SCALES. A task force was created to examine the weighing of cranes on mobile scales. The group is working to eliminate inaccurate weighing of cranes on mobile scales and will be developing a white paper and video to explain proper weighing techniques.

THREE 'FORCES' TO BE RECKONED WITH. SC&RA's Crane & Rigging Group Safety Education & Training Committee met at the Crane & Rigging Workshop in September and discussed three new task forces: Boom Dollies, Weighing of

Cranes on Mobile Scales and Hazard Preparedness. The Hazard Preparedness Committee would develop best practices for reasonable preparation before, during and after major weather events or natural disasters, as well as guidance on how to deal with the media when such events occur.

ELDS: THIS IS REALLY HAPPENING.

Important for both Crane & Rigging and Transportation members is the December 18, 2017, ELD (electronic logging device) compliance date.

Dave Osiecki (Scopelitis Transportation Consulting) emphasized the importance of "de-mystifying rules," reading the actual FMCSA language within those rules, team training, reviewing and updating company policies and procedures, using available resources and breaking information down into "bite-size" pieces. An SC&RA webinar on this topic is available for viewing at scanet.org/webinars.

REPRESENTING MEMBERS AT ICSA. The International Crane Stakeholders Assembly (ICSA) met in November in Amsterdam. SC&RA attended, along with several member companies.

Member representative Ingo Schiller (Tadano America) attended. "The meetings are a prime source to learn about regulatory changes and shifts in industry trends," he emphasized, while also commending SC&RA's contribution(s). "SC&RA is able to quickly provide information about the challenges and preferences of their members into the conversation. This ensures that the concerns of SC&RA members are addressed by ICSA and that the views of SC&RA members are a meaningful part of the discussion."

– As 2018 approaches, SC&RA is excited to celebrate its 70th anniversary. For more information, visit www.scranet.org. ■

Phase 2 coming at you

Joesepp Doerr discusses the second phase of the ELD mandate. Are you ready?

December 18, 2017 is basically here, escorting us into the second phase of one of the most heavily debated regulations in modern history. Okay, that may be a bit of an exaggeration. But the ELD (electronic logging device) Mandate is certainly one of the most talked about directives of the last few years, especially within the trucking sector.

Between rumors of implementation date extensions by Congress and lawsuits from groups like the OOIDA (Owner-Operator Independent Drivers Association), 2017 has turned out to be a fairly confusing year for trucking companies. And since none of these last-minute efforts have come to fruition, many companies are now scrambling on eleventh-hour decisions for implementation.

So with all this marketplace confusion right before the phase two implementation date, I thought I'd outline some of most important sections of the ELD Mandate for those of you who might find yourselves in a dead panic.

Key requirements

As you probably know by now, the ELD Mandate requires ELD use by commercial drivers who are obligated to prepare hours-of-service (HOS) and records of duty status (RODS). It establishes what supporting documents drivers and carriers are required to keep, sets ELD performance and design standards, and requires ELDs to be certified and registered with the Federal Motor Carrier Safety Administration (FMCSA). It also expressly prohibits the harassment of drivers based on ELD data or connected technology (such as fleet-management systems). Additionally, the rule provides recourse for drivers who believe they have been harassed.



THE AUTHOR

With a background in FMCSA Performance Standards management and OSHA crane regulations, **Joe Doerr**

is the Specialized Transportation Program Manager for NBIS.

Is anyone exempted?

The ELD Mandate applies to most motor carriers and drivers who are currently required to maintain records of duty status (RODS) per Part 395, 49 CFR 395.8(a). But while many drivers are indeed required to implement ELDs, there are some drivers who are exempt: driver's using the Short-Haul Exemption (100-air mile radius); drivers who use paper RODS for not more than eight days out of every 30-day period; drivers of vehicles manufactured before the year 2000; drivers who are required to keep RODS not more than eight days within any 30-day period; and drivers who conduct drive-away/tow-away operations where the vehicle being driven is the commodity being delivered, or the vehicle being transported is a motor home or a recreation vehicle trailer with one or more sets of wheels on the surface of the roadway.

But here's perhaps one of the most important distinctions to note. The ELD Mandate applies to cranes that travel on public highways. There has been much debate over how mobile equipment is regulated under the FMCSA, but they've now clarified their definition in question 9 of their interpretations, where they say, among other things, this: "The definition of commercial motor vehicle (CMV) encompasses mobile cranes...mobile cranes are readily capable of traveling at highway speeds, over extended distances, and in the mixed traffic of public highways." Regardless of how you feel about cranes being labeled CMVs, according to FMCSA they are.

Documentation rules

The documentation piece of phase two is pretty straight forward: there are some items you need to have with you in the truck and some items you need to keep filed in the office. Beginning on December 18, 2017, a driver using an ELD must have an ELD information packet on board the commercial motor vehicle (CMV), and it must contain the following items:

- A user's manual for the driver describing how to operate the ELD
- An instruction sheet describing the

data transfer mechanisms supported by the ELD and step-by-step instructions to produce and transfer the driver's HOS records to an authorized safety official

- An instruction sheet for the driver describing ELD malfunction reporting requirements and recordkeeping procedures during ELD malfunctions
- A supply of blank driver's RODS graph-grids sufficient to record the driver's duty status and other related information for a minimum of eight days

The items that you need to keep filed at the office include: bills of lading, itineraries, schedules, or equivalent documents that indicate the origin and destination of each trip; dispatch records, trip records, or equivalent documents; expense receipts related to any on-duty not-driving time; electronic mobile communication records, reflecting communications transmitted through a fleet-management system; and payroll records, settlement sheets, or equivalent documents that indicate what and how a driver was paid.

You should also note that if a driver keeps paper RODS under 49 CFR 395.8(a)(1)(iii), the carrier must also retain toll receipts. For drivers using paper RODS, toll receipts do not count toward the eight-document cap. Also, be sure that the information included within the documentation includes the driver's name or ID number, date, location (including name of city, town, or village) and time.

Harassment and coercion

Driver harassment and coercion may be one of the most overlooked yet important pieces of the ELD Mandate. If you don't want the FMCSA knocking on your door, it makes a lot of sense to personally understand this section of the rule and make certain that your management team and dispatchers understand it as well. FMCSA explicitly prohibits a motor carrier from harassing a driver, and it defines harassment in a very particular way.

The FMCSA defines harassment like this: "An action by a motor carrier toward

“ The definition of commercial motor vehicle (CMV) encompasses mobile cranes...mobile cranes are readily capable of traveling at highway speeds, over extended distances, and in the mixed traffic of public highways. ”

one of its drivers that the motor carrier knew, or should have known, would result in the driver violating hours of service (HOS) rules in 49 CFR 395 or 49 CFR 392.3. These rules prohibit carriers from requiring drivers to drive when their ability or alertness is impaired due to fatigue, illness or other causes that compromise safety. To be considered harassment, the action must involve information available to the motor carrier through an ELD or other technology used in combination with an ELD.”

In contrast, coercion is much broader in terms of entities covered, and addresses the threat to withhold work from or take adverse employment action against a driver to induce the driver to violate a broader range of regulatory provisions, or to take adverse action to punish a driver for the driver's refusal

One of the most important distinctions to note is that the ELD Mandate applies to cranes that travel on public highways.

to operate a commercial motor vehicle (CMV) in violation of the specified regulations. Unlike harassment, coercion doesn't have to result in the driver being in violation of the regulations and doesn't have to involve the use of an ELD.

Why is it important to understand harassment and coercion? Because by definition, irrespective of the type of operations you're involved in or how you might define yourself internally, you are considered a "motor carrier" and your customer is considered a "receiver" and that places both of you under the direct jurisdiction of the FMCSA and subject to fines and penalties if found guilty of making a driver violate HOS requirements.

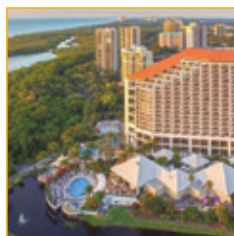


Save yourself a headache tomorrow by understanding phase two of the ELD Mandate today. If you are confused or have questions about any of the steps, don't hesitate to contact the experts at NBIS. The NBIS Risk Management team is available to review ELD and other regulatory concerns, contact us today 1-877-860-RMSS or contactus@nbis.com.

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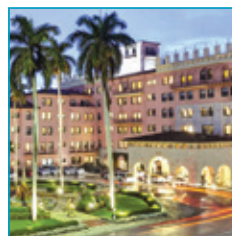
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Energy - Oil & Gas ☐

Distributor / Agent / Equipment Sales ☐

Power Generation ☐

Other (Please specify): _____

4 YOUR DETAILS

Name: _____

Job title: _____

Company: _____

Address: _____

Town: _____

Country: _____

State/County: _____

Zip code/Post code: _____

e-mail: _____

5 Do you purchase or influence the purchase of construction equipment or services?

YES ☐

NO ☐

6 What is the annual turnover of your company (US\$ millions):

Under \$1 million ☐ \$1-3million ☐

\$3-5million ☐ \$5-20million ☐

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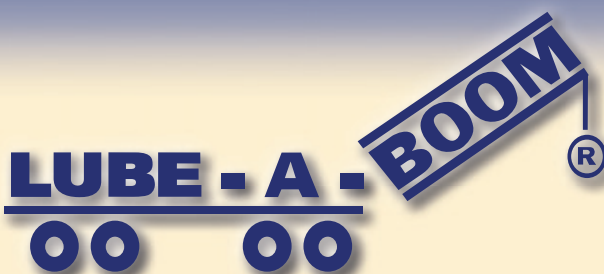
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Applications: Open Gears, Extendable Hoe Arms, Extendable Axles, Outriggers, Counterweights.

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Applications: Cranes, Draglines, Hydraulic Excavators, Aerial Lifts, Other Types of Heavy Industrial Equipment with Rotating Bearings, Semi-Enclosed and Open Gears

- Easy to apply.
- Excellent adhesion to metal surfaces.
- Film provides lubrication and cushioning of gear teeth.
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- Extends gear teeth life.
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- Extreme pressure and anti-wear properties.

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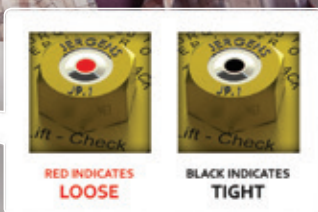
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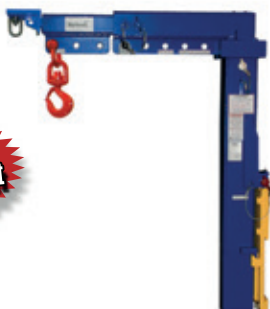
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2015

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2014

90 TON CUMMINS 3750 HOURS, 142' MAIN BOOM, 56' JIB, AUXILIARY HOIST, BLOCK, BALL, ORIGINAL OWNER CERTIFIED, CLEVELAND OHIO.

GROVE RT 765E-2

2013

65 TON ROUGH TERRAIN CRANE, TIER 4 CUMMINS ENGINE, 1465 HOURS, 36'-110' MAIN BOOM, 33-56' JIB, TWO WINCHES, A/C BLOCK, BALL, 29.5 X 25 TIRES. FOB CLEVELAND, OHIO.

GROVE RT 600E

2013

50 TON, CUMMINS 6 CYL TURBO, 105' MAIN BOOM, 29'-51' JIB, TWO WINCHES, 23.5 X 25 TIRES, BALL, FOUR SHEAVE BLOCK, 1400 HOURS, FOB CLEVELAND, OHIO.

TEREX RT 230-2

2013

30 TON CUMMINS, 1642 HOURS, 94' MAIN BOOM, 43' JIB, BLOCK, BALL, HEAT & AC, CERTIFIED, CLEVELAND OHIO

GROVE RT 890E

2012

90 TON CUMMINS 4650 HOURS, 142' MAIN BOOM, 56' JIB, AUXILIARY HOIST, BLOCK, BALL, ORIGINAL OWNER CERTIFIED, OKLAHOMA CITY OK.

TEREX RT 780-1

2011

60 TON TRUCK CRANE, CAT C11 ENGINE 12512 HOURS, 110' MAIN BOOM 56' JIB AUX HOIST, BLOCK, BALL, CERTIFIED, ORIGINAL OWNER

LINKBELT RTC 8090

2009

90 TON, 140' MAIN BOOM, 58' JIB, AUXILIARY HOIST, REPAINTED 2014, 27000 LBS COUNTERWEIGHT CURRENT CERTIFICATION, CLEVELAND OHIO

GROVE RT 700E

2007

60 TON CUMMINS 9035 HOURS, 110' MAIN, 56' JIB, LIGHT PACKAGE, AUX HOIST, BLOCK BALL, CERTIFIED, ORIGINAL OWNER SINCE NEW, FLORIDA \$ CALL

LINKBELT HTC 8660

2004

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MANITOWOC 2250 S3

2009

300 TON CRAWLER 220' MAIN BOOM UPPER POINT, BLOCK, BALL, 11000 HOURS ORIGINAL OWNER, REBUILT UNDERCARRIAGE, FRESH MANITOWOC PAINT, CERTIFIED, CLEVELAND OHIO

MANITOWOC 2250 S3

1999

300 TON CRAWLER, CUMMINS, REBUILT UNDERCARRIAGE, SELF ERECTION & LUFFER PREPPED 220' # 44 HEAVY LIFT BOOM, BLOCK, BALL, UPPER POINT CURRENT CERTIFICATION, CLEVELAND OHIO

MANITOWOC 999 SERIES III

2007

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2005

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MANITOWOC 222 SERIES B

1999

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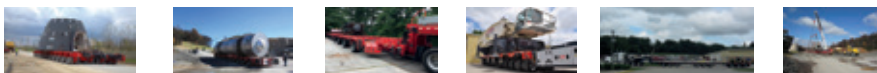
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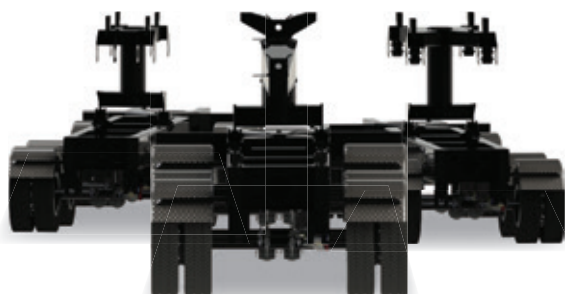


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Moore to retire, Schultz takes place

Effective December 31, 2017, Don Moore, vice president of engineering for Link-Belt Cranes, will retire. Moore began his career at Link-Belt in 1977 as an associate design engineer in the Tower Gantry Crane Product Group at Link-Belt in Cedar Rapids, IA. He then moved to the Lattice Boom Crawler Product Group, eventually being promoted to senior design engineer.

In 1986, Moore moved to Lexington, KY with the transfer of lattice products and has since been involved in management of lattice products and telescopic crawler products as well as overseeing product safety, testing and technical publication functions. He

began his current position as vice president of engineering in January 2012 and assumed responsibility for all design functions.

"Don is well respected in the industry, and has a great working relationship throughout the Link-Belt organization, including our distributors, customers and vendors. He will be greatly missed," said Melvin Porter, CEO and president of Link-Belt Cranes.

Richard Shultz will succeed Moore. Shultz received his Bachelor's Degree in Agricultural Engineering from the University of Kentucky and an MBA from Xavier University. Shultz began his career at Link-Belt 27 years



Richard Shultz has been named vice president of engineering at Link-Belt Cranes, effective January 1, 2018.

ago as an associate design engineer. He continued to progress along that path leading telescopic products for 14 years, before becoming director of quality in 2016.

"Throughout his tenure Richard has been an integral part in helping move Link-Belt to the next level within the industry," said Porter. ■

Sims appoints Camp and Gilfus



Ryan Camp



Art Gilfus

Sims Crane has appointed Ryan Camp vice president of corporate services. He is responsible for all enterprise sourcing, procurement and supplier relations, as well as fleet asset management and business development. Camp brings more than 14 years of experience to Sims Crane with expertise in management, auditing, strategic sourcing, procurement, finance and mergers and acquisitions. Camp received his bachelor's degree in accounting from the University of South Florida.

"We are very pleased to have Ryan join our management team," said Dean Sims II, vice president of marketing, Sims Crane. "His extensive background in strategic sourcing and procurement will be a tremendous asset as Sims Crane continues to grow and expand our fleet of cranes and support vehicles."

In addition, Art Gilfus will now serve as regional area manager in Orlando, FL. In

this role, Gilfus will handle daily management of sales, operations and customer relationships for the Central Florida region as well as attainment of long-term business goals and objectives. Gilfus brings more than 20 years of managerial and crane industry experience. Gilfus also has notable crane industry experience, serving as the North America Sales Manager for Demag Mobile Cranes in Zweibrücken, Germany and vice president

■ **Ingo Schiller**, president of Tadano America, was appointed as one of the 2018 directors elected to the Association of Equipment Manufacturers (AEM) CE Sector Board at its recent annual business meeting.

■ Kirby-Smith Machinery recently promoted **Gary Boyd** to manage the branch service operations for Kirby-Smith Machinery's Dallas facility. He was promoted from his role as product service manager. Boyd brings more than 40 years of heavy equipment service experience to the position.

■ Ridewell Suspensions has added **Robert Cummings** to the Ridewell engineering team as a design engineer. Cummings is a graduate of the University of Arkansas with a Bachelor of Science degree in Mechanical Engineering.



at Ringhaver's Southeastern Crane Division in Tampa, FL.

"Art boasts more than two decades of management experience and we are thrilled to have him on the Sims team," said Sims. "We expect his extensive experience to be a tremendous asset for Sims Crane in Central Florida." ■

WILLIAM E. "BILL" STEINER JR., 66 of Woodstock, IL passed away in July. Steiner was an entrepreneur and the owner of Bigfoot Outrigger Pads. He loved to build things and there was never a task too big or too small. His attention to detail, drive for perfection and the strength in his convictions were qualities rarely matched in this world. He will surely be missed by all who knew him.

Steiner was also a supporter and member of the Association of Crane & Rigging Professionals since 2015.

He is survived by his wife, Linda Steiner; two sons, Scott (Joanne) Steiner, and Jeff (Debie) Steiner; five grandchildren, Eric, Dylan, Leslie, Stacey and Jessie; and his sister, Mary (Steve) Nasby.

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SC&RA Board & Committee Meeting
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January 15-19, 2018
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