

# ACT

The magazine for the crane, lifting and transport industry

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Official domestic  
magazine of  
the SC&RA



## PRODUCT FOCUS

Trailers

## INDUSTRY FOCUS

Maintenance and repair

## INTERVIEW

SC&RA's Joel Dandrea

# Hawkeye heavy haul

Travails of a traveling transformer

**TOPLIST**  
**ACTTRANSPORT50**  
North America's  
largest specialized  
transport  
companies  
p25



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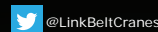


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# I'll be seeing you...

I heard a story recently about how an executive ended a Zoom call after his report about 2020 by playing the Billie Holiday song "I'll Be Seeing You." The song was his way of saying he planned on "truly seeing" his team in person in 2021. If you are old enough to *not* have to Google the lyrics of the song, you will recall that first line: *"I'll be seeing you in all the old familiar places that this heart embraces..."*

It is truly unfathomable to me that I have not seen our ACT team in almost a year (since the SC&RA Specialized Transportation Symposium in February 2020 in Charlotte, NC). ConExpo in Las Vegas was probably the last time many of our readers saw each other, although as essential businesses, most of the crane, rigging and specialized transportation companies have continued working, albeit with PPE and other safety precautions. With the promise of a vaccine soon, we are all hoping to return to "somewhat" normalcy by mid-year 2021. SC&RA will return to in-person events, although its traditional schedule of events will be pushed to the latter half of the year. All the traveling "road warriors" are looking forward to the day they can safely get on a plane and go meet with a customer face to face. While handshakes and mask-free interactions may not happen right away, I am greatly looking forward to the day I can see my friends and colleagues again.

I don't think I have ever wished a year good riddance because I have always been a glass half-full person. While some good things happened in 2020, I am ready to turn the calendar to 2021 with a fresh perspective and a feeling of greater well-being. SC&RA CEO Joel Dandrea offers a meaningful perspective on what it will take to turn things around in 2021. Beyond the mental exhaustion from Covid-19, the crane, rigging and specialized transportation industry is well positioned for a rebound next year. Do not miss our check-in with Dandrea starting on page 14.

This issue covers a lot of other subject matter, including an overview of the market for trailers and industrial cranes. Our annual Industry Focus Maintenance and Repair looks at crane structural repair, boom repair and hydraulic cylinder remanufacturing. And of course, December is always the month for our TRANSPORT50 list of top specialized transportation companies in North America.

And finally, our entire ACT team would like to wish you and yours a wonderful holiday season and happy new year. We'll be seeing you in 2021.

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

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**Buckingham Heavy Transport and sister company Wolfe House and Building Movers hauled two transformers through Iowa. See our Site Report Rigging on page 41.**



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■ The ALL Family of Companies will begin delivery of six new rough-terrain cranes from Grove. The company purchased among the first of the new Grove GRT8120s to roll off the assembly line.

■ Sales declined 20.6 percent for Manitowoc in third quarter 2020 from the same period a year earlier. Orders were up 10.5 percent.

■ Manitex International posted net revenues for the third quarter at \$36.5 million, compared to \$50.6 million a year ago. Net loss was \$1.4 million, compared to \$4.5 million in third quarter 2019.

■ Bigge Crane and Rigging is growing its crane rental operation and coverage with the addition of a new branch in Rock Hill, S.C.

# Demag rolls out AC 450-7 AT

The new Demag AC 450-7 is said to be as compact as a six-axle crane but with significantly better performance. The basic idea, according to the company, was to build a more powerful alternative to existing six-axle cranes. The objective was to keep it as compact as a six-axle crane, even with its additional, seventh, axle.

The carrier is 52 feet long, the outrigger base is 28 feet and total overall length is 58 feet. Michael Klein, product marketing manager, explained, "In other words, it doesn't need more space than a six-axle crane at a work site, and yet it offers significantly better lifting capacities."

The AC 450-7 needed a seventh axle to be street legal with a longer boom and the required higher capacity, Klein said. The longer main

**Demag said its new AC 450-7 is powerful like an 8-axle crane and compact like a 6-axle crane.**



boom is 262 feet and the maximum it will lift at that full extent is 28 tons. A luffing jib of up to 266 feet can be added and the maximum system length is 433 feet.

The luffing jib can be extended in 10-foot increments from 79 feet. Its quick set up system is shared with the smaller 331 and 386-ton models and also with the range-topping 1,323-ton class AC 1000-9. Transporting the luffing jib is made easier by using two section sizes. These allow the pieces with the smaller

dimensions to be slid inside the larger ones.

The new Demag AC 450-7 has a new Sideways Superlift (SSL) design.

The Superlift arms are now mounted at the front of the boom, on the head of the base section. It means they are longer and better suited to larger lifting capacity. Capacity is 81 tons at a radius of 30 feet on a 197-foot boom with SSL. At a 43-foot radius with the boom at 262 feet capacity is 42 tons. Moving the radius out to 164 feet gives 14.1 tons. ■

## SC&RA posts new 2021 meeting dates

With Covid-19 numbers increasing and some states already imposing travel and gathering restrictions, the SC&RA Board approved an alternative plan for in-person meetings in 2021.

The Association reports that the 2021 Specialized Transportation Symposium is now scheduled for July 13-15 at the Sheraton Birmingham in Alabama. The 2021 Annual Conference is scheduled for October 25-29 at La Cantera in San Antonio, Texas.

In addition, the meetings usually held at the January Board & Committee Meeting will be held in August at a new location to be determined. The SC&RA Crane & Rigging Workshop will remain as scheduled, September 14-16, 2021 at the Hyatt Regency Chicago.

Individuals holding existing registrations need not take any actions at this time. The Association will retain and transfer the registration or accommodate those individuals who will be unable to attend the events that have been rescheduled.

"Being responsive to members' input on the desire and need to return to live events and not lose sight of the very real practical health considerations, the SC&RA Board of Directors has approved the rescheduling of our live meetings," said SC&RA CEO Joel Dandrea.

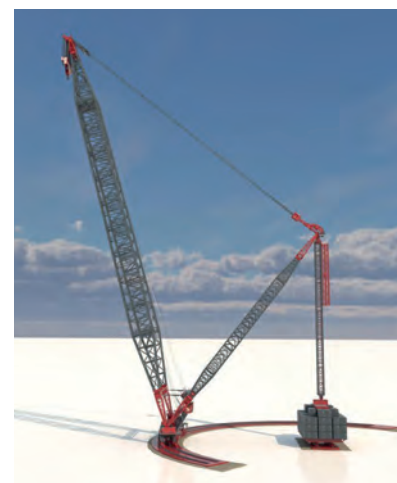
For more information please contact Surian Choi.

## Mammoet launches

A 6,614-ton (6,000 metric ton) capacity super heavy lift crane has been announced by Mammoet. The crane is in the SK line of mega cranes designed by Mammoet.

The Netherlands-headquartered international heavy lift and transport specialist said the SK6000 will typically be used to lift modules for the construction

**Mammoet's SK6000 is a 6,614-ton capacity super heavy lift crane.**





## ProLift acquires Entrec

ProLift Rigging has acquired the U.S. operations of Entrec Cranes & Heavy Haul headquartered in Dickinson, N.D. Founded in 1995, Entrec is a leading crane service and heavy haul provider for the oil and gas industry. Entrec has depots in North Dakota, Colorado and Texas.

Jesse Taylor, former Entrec vice president, will serve as regional director of ProLift's Rocky Mountain Region.

"The greatest asset of Entrec Cranes & Heavy Haul is Jesse and his team," said Matt Brennan, president and CEO, ProLift. "They are remarkable. We are very excited about the opportunity to partner with our new branch managers, crane supervisors, operators and crew."



**ProLift Rigging Company has acquired the U.S. operations of Entrec Cranes & Heavy Haul.**



**The 100,000 tonne-metre Sarens SGC-90 is all electric.**

## Sarens unveils ring-mounted SGC-90 crane

Sarens has announced a new 100,000 tonne-metre super heavy lift ring mounted crane. The SGC-90 joins its three larger siblings in the SGC (Sarens Giant Crane) series, the 250,000 tonne-metre SGC-250, the 140,000 tonne-metre SGC-140 and the 120,000 tonne-metre SGC-120. Nicknamed "Little Celeste," the new giant is fully assembled and has been undergoing testing at the port in Ghent, Belgium. It can have a load up to 1,650 tonnes on the hook.

A key feature of the crane, differentiating it from others of its size and type, is that it is all powered electrically and carries no hydraulics. Adding

to its "green" credentials is the ability to feed electricity back into the grid. During a lowering operation electricity is generated by using the hoist motors as dynamos. This can then be fed back into the main electricity network, which reduces consumption by as much as 40 percent, Sarens said.

The diameter of the ring is 35 metres and the maximum containerized counterweight is 3,000 metric tons. Main boom lengths are 100, 120 and 130 metres and jibs can be added, including a 27.5 metre runner and ones shared with other SGC series cranes. Erection or dismantling can be done in about four or five weeks, Sarens said. ■

## 6,614-ton mega crane

of FPSO projects, in bigger blocks. These can weigh up to 5,512 tons, Mammoet said.

The new model will also be able to handle, for example, a 1,654-ton 492-foot tall, flare tower in one piece. The SK6,000 allows EPCs to build bigger than ever before, with modules lifted directly onto the hull, without a requirement to rotate the modules on land or ship, according to Mammoet.

The new crane follows the

same design as the 5,512-ton capacity SK350 and the smaller SK190. While it can be erected on a full ring, the required set up area can be reduced by as much as 45 percent by just using a segment of track. This is due to the ballast being located in the center of the ring and not at the rear on the opposite side of the ring from the boom foot.

Maximum outreach for the new crane is 472 feet while

ground bearing pressure is designed to remain low for a crane of this capacity.

"With its long outreach, small minimum footprint and relatively small site impact, the SK6,000 greatly reduces the topside integration time," said Giovanni Alders, sales director, Mammoet. "Needless to say, with larger building blocks you spend less time connecting and testing, and more time producing." ■



**Five of 17 LR 11000 cranes operated by Buckner HeavyLift feature the new boom system.**

## Liebherr develops one hoist system

Liebherr has developed a more powerful SL8F2 boom system in collaboration with Buckner HeavyLift Cranes for the LR 11000 crawler crane. The Nordex Delta 4000 wind turbine with a rotor diameter of 489 feet is the latest generation onshore system in the four to five megawatts power class. In the past, three hoists were required to install the generator at 354 feet.

The SL8F2 system can hoist the completely assembled generator – the eighth version of the SL boom with the second version of the fixed F jib delivers a lifting capacity of 279 tons with a hook height of 374 feet, enough to hoist the 254 tons made up of the complete generator and load handling equipment up to the hub height of 354 feet.

Buckner completed the first Nordex Delta 4000 generator installed with a single hoist at a wind farm in Oklahoma. The LR 11000 was rigged with the 354-foot SL boom and 39-foot fixed jib, 143 tons of central ballast, 276 tons of slewing platform ballast and 88 tons on the slewing platform extension provided the required stability to hoist the gross load of 254 tons to a hook height of 374 feet.

## Manitex debuts TC65159

Manitex International has launched the new TC65159 truck mounted crane. It will feature a 65-ton base rating and a 5-section 159-foot, full power, proportionally extended boom with 168-foot tip height and 206-foot tip height when equipped with 1-piece, 38-foot offset lattice jib.

The longer boom will provide excellent relative stiffness in long reach applications making it attractive to steel erectors and other duty cycle applications where production work is key, the company said. The TC65159 will offer asymmetrical outrigger positioning, and increased ground penetration allowing the operator more flexibility to set up in confined spaces and uneven terrain.

## GKS and DICA create new blocking solution

**L**aunched in October, the Jack and Roll Block was created through a partnership between GKS Lifting and Moving Solutions and DICA USA. The engineered block replaces scrap wood to block heavy machinery

“In partnership with GKS, DICA is pleased to manufacture a safer, more durable blocking solution for the industrial market,” said Joy Johnson, vice president, DICA. “Made from DICA’s engineered

thermoplastic material, the new Jack and Roll Blocks are a highly durable and dependable solution guaranteed to never crack, splinter or rot.”

The partnership allowed for the two companies to come together and create a safer solution for blocking.

“Naturally, we looked to partner with an SC&RA member since they tend to have more expertise in the rigging marketplace,”

said Benjamin Dobrowolski, program manager, GKS.

“DICA USA has been replacing wood outrigger

pads for years, so they were a natural choice when creating a solution to replace wood blocking technology.”

The 7-pound block has a capacity of 20 tons and features DICA’s TuffGrip handles. ■



**The Jack and Roll Block is an engineered block that replaces scrap wood to block heavy machinery.**



■ Select Crane Sales now offers a line of composite outrigger pads through a partnership with Timcolite. The line of outrigger pads are lightweight, strong, resilient and cost efficient, the company said.

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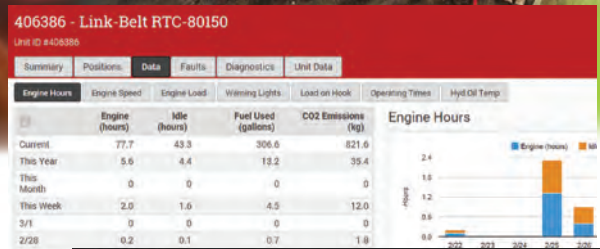
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In early November, the news that a promising Covid-19 vaccine had been developed sent markets skywards.

# Vaccine rally

It is always the unexpected which provokes the biggest and sharpest moves in the stock markets. So it was in early November with the announcement that Pfizer and BioNTech had developed a Covid-19 vaccine which was more than 90 percent effective.

## More normal life

This huge psychological and technological milestone in the battle against the pandemic was of course excellent news for the markets as it is a concrete step in the world returning to more normal life, and therefore more normal corporate performance.

Even though there was a broad spike in share prices on the news, it was arguably the traditional bricks and mortar companies that benefitted the most, as reflected by the Dow and S&P 500. There was also a spike in the tech-dominated NASDAQ because many of its component companies will not necessarily benefit from a

switch to virtual lifestyles in lockdown.

On the other hand, the benefits to traditional companies was demonstrated by the ACT Heavy Equipment Index (HEI), which is composed of U.S.-based construction equipment manufacturers. This hit a record high of 287 points in early November.

The spike in share prices was even more sharply accentuated, because markets fell sharply in the week before the vaccine announcement due to uncertainty around the election result and the prolonged vote counting process.

Aside from the election and vaccine news, the more mundane events of the previous month had been positive. Third quarter results in the heavy equipment sector generally pointed to a turnaround in both revenues and profitability, compared to the second quarter.

“ But of course, the recovery in equipment demand remains fragile. ”

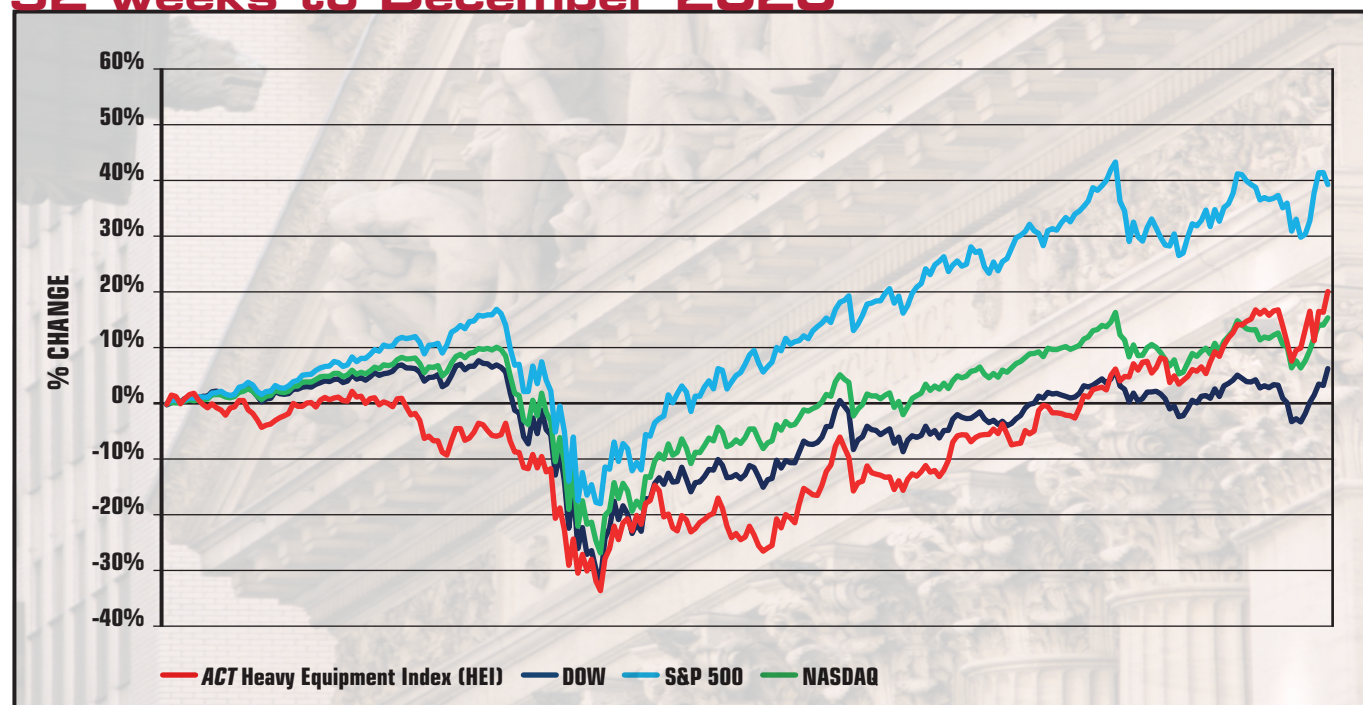
It was certainly an encouraging sign, but of course the recovery in equipment demand remains fragile, particularly heading into the Northern Hemisphere winter and the likelihood that the immediate impact of Covid-19 will worsen over this period.

## Clear policies

The markets will be looking for clear policy initiatives from President-elect Joe Biden on stimulation of the economy. Within that, the construction and construction equipment segments will of course be looking for substantial and sustained infrastructure investment. ■

**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.**

## 52 weeks to December 2020



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**2018 Grove GMK5250L 300 Ton | Fort Worth**



**2012 Grove GMK5110 10x8x10 | Fort Worth**



**Link-Belt RTC8050 50 Ton 4x4x4 | Polotitlan**



**Grove RT535E 35 Ton | Great Lakes Regional Event**



**Grove GMK5115L | Atlanta**



**Link-Belt LS138H-5 80 Ton  
Atlanta**



**Link-Belt LS108H II 50 Ton  
Great Plains Regional Event**



**2 of 3 - Tadano GR800XL-1  
Fort Worth**



**2018 Grove GMK5150L &  
2017 Grove GMK5150 | Fort Worth**



**2 - 2013 Grove RT765E-2 65 Ton  
Fort Worth**



**Link-Belt RTC80100  
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# Greater grease

**Jonathon Roberts** discusses how to develop a proper lubrication routine to assure quality equipment maintenance.

A crucial part of crane and equipment maintenance is a proper lubrication routine.

Service departments that routinely and properly lubricate their equipment will see less downtime, improved safety, and longer wear life on components.

Proper equipment lubrication will enhance operator safety. Improperly lubricated equipment will rattle, jerk, and generally not run smoothly. This can lead to dangerous working conditions for operators on a jobsite. Proper lubrication will also reduce equipment downtime. By keeping components on equipment properly lubricated with a good grease, you will extend maintenance intervals and keep your equipment working longer. Less downtime means your equipment will be more productive and have a higher rate of return on the investment you put into it.

Shutting a crane down at a jobsite to lubricate it might seem like a major hindrance. But the few hours it takes to properly lubricate a crane will pay off in dividends, rather than facing several days or weeks of unscheduled maintenance to repair any parts that were broken because of improper or irregular lubrication.

Today, many top-of-the-line greases now come in aerosol form, which makes lubricating crucial parts of equipment even faster and more convenient.

Selecting appropriate greases and properly lubricating components on equipment will cause less wear and tear on machines, thus reducing the need for more costly maintenance and replacements parts. It may be tempting to purchase cheap grease or bypass lubricating all together, but it will cost more in the long run by cutting corners. It

is better to have a good lubrication routine with a reliable grease.

## Choosing a lubricant

Greases come in a variety of forms and are purpose-built for different applications. Understanding this and knowing how to use certain greases will greatly improve maintenance routines and reduce equipment downtime. The important differences to look for are the grade (viscosity) of the grease, the class of grease (petroleum vs. synthetic), and the additives in the grease. There are different ways to evaluate the effectiveness and durability of a grease, but for simplicity sake, we will look at these major factors.

First and foremost is to actually use grease to lubricate your equipment. Using any other substance could cause serious damage to your equipment and undue risk to your equipment operators. Before beginning any lubrication maintenance routine, always make sure that the substance you are using is in fact suitable for lubricating equipment. Even greaseless booms will need some sort of wax to keep them running smoothly and without damage.

Greases are comprised of different base oils and soaps. Synthetic-based greases are the primary greases used in heavy equipment maintenance. The two primary types of synthetic grease seen in heavy equipment maintenance are lithium complex greases and calcium-based greases.

In general, lithium complex greases are cheaper, but do not have the same level of performance as calcium-based greases. Calcium-based greases are usually more expensive but generally provide better performance in a wider variety of environments and applications than lithium complex greases. Calcium-based greases are inherently rust preventative and have excellent resistance to water washout compared to lithium greases. However, there are certain applications where lithium grease applications are appropriate, such as chassis lubrication.

To support the performance of the



**The important differences to look for in types of greases are the grade (viscosity) of the grease, the class of grease (petroleum vs. synthetic), and the additives in the grease.**

base, grease will have additives. PTFE is a common additive to support the base and it is generally a very helpful additive in any grease and one you should look for when selecting a grease. It enhances the lubricity of the grease and allows the grease to perform at much wider temperature ranges. Molybdenum is another additive that is common and allows grease to operate at extremely high heat without breaking down.

Greases are made with these different bases and additives because they are made to perform differently. While all grease might look similar, these unique properties are purposely designed to perform at different temperature ranges, pressure ranges, environmental conditions, and equipment usage. For example, you would not want to use an open gear lubricant on a wire rope, and vice versa. And you would want to use an extreme high heat resistance grease for equipment such as hydraulic hammers. So when you select your grease, carefully read the label and see what its recommend use is. Look into the ingredients and determine if they are the best fit for your application. ■

## THE AUTHOR



**Jonathon Roberts** is vice president of operations for Lube-A-Boom, which is dedicated to providing lubricants to the heavy equipment industry.



**D. Ann Shiffler talks to Joel Dandrea** about the need for a 2021 rebound.

# Finding

**A**ccording to SC&RA CEO Joel Dandrea, 2020 was the most challenging year of his 20 years leading the Association.

"Covid-19 threw a great unknown, not only to our country, but to the world," he said.

Three days after Election Day and the presidential election still undecided at the time of our interview, Dandrea described the United States as "clearly out of balance with many divisive issues."

Thinking back to 2001 and the terrible terrorist attacks of 9-11, Dandrea said "the country affirmatively came together on a united, patriotic front to fly the flag, regain traction and stand up."

Ever the optimist, Dandrea is confident the country will effectively "rebound" in 2021, like it did in the aftermath of 9-11.

"I've talked to many business owners in our space, dozens of association leaders, political consultants and lobbyists, and family and friends from all over the country on both sides of the political parties and who have many different business interests," he said. "While some are well positioned and making solid progress, others are facing considerable challenges. In addition to standard business issues, there is a healthy dose of mental exhaustion."

What does Dandrea think it will take to achieve the balance that is needed to beat back Covid-19, a struggling economy, a battered political process and a divided electorate?

"We have to have the constitution, resolve and absolution of a prize fighter," he said. "It's going to require hope, resolve, faith, patience, perspective and, perhaps most of all, commitment."

Further, the good news is that the crane, rigging and specialized transportation sector is well-poised to lead the way to a better America and world, he said.

"Our Association is supported by a very loyal, dedicated and hardworking membership," he said. "Thank God we serve an industry that is so critically essential to the U.S. and the global economy. Our ability to get that essential critical infrastructure designation at the onset of the Covid-19 crises from

Homeland Security enabled our industry to continue on two feet and move forward. While our industry has been challenged, many other industries have it far worse and will require much more time and financial resources to bounce back."

It was a breath of fresh air to sit down with Dandrea and get his take on what is happening and what needs to happen. He leads the SC&RA with an intelligent and informed resolve and a true servant heart.

I think you will be interested in what he has to say about the industry and what it will take for our country to "rebound" for better times.

## **DESPITE THE CHALLENGES OF COVID-19, HOW DO YOU CHARACTERIZE THE CRANE, RIGGING AND SPECIALIZED TRANSPORTATION SECTOR?**

On the whole we are doing good. While it could be better, it could be far worse for our members. On the whole, we are doing pretty well. There are some small niches and pockets that are doing extremely well. And there are some companies here and there, for different reasons, struggling and will require more time and support to bounce back. Cash is king; the more leveraged a company is coming back from 2020, the greater the challenge. If you have a stable workforce, you hold the Queen of Hearts.

## **HOW DO YOU CHARACTERIZE THE GENERAL MEMBERSHIP STATUS OF SC&RA?**

We are in a good place. I'm encouraged by the feedback and reports for dues renewal. October, November and December are big membership renewal months, and it's the time of year when our members are reporting gross revenues from the prior year and recommitting for the following year.

We take pride in being able to get a general retention rate of 90 percent in good years, and we've been as high as 92 percent. After 9-11 we fell to 88 percent, and after the financial crisis of 08 and 09, we dropped back to 88 percent. Back then we saw a lot of merger and acquisition activity, and still we were able to bounce back to 90 to 91 percent in a couple of years.

Our membership is comprised of entrepreneurs and people who have the

strongest work ethic and take extremely great pride in the work that we do. And they are fighters. There are segments that are hurting – the oil and gas industry is down. Wind power was a strong segment, but it has seen retraction.

There are different cycles and sectors that are challenged at different times. But because of the essentiality of our industry, it is resilient. While we have a lot of competition among members, we are also very united as a group. Members call members every day. There are times that a regulatory issue will create a divide, but it's only temporary. At the end of the day, this is an industry that comes together.

## **CAN YOU EXPLAIN SC&RA'S CONCRETE PUMPER INITIATIVE?**

A couple of years ago, we met with representatives from the concrete pumping sector with regard to the synergies our two sectors have in common. It became apparent that we had an opportunity to embrace the concrete pumping segment of the construction industry that often partners and networks with our members.

Whether it's a transportation or crane and rigging issue, we work with and are aligned with many of the same suppliers and insurance companies. It was an opportunity to open up another membership category and invite them in for education, advocacy, networking and business development. For the most part, concrete pumper operators are operating articulating cranes. In addition to transportation safety, issues they face include overhead powerlines, ground stability and OSHA issues. There are many commonalities.

## **AND NCCCO WILL SOON OFFER A CONCRETE PUMPER CERTIFICATION?**

Yes. We talked with NCCCO about concrete pumping becoming a segment of our membership and they recognized, as an independent certification body, that developing a concrete pumper certification would provide this sector with a quality program for certification. They put in place a task force to build the program and we are optimistic that certification will be in place in 2021.



# balance

**AFTER CANCELING THE 2020 ANNUAL CONFERENCE AND HOSTING AN ONLINE VERSION OF THE CRANE & RIGGING WORKSHOP, SC&RA INTENDS TO HOLD IN-PERSON EVENTS IN 2021. HOW DID THIS DECISION EVOLVE?**

We've listened to many, many different opinions and thoughts from our members in the U.S. and abroad. We've conducted surveys and it became clear that one of the greatest values of membership is networking and educational opportunities. A considerable portion of our membership want us to get back to in-person meetings.

After all this dialog with the membership and discussions with our hotel partners, we decided to go back to live meetings later in 2021. We fully recognize, appreciate and respect that there are members who will attend and participate and there are members who cannot yet make the commitment. Because of escalating Covid restrictions, we're working on summer and fall dates for the Board and Committee Meetings, Specialized Transportation Symposium and Annual Conference.

**WHAT IS THE SC&RA SAFE PROTOCOL THAT HAS BEEN DEVELOPED FOR MEETINGS?**

To safely hold our meetings, we have to follow CDC guidelines, procedures and protocols. The hospitality industry has been hammered by Covid-19, but we are seeing the needle starting to move back to live meetings. SC&RA Safe is the result of our gathering a lot of information to put together a protocol that will require masks, assure social distancing and a number of other things that are a common thread to moving back to live meetings.

We've always taken pride in responding to our members and giving them different options. Going back to live meetings in 2021 affords those members who are comfortable with following these safety protocols with the networking and educational opportunities they need. We

**Joel Dandrea, CEO of SC&RA, recently celebrated 20 years with the Association.**

all have to move ahead with great caution, and we've got to follow safe protocols.

**SC&RA IS WORKING ON LAUNCHING A NEW MEETING APP. WHAT WILL IT INVOLVE?**

We introduced our first meeting app about seven years ago and utilization has increased with each meeting. Our new app will have the same features as the old one, but it will also incorporate much more information including news, a membership directory and related events information.

**WHAT LED TO SC&RA'S ENVIRONMENTAL POLICY INITIATIVE?**

We have over the >16

“ We have to have the constitution, resolve and absolution of a prize fighter. It's going to require hope, resolve, faith, patience, perspective and, perhaps most of all, commitment. ”

**JOEL DANDREA, CEO, SC&RA**



years dealt with different environmental issues at the federal and state level. Sometimes they have been relevant to the manufacturers and other times more relevant to the crane and rigging and trucking operations. Our leadership determined we needed to address environmental issues consistently and thoroughly. So, we decided to develop an Environmental Policy Committee. Our members have done a great job within their own space addressing and complying with many of these issues. Our Association will focus on being more proactive from an advocacy and education standpoint.

## HOW IS SC&RA APPROACHING ITS ADVOCACY CAMPAIGNS IN 2021?

At the top of our advocacy agenda is an infrastructure bill. We know that once there is an infrastructure package passed, it will be great for our entire industry, whether you are in transportation, crane and rigging or manufacturing. A stimulus bill is another priority, and it's possible it will be tied to an infrastructure bill.

Politics and divide have held back this legislation. We have confidence that we will see this legislation move forward in

2021. The infrastructure bill has been high on the radar, and Republicans and Democrats see it as critical, essential legislation.

As for UPT2021, we have stayed firm and continued to work with state and federal agencies to ensure that we don't lose momentum with regard to our initiative for automation, harmonization and permit uniformity among the states. We'll continue to address the never-ending crane and rigging issues introduced at both the federal and state levels.

## DID YOU PICK UP ANY HOBBIES OR PAST TIMES DURING QUARANTINE? ANY NEW YEAR'S RESOLUTIONS?

2020 has been a mental, physical and emotional challenge. Getting outside and exercising helps clear the head and gain perspective. In the early mornings, late at night and on weekends I've spent a lot of time outside – running, walking and playing golf. Family time has been a strong focus for me. I am still blessed to have great brothers and sisters, and my children, who I talk to a lot.

2020 has been a challenge to keep your attitude in check and to fight through the

“ Our Association is supported by a very loyal, dedicated and hardworking membership. ”

BS. I have tried to read a little more and listen to music more. And to turn off the news.

As far as New Year's resolutions, it's pretty simple. Never run for public office, maintain sanity and never give up.

I approach the future with words I heard a lot as a kid: Faith is greater than fear.

I love my job and the people I work with. I've been here 20 years because the people in this industry have been the life blood that have been my source of focus, stability and professional fuel. They provide the balance and passion I need. Our staff and our members get it. They work hard and play hard. We know we serve a critical role in the economy. We are fighters, and right now more than ever, it's going to require great fight, great resolve and great perspective.

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# Boom repair basics

**Mike and Tyler Smith**

discuss the many aspects of quality boom repair.

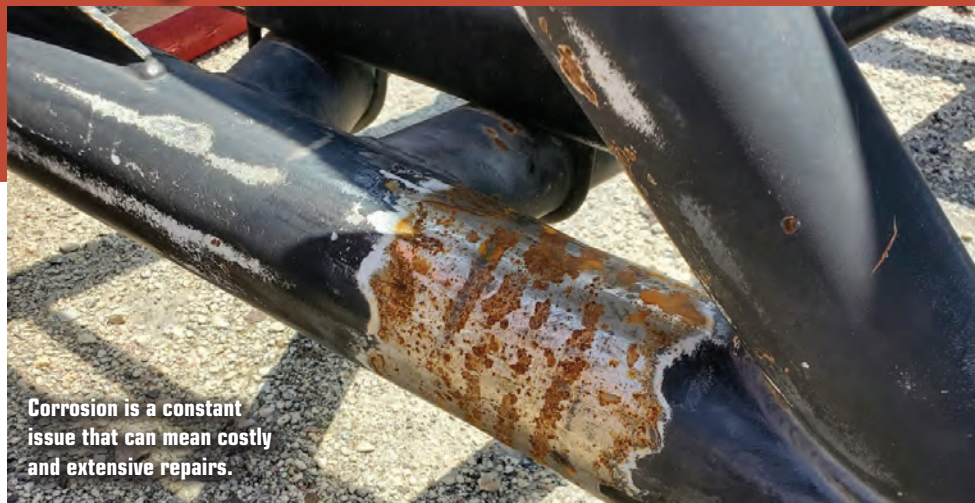
**B**oom repair encompasses multiple industries and types of machines. Lattice and hydraulic crane booms – as well as excavator, man lift, sign cranes and drill masts – all come into play. Although repairs in each scenario are different, the overall goal must be a repair that is safe, operable and structurally as sound as or stronger than the OEM original. Many factors go into returning a damaged boom into like-new condition, including welder qualifications, documented repair procedures, OSHA guidelines, replacement steel and filler metal.

With a lattice boom repair, multiple issues must be considered. Boom straightness and overall damages (including corrosion) need to be reviewed and defined. Lattice boom lacing replacement procedures are OEM specified for almost all booms and should be followed in all cases. Steel tube, grade, filler metal grade, welder qualifications and welds NDT need to be right and be documented.

When a boom gets to our shop, chances are high it's not straight. Whether it's by hydraulic cold straightening or removing damaged parts and replacing them, the boom must be straight per the manufacturer's guidelines. Anything over 1/8 inch still needs work, according to Certified Boom Repair standards.

Corrosion damage on older equipment is a constant issue that needs to be addressed. Cranes in the Florida Gulf Coast region are often damaged by the salty air. Corrosion can mean costly and extensive repairs or replacement.

Cleaning up corrosion damage using UT testers can determine the wall thickness



Corrosion is a constant issue that can mean costly and extensive repairs.

loss in the journal areas, main chords and lacings. If that loss is greater than 10 percent then something needs to be done to reinforce, replace and repair.

## Pinning up

When making significant repairs on lattice boom sections there is always the need to “pin up” to a joining section. The square shape on either side of a lattice boom insert section is referred to as the picture frame. Those picture frame measurements need to be such that it can pin up to the other sections without significant banging, hammering or pushing. Vertical, horizontal and cross-measurements need to be consistent with the other sections designated for that particular make and model of crane.

Many times, there is no visual damage to a lattice section but when it gets pinned up to the rest of the boom it appears twisted or it is swerving off to the right or left. Nine times out of 10, this is because one or multiple sections of boom has some main chord deflection or twist (main chord being the four main bigger pieces of steel tubing on the four corners of the boom). Repairs to main chord deflection often necessitate removing multiple lacings, cold-straightening the main chords, jiggling to a table and then fitting and welding in new lattice members.

Hydraulic booms can suffer similar damage as lattice booms. When they are involved in an accident with significant boom damage, become deflected over time or corrosion has set in, then thorough and professional

inspections should note all discrepancies. Maintenance or repair recommendations must be made and action taken.

Certified Boom Repair often sees significant corrosion set in on tops of base sections, requiring major repairs. Most booms have reinforcement plates on the top of the base section in which water is prone to collect. With hydraulic booms being constructed out of high strength steel plate, the repair procedures are different than repairing a lattice boom of steel tubing construction. However, the core concepts remain the same. The damaged steel needs replaced, and the boom needs to be straight.

Every project has its own set of challenges that encompass all phases of a repair facility's ability to provide a complete, accurate, timely and efficient repair process. At Certified Boom Repair “with proper procedures and documentation, we guarantee that your boom is re-certifiable to OSHA CFR 29, Part 1926.1400.”

When required and on request, Certified Boom Repair can contract a third-party licensed inspector to inspect and certify its work. Welding procedures are pre-qualified or custom designed by a licensed engineer. Personnel are certified to weld to 100,000 psi yield steel, and several welders are certified to weld 140,000 psi steel to meet AWS D14.3. MIG, TIG or STICK specifications.

Safety drives this industry. A preventative maintenance culture must be implemented to guarantee safety. That goes for the service and repair process as much as the operational process.

## THE AUTHORS

**Mike Smith** is the founder and president of Certified Boom Repair Service and Anchor Machine & Fabricating.

**Tyler Smith** is vice president of the Tampa, FL-based companies.

# Structural repair

**Dave Wood** discusses why structural repair requires stringent processes and consistent procedures.

**W**HECO found itself part of the lifting equipment business almost 30 years ago when it had some structural work performed by a third party on a crane it was repairing for a customer. The repaired weldment did not meet WHECO's quality expectations, which was problematic. Our team determined that a better method needed to be developed.

We reached out to structural engineers with crane design experience, a third-party welding consultant who was the dean of the local welding college, a local third-party non-destructive testing company and its customers. WHECO even reached out to Federal OSHA to research its requirements. With this information, we started WHECO's structural repair division.

The company set up its facility with the proper tools and personnel. The saying "if you build it they will come" applied and business flourished.

But we quickly learned that not all weldments can be repaired, either to a safe condition or economically. Consequently, WHECO developed its own internal repair processes to assure consistency in its approach.

When we receive a request or inquiry for a repair, our team asks the customer all sorts of questions to help determine if the repair warrants going forward. WHECO first needs to know how the damage occurred as this gives clues as to the types of forces that may have been involved. We also request pictures of the damage and any surveys that may have been performed. If it is determined the



**A tower crane weldment is repaired at WHECO's structural repair division.**

repair is feasible, the customer is provided parameters of the repair sequence.

Once WHECO receives the damaged weldment, a full survey is performed to confirm whether the damage can be repaired safely and economically. The repair will fall under one of two paths forward: (a) an OEM approved repair where WHECO works with the manufacturer on a process; or (b) a third-party engineer-approved repair. Either way, a proposal will be prepared and provided to the customer for its review and written approval.

## OEM cooperation

In the case of a third-party engineered repair, WHECO will provide the engineer with its survey as well as material samples taken, which determines the existing material and weld process to be used. If it's an OEM repair process, the OEM will provide the material and welding process required. It should be noted that when WHECO started performing structural repairs, it had very little cooperation with

OEMs. Now, 30-years later, many of its repairs are performed with the approval and cooperation of the OEMs. This was a welcomed change in the industry.

Once the repair process is received, WHECO moves forward. Weldments are placed into WHECO fabricated and designed jigs and fixtures. Hold points are established so that in-process welds can be tested by third-party non-destructive testing (NDT) companies. Final weld-out will also be tested and documented for the file.

On most projects WHECO will also NDT test welds not damaged – but in the general vicinity of the repair – to assure no hidden issues are present. Once complete, the repair will be prepped and painted. The goal upon completing a job is that the customer will not be able to see where the repair was made.

With each completed repair, WHECO will provide the initial survey of the weldment, the material sample results, Mill Certs on the replacement material, engineering or OEM documents, NDT

## THE AUTHOR

Formerly president of WHECO, **Dave Wood** is a director of the company that is based in Richland, WA.





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results and the welder's qualifications to the procedures required. This information is duplicated and kept on file.

Like other structural repair companies,

WHECO has a firm policy of refusing to repair a piece of equipment that it does not deem safe or feasible to repair. It

also will not modify a weldment without OEM or engineering approval. ■

## Cylinder restoration

Hydraulic cylinders in cranes include include telescope cylinders, boom lift cylinders, outrigger cylinders and backstop (nitrogen charged) cylinders. Garrod Hydraulics is a leading cylinder repair operation in North America. According to Garrod's Brian Hollerbush, cylinder repair duration varies, generally between two to 10 years.

"It depends on the working environment, whether it's working in a coastal area where there is salt air exposure, at a chemical plant or a cold weather location," he said. "If the crane is disassembled and moved from site to site, cylinders can be damaged. Sometimes operator error is a factor."

It is important to assure hydraulic cylinder repair is OEM approved.

"We have seen cylinders that have been repaired using improper barrel material and the cylinder imploded or exploded," he said. "The manufacturers use special materials for

**Garrod Hydraulics' Brian Hollerbush said cylinder repair should be OEM approved.**



a reason. Any modification is changing what the cylinder engineer designed it to do."

OEMs generally allow certain shops to work on their cylinders because liability is an issue.

"These cranes work in large cities in tight spaces, lifting heavy loads, so you want to make sure the cylinder is repaired by a shop that works with the OEM," he said.

Hollerbush said remanufacture is normally cheaper because many cylinders are made in Europe and shipping is expensive.

"If the cylinder is not in stock, it could take months to get a replacement," he said. "Smaller cylinders are easily stocked in the U.S. and may be more cost effective to just replace. It boils down to which way is more cost effective and eliminates the downtime."

Cylinder repair is an intricate process that requires experience and expertise.

"The cylinder is disassembled and inspected, noting any issues provided," Hollerbush said. "Internal tubes are pressure tested. The cylinder barrel is honed to check for dents and bulges. It is finished with the proper surface finish for the type of seal being used. All chrome surfaces are inspected for marks, rust, pitting or other damage that can affect seal life. The chrome is polished or stripped off and new chrome is applied. Parts are repaired or replaced. After all processes are complete, cylinder parts are cleaned and new seals installed. The cylinder is then re-assembled and tested to the required pressure."



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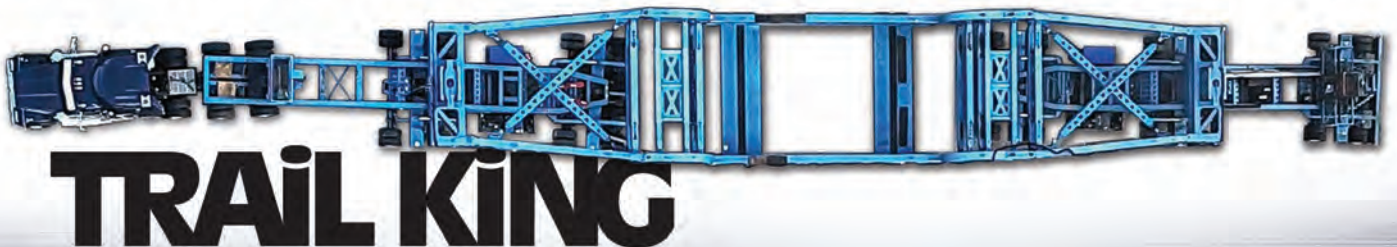
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# The Covid factor

ACT's 16th annual ranking of North America's largest specialized transportation companies.

While 2019 saw our annual **ACTTRANSPORT50** list of North America's largest specialized transportation companies flatten out, this year shows a full retraction in fleet size, capacity and number of terminals. While number of employees rose slightly, every other category was down from 2019 and 2018.

In 2019, the **ACTTRANSPORT50** saw modest growth in total capacity from 1,245,246 U.S. tons in 2018 to 1,272,474 U.S. tons in 2019. The 2019 **ACTTRANSPORT50** saw declines in several categories including number of employees, number of terminals and number of modular/hydraulic platform trailers/dollies. But this year, the total capacity of the **ACTTRANSPORT50** is 1,219,119 tons, down almost 55,000 tons. Fleet size was 53,000 units, down 64 units from 2019.

We believe there are three reasons for the decline in our 2020 **ACTTRANSPORT50**. The first is that the Covid-19 pandemic had a profound impact on fleet size because the major players did not increase their fleets over the past year, for the most part. Secondly, there were a couple of mergers and

acquisitions, and thirdly, four or five companies that have not updated their survey forms in a couple of years went off the list.

As for our **ACTTRANSPORT50** ranking, Landstar Transportation Logistics kept its long-time Number 1 spot with a fleet size of 13,763, up from 13,449 in 2019. However, Landstar's growth is modest. In 2018, the company reported gains of more than 1,000 units while last year it reported a fleet size that was 244 units smaller than 2018. Landstar

again tops the list with a capacity of 99,236 tons, which is also down. In 2019 Landstar reported a capacity of 100,675 tons, surpassing the 86,890 tons reported in 2018.

The top four on our **ACTTRANSPORT50** stayed the same with Landstar, Daseke, ATS Specialized and Maxim Crane Works keeping their rank. Fifth this year is ALL Erection and Crane Rental, which jumped ahead of Bennett Motor Express. Also moving up in the top 10 were Transport Bellemare,

&gt;26

## TOP 10 ACTTRANSPORT50 BY TOTAL CAPACITY OF FLEET

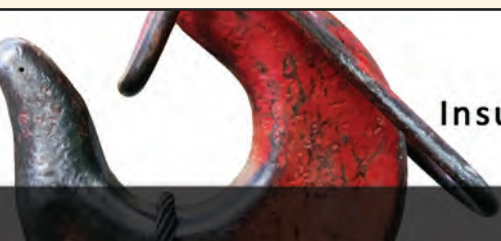
	2020 RANK	COMPANY NAME	TOTAL CAPACITY US TONS
1	1	Landstar Transportation Logistics	99,236
2	2	Daseke Inc.	87,148
3	12	Mammoet North America	83,263
4	5	ALL Erection & Crane Rental	75,470
5	7	Barnhart Crane & Rigging	68,254
6	3	ATS Specialized	65,759
7	6	Bennett Motor Express	49,955
8	4	Maxim Crane Works	48,249
9	35	J. F. Lomma Inc.*	44,350
10	13	Emmert International	39,492



	2018	2019	2020
<b>TOTAL FLEET SIZE</b>	51,313	53,064	<b>53,000</b>
<b>TOTAL CAPACITY</b>	1,245,246 US Tons	1,272,474 US Tons	<b>1,219,119 US Tons</b>
<b>NUMBER OF TRUCK/TRACTORS</b>	21,961	22,603	<b>23,247</b>
<b>NUMBER OF EMPLOYEES</b>	29,195	28,545	<b>28,833</b>
<b>NUMBER OF TERMINALS</b>	2,294	2,132	<b>1,346</b>
<b>NUMBER OF MODULAR/HYDRAULIC PLATFORM TRAILERS/DOLLIES IN FLEET</b>	9,844	9,061	<b>8,380</b>
<b>CAPACITY OF MODULAR/HYDRAULIC PLATFORM TRAILERS/DOLLIES IN FLEET</b>	443,971 US Tons	450,249 US Tons	<b>425,451 US Tons</b>
<b>NUMBER OF SPECIALIZED TRAILERS IN FLEET (including all multi-axle units)</b>	20,877	22,657	<b>22,393</b>
<b>TOTAL CAPACITY OF SPECIALIZED TRAILERS IN FLEET (including all multi-axle units)</b>	806,523 US Tons	832,099 US Tons	<b>779,317 US Tons</b>

BY THE NUMBERS

2020 RANK	2019 RANK	COMPANY NAME	CITY STATE	# OF TERMINALS	SCOPE OF OPERATION	# OF EMPLOYEES	SENIOR CONTACT
1	1	<b>Landstar Transportation Logistics</b>	Jacksonville, FL	555	International	1,333	Rusty Cody, VP, heavy specialized
2	2	<b>Daseke Inc.</b>	Addison, TX	109	International	4,608	Chris Easter, CEO/COO
3	3	<b>ATS Specialized</b>	St. Cloud, MN	14	International	1,356	Gary Stang, senior VP, general manager
4	4	<b>Maxim Crane Works</b>	Bridgeville, PA	56	National	3,500	Bryan Carlisle, CEO
5	6	<b>ALL Erection &amp; Crane Rental</b>	Independence, OH	33	National	1,600	Michael L. Liptak, president
6	5	<b>Bennett Motor Express</b>	McDonough, GA	200	International	290	David Lowry, CEO
7	8	<b>Barnhart Crane &amp; Rigging</b>	Memphis, TN	55	National	1,675	Alan Barnhart, CEO
8	7	<b>Combined Transport Inc.</b>	Central Point, OR	1	International	632	Michael S. Card, president
9	11	<b>Deep South Crane &amp; Rigging</b>	Baton Rouge, LA	7	International	700	Mitch Landry, president
10	12	<b>Transport Bellemare International</b>	Tross-Rivieres, Quebec City, Canada	7	International	710	Jean-Luc Bellemare, president
11	13	<b>Daily Express</b>	Carlisle, PA	8	International	183	Mark Eyer, VP, operations
12	14	<b>Mammoet North America</b>	Rosharon, TX	21	International	1,500	Martijn Kuipers, managing director
13	15	<b>Emmert International</b>	Clackamas, OR	4	International	91	Terry W. Emmert, president
14	16	<b>Bay Ltd.</b>	Corpus Christi, TX	8	International	3,500	Berry Peterson, VP
15	17	<b>ML Crane Group</b>	Albuquerque, NM	13	National	648	Scott Wilson, president
16	9	<b>Bigge Crane &amp; Rigging</b>	San Leandro, CA	21	National	1,050	Weston Settlemier, president/CEO
17	19	<b>Fagioli USA</b>	Manvel, TX	4	International	122	Edoardo Ascione, president
18	20	<b>Tradelossa</b>	Durango, DGO, Mexico	7	International	279	Armando Lee, commercial manager
=19	22	<b>Edwards Moving &amp; Rigging</b>	Shelbyville, KY	6	International	125	Jason Edwards, CEO
=19	21	<b>Heavy Transport/Bragg Companies</b>	Long Beach, CA	9	National	200	Robert Weyers, general manager
20	18	<b>Sterett Heavy Hauling</b>	Owensboro, KY	8	National	40	Ben Walker
21	26	<b>DD&amp;S Express</b>	Annapolis, MD	50	National	15	Rick Seleski, VP
22	27	<b>Supor Heavy Haul</b>	Kearny, NJ	5	International	203	Doug Filos, director, heavy haul
23	25=	<b>Lampson International</b>	Kennewick, WA	8	International	300	William Lampson, president/CEO
24	23	<b>Miller Transfer</b>	Rootstown, OH	18	International	85	Mitchell J. Unger, president
25	24	<b>Northwest Logistics</b>	Oklahoma City, OK	9	International	196	Andy Hodges, president
26	NEW	<b>NessCampbell Crane + Rigging</b>	Portland, OR	6	Regional	300	Mike McDonald, VP
=27	37	<b>Mountain Crane Service</b>	Salt Lake City, UT	1	National	63	Paul Belcher, CEO
=27	28	<b>TJ Potter Trucking*</b>	Becker, MN	1	Regional	90	Barb and Todd Potter, owners
=28	30	<b>Totran Transportation Services</b>	Calgary, Alberta Canada	2	International	120	Scott Trousedale, VP
=28	29	<b>Contractors Cargo Company*</b>	Compton, CA	2		40	Gerald Wheeler, president and owner
29	33	<b>Beyel Brothers</b>	Cocoa, FL	8	Regional	393	Joseph Beyel, president



Crane and Rigging  
Insurance and Risk Management

**EXPERTS**



WEBSITE	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			
www.landstar.com	2,715	42	96,521	2,989	10,732	99,236	<b>13,763</b>
www.daseke.com	7,052	178	80,096	3,787	4,543	87,148	<b>8,508</b>
www.atsinc.com	1,885	22	63,874	1,983	955	65,759	<b>2,960</b>
www.maximcrane.com	7,640	312	40,609	1,836	600	48,249	<b>2,748</b>
www.allcrane.com	1,050	15	74,420	2,116	430	75,470	<b>2,561</b>
www.bennettig.com	3,450	137	46,505	1,062	1,192	49,955	<b>2,254</b>
www.barnhartcrane.com	26,461	134	41,793	774	376	68,254	<b>1,272</b>
www.combinedtransport.com	1,285	401	4,720	261	585	6,905	<b>1,247</b>
www.deepsouthcrane.com	15,508	372	19,740	496	70	35,248	<b>938</b>
www.groupbellemare.com	7,048	283	20,016	384	250	27,064	<b>917</b>
www.dailyexp.com	1,065	14	22,465	536	318	23,530	<b>868</b>
www.mammoet.com	72,987	479	10,276	320	42	83,263	<b>841</b>
www.emmertintl.com	29,342	575	10,150	120	91	39,492	<b>786</b>
www.bayltd.com	19,160	438	2,750	145	160	21,910	<b>743</b>
www.mlcranegroup.com	2,070	46	5,030	289	397	7,100	<b>686</b>
www.bigge.com	10,740	227	16	343	110	26,723	<b>680</b>
www.fagioli.com	25,058	652	0	0	0	25,058	<b>652</b>
www.tradelossa.com	11,530	258	8,716	182	153	20,246	<b>593</b>
www.edwardsmoving.com	18,228	329	9,664	179	60	27,892	<b>568</b>
www.braggcrane.com	16,610	213	7,700	246	109	24,310	<b>568</b>
www.sterettheavyhauling.com	10,943	264	7,545	218	75	18,488	<b>557</b>
www.ddsexpress.com	1,134	47	9,820	243	184	10,954	<b>474</b>
www.jsupor.com	11,194	248	7,908	149	73	19,102	<b>470</b>
www.lampsoncrane.com	14,006	372	2,032	64	30	16,038	<b>466</b>
www.millertransfer.com	0	0	13,900	323	120	13,900	<b>443</b>
www.northwestheavyhaul.com	2,527	66	9,525	160	198	11,052	<b>424</b>
www.nesscampbell.com	736	26	9,185	309	66	9,921	<b>401</b>
www.mountaincrane.com	7,526	112	4,922	200	57	7,531	<b>369</b>
www.tjpottertrucking.com	160	3	4,915	301	65	5,075	<b>369</b>
www.totran.ca	12,346	590	9,660	222	85	22,006	<b>367</b>
www.contractorscargo.com	3,130	98	7,960	215	43	11,090	<b>367</b>
www.beyel.com	5,735	164	6,185	126	73	11,920	<b>363</b>

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2020 RANK	2019 RANK	COMPANY NAME	CITY STATE	# OF TERMINALS	SCOPE OF OPERATION	# OF EMPLOYEES	SENIOR CONTACT
30	31	<b>Berard Transportation</b>	New Iberia, LA	5	National	75	Brett Berard, VP, operations
31	34=	<b>Southwest Industrial Rigging</b>	Phoenix, AZ	5	International	195	Harry Baker, president
32	10	<b>NCSG Crane &amp; Heavy Haul</b>	Acheson, Alberta, Canada	9	National	400	Heather MacCallum, president
33	35=	<b>Vic's Crane &amp; Heavy Haul</b>	Rosemount, MN	5	National	250	Josh Horsch, VP
34	34=	<b>MSA Delivery Services</b>	Canton, MI	3	International	65	Jerry Rozum, president
=35	35=	<b>J. F. Lomma Inc.*</b>	South Kearny, NJ		National	163	
=35	36	<b>Trans-United</b>	Burns Harbor, IN	12	International	57	Jeffrey S. Fleming, president/CEO
36	NEW	<b>ProLift Rigging</b>	Germantown, TN	7	National	167	Matthew Brennan, CEO
37	38	<b>Triton Transport</b>	Chilliwack, BC, Canada	3	International	78	Jared Bragg, VP/general manager
38	39	<b>Omega Morgan</b>	Hillsboro, OR	4	International	350	Erik Zander, director of sales
=39	40	<b>Midwest Specialized Transportation*</b>	Rochester, MN	2	International	76	Jeff Resch, VP/general manager
=39	NEW	<b>Boss Crane &amp; Rigging</b>	Longview, TX	3	National	150	David Cowley, President
=40	41=	<b>Intermountain Rigging</b>	Salt Lake City, UT	2	National	90	Ron Montgomery, president
=40	41=	<b>Silk Road Transport*</b>	Arkport, NY	1	International	45	Todd S. Haraty, COO
41	42	<b>Sarens USA</b>	Houston, TX	5	International	200	Steven Sarens, senior VP
42	43	<b>Precision Heavy Haul</b>	Tolleson, AZ	2	National	22	Mike Poppe, president
43	41=	<b>Yarbrough Transfer Company</b>	Winston-Salem, NC	3	Regional	70	David Yarbrough, president
=44	44	<b>Taylor Crane &amp; Rigging</b>	Coffeyville, KS	2	National	101	Jim C. Taylor, president
=44	46	<b>Global Specialized Services</b>	Casper, WY	2	National	70	Jim Orr, president
45	45	<b>Marco Transport</b>	Santa Ana, CA	2	Regional	40	Tim McVay, president
46	NEW	<b>Buckingham Heavy Transport</b>	Bernville, PA	2	Regional	40	Jamin Buckingham, president
=47	47	<b>Great Lakes Heavy Haul</b>	Wayland, MI	1	National	33	Ben Mayer, COO
=47	48	<b>Specialized Inc.</b>	Aurora, OH	1	Regional	18	Al Kuhl, president
48	50	<b>Advanced Freight Dynamics</b>	Conroe, TX	1	National	14	Steven Lyons
49	49	<b>Irving Equipment</b>	Saint John, NB, Canada	6	International	100	David Irving, general manager
50	NEW	<b>Perkins STC</b>	Becker, MN	2	International	17	Barb Potter, owner

Deep South Crane & Rigging, Combined Transport and Barnhart Crane and Rigging.

The most notable change on the list was Bigge Crane & Rigging, dropping from 9 to 16. This was because the company sold a lot of its transportation fleet in a strategic move to concentrate its business in the lifting sector.

Five companies are new to the **ACTTRANSPORT50**, including NessCampbell Crane + Rigging, Pro-Lift Rigging, Boss Crane & Rigging, Buckingham Heavy Transport and Perkins STC.

The **ACTTRANSPORT50** employed 28,833 workers in 2020, which is actually up from 2019's 28,545 workers. Still,

employee counts are down from a high of 29,195 in 2018.

The most substantial category to fall in 2020 is number of terminals, which went down from 2,132 in 2019 to 1,346. That is 800 fewer operations than a year ago.

Because of ties in fleet sizes, 58 companies made the **ACTTRANSPORT50** in 2020.



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WEBSITE	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			
www.berardtrans.com	11,432	238	2,236	49	39	13,668	326
www.swirusa1.com	3,275	86	6,372	156	92	9,647	267
www.ncsg.com	17,828	374	2,200	38	84	23,428	262
www.vicscrane.com	3,114	79	3,085	102	49	6,199	230
www.msadelivery.com	0	0	5,170	187	39	5,170	226
www.jflomma.com	0	0	44,350	170	43	44,350	212
www.transunited.com	2,060	42	4,140	102	68	6,200	212
www.proliftrigging.com	730	7	2,840	69	109	3,570	185
www.tritontransport.com	180	2	5,665	140	42	5,845	184
www.omegamorgan.com	2,200	50	3,915	75	55	6,115	180
www.midspec.com	60	2	3,690	82	50	3,750	144
www.bosscrane.com	90	9	1,350	20	0	1,440	144
www.intermountainrigging.com	1,425	37	4,100	58	46	5,525	141
www.silkroadtrans.com	1,150	30	2,040	80	31	3,190	141
www.sarens.com	21,110	108	1,654	18	10	22,764	136
www.precisionheavyhaul.com	580	20	5,600	100	15	6,180	135
www.yarbroughtransfer.com	0	0	3,581	87	47	3,581	134
www.taylorcrane.com	2,045	13	2,220	44	31	4,265	88
www.gsswy.com	1,000	8	2,525	46	34	3,525	88
www.marcotrucking.com	0	0	3,377	45	32	3,377	77
www.buckinghamtransport.com	3,830	91	3,035	29	15	6,865	51
www.greatlakeshh.com	0	0	210	24	25	210	51
www.specialized-inc.com	0	0	2,120	36	11	2,120	47
www.afd-web.com	345	4	1,065	22	10	1,410	40
www.irvingequipment.com	2,676	62	638	16	13	3,314	39
www.perkinsstc.com	0	0	3,522	20	17	3,522	37

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## Methodology

While most of the major players in the specialized transportation sector are on the **ACTTRANSPORT50**, changes on the list are 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.

The ranking is based on information supplied on our **ACTTRANSPORT50** survey form. While we have worked to produce the most comprehensive 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 data is accurate and correct. We reached

out to more than 500 firms by email, telephone, social media and E-casts. When data wasn't available or updated, we marked these listings as estimates. As with all our top lists, we made every effort to ensure the accuracy and completeness of the information published. Editors and staff take no responsibility for errors, omissions or incomplete information. ■







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# Remaining stable

While the market for industrial cranes is facing similar challenges as the rest of the equipment industry, OEMs and end-users are optimistic.

A straightforward definition of an industrial crane is a small crane that performs, you guessed it, industrial lifting. But these modest machines are seeing demand increase across a variety of sectors, despite the current market challenges. With the odds stacked against the construction industry, including a detrimental global pandemic and the short and long-term effects of a divisive presidential election in the United States, small but mighty industrial cranes holding their own in the market.

ACT surveyed industry leaders from Broderson Manufacturing, Maeda USA, Manitex and Smiley Lifting Solutions for their thoughts on the market and the days to come.

"The market for industrial cranes has remained stable throughout the year even with the challenges and uncertainty of the Covid-19 pandemic, the presidential election and low oil prices," said George R. Schildhouse, inside sales and marketing manager, Broderson Manufacturing.

Manitex Valla is seeing a growing, strengthening market, despite the global pandemic.



The M150 15-ton cab down is the most popular rough terrain industrial machine from Manitex International.



**Broderson's 9-ton Model IC-80 and 15-ton Model IC-200 are popular with industrial customers.**

"The market is getting stronger despite the pandemic that's going on," said Ali Lawton, product specialist and trainer, Manitex Valla. "Our strength remains to be our all-electric line of cranes, which have zero emissions. We've been seeing an increase in interest as the market is demanding a zero-emission option to replace the traditional equipment powered by internal combustion engines."

On the flip side, Tony Inman, president of Maeda USA, said that while the mini crane and industrial crane market in 2020 has undoubtedly been disrupted by Covid, there is still certainly room for growth and success.

"Schedules and projects being delayed or postponed and budgets limited by reduction in business activity, have been quite common this year," said Inman. "This is all resulting in an effect on both sales and rentals. That said, the markets are still growing for mini cranes and they find an ever-growing place in the industrial crane sector based on their ability to be the solution when other more

conventional industrial cranes like carry decks can't be."

But in order to sustain growth, George Schalk, vice president of sales, Smiley Lifting Solutions, said that a good economy is a vital key to success.

"Growth and development is what will drive most markets," said Schalk. "These are some uncertain times with uncertain predictions for 2021. We can only hope things will get better than they were in 2020."

## Market momentum

Maeda's Inman is hopeful that the industry will see a bounce back from Covid delays and other postponements.

"I think we'll see growing demand for rental units with an anticipated rise in construction and growth of mining industries as well," said Inman. "It seems the economy is forecasted to be strong, absent any continued effects on it by Covid or politics."

Echoing this sentiment, Randy Robertson, director, sales and marketing, Manitex International, believes that the recent news regarding the Covid vaccine will help bolster optimism, and business should improve once it's in use and accepted by the public.

2020 politics have also played a significant role in the revival of the industrial crane market, along with many other industry sectors.

"We are optimistic projects that were delayed will start up and now that the election is past the economy will move forward regardless of the outcome," added



**Manitex Valla has seen increased interest in its medium range 9 to 18 ton capacity cranes.**



Robertson. To set themselves up for continued success in 2021, within the past few months Manitex Valla has started to focus its efforts on developing an extensive dealer network within the United States.

“This has greatly increased our footprint, especially in the heavy manufacturing, machinery rigging, nuclear power generation as well as our other key target sector applications as our dealers now can offer an additional way to move around heavy loads in tight areas where no traditional crane can work,” said Lawton. “A lot of food processing plants that are undergoing modernization while keeping part of their operation, will not allow any equipment with internal combustion engines that release harmful particulate pollution that may contaminate their products.”

Maeda USA is looking at 2021 to be the catch-up year from 2020 slowdowns.

“With continuing growth in rental cranes versus owned cranes, we see mini cranes growing in availability to end-users, and thus becoming stronger in the industrial crane market sector,” said Inman.

While optimistic, Schildhouse believes that the industrial crane market will face the same broad market opportunities and challenges as the rest of the crane industry in 2021.

“I believe the overall crane market will be off from recent years in 2021,” said Schildhouse. “There is presently a fair amount of uncertainty over the extent and time period that the Covid pandemic will continue to impact the global business climate.”

## Top sellers

Manitex Valla has been seeing a fair amount of increase in what is referred to



**The market for industrial cranes is smaller and more of a niche market, especially for Spydercrane models.**

as the medium range of the company’s cranes, those 9 to 18 tons in capacity.

“The V90R has been especially popular with our customer base with the first two machines in the country currently working in South Carolina on a long-term project,” said Lawton. “V90R represents the next generation crane design from Manitex Valla, with radio remote control for both traction and lifting operations, front wheel drive and the available capacity boost options which can increase capacity by up to 70 percent. This enables the V90R to have a load chart of a much larger crane. However, the Manitex Valla 25 Series, which sets the standard among the walk-behind pick and carry cranes, remains to be our best seller.”

In September, 2020, Manitex



**Maeda USA is looking at 2021 to be the catch-up year from 2020 slowdowns.**

International also expanded its industrial crane distribution network to include Virginia-based Link-Belt Mid-Atlantic Construction Equipment.

The M150 15-ton cab down is the most popular rough terrain industrial machine from Manitex International.

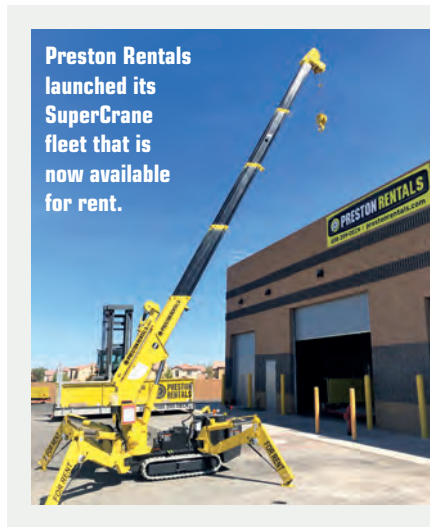
## Evaluating and integrating

Broderson’s 20-ton model IC-280 will be in production in 2021, and Schildhouse said customers will be able to use a new Broderson model with a significantly longer boom and better capacities than the competition in the 20-ton size class.

“Technology and the need to provide asset information also continue to grow in importance,” concluded Schildhouse. “Broderson is in the process of evaluating and integrating telematics into some models to improve the owner’s ability to have real-time access to machine operational data.”

Smiley Lifting Solutions is seeing the most popularity with its different types of Spydercranes, including the URW547 and URW706 models. These machines serve as a staple in the construction, steel erection and glazing industries. The URW706 lifts 13,330 pounds at a 9.8-foot maximum lifting capacity and an 83-foot (with 10-foot jib) tip height.

Maeda has been seeing the most demand from its smallest model, MC285, due to its ability to work in small spaces and access difficult job locations. “However, the larger MC405 surprises many people with its ability to work inside and on top of buildings even with its larger profile and footprint,” said Inman. “Once the user recognizes the versatility and value, the larger models become more useful.”



## Preston Rentals expands into crane sector

Preston Rentals has launched its SuperCrane fleet now available for rent in the United States. The expansion into the crane sector has been a long term vision of the business and will allow Preston Rentals to provide further services and expertise to a broader group of customers, the company said.

Preston Rentals offers mini-crawler and spyder cranes including telecrawlers with pick and carry capability and footprints as small as 20 square feet.





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# Uncharted waters

The trailer market is fighting to maintain resiliency amid the fiscal blows of a global pandemic. **Hannah Sundermeyer** reports.

**T**here certainly isn't an instruction manual for how to navigate a global pandemic while simultaneously keeping a business afloat. No one could have predicted the catastrophic effects of the coronavirus, and quite honestly, the year 2020 as a whole. That being said, each day provides a new set of challenges and has required many companies to adapt, evolve and overcome. The market for transportation and trailers has certainly taken a hit as the aftermath of the virus continues to impact finances, equipment demand and projects. But after speaking with several industry leaders about the current market, a sense of strength and the adaptability of this industry shone through.

"Each day brings opportunity if you can take on the mindset of, 'We can make this work if we work as a team, stay focused and communicate openly to move forward,'" said Tom Hiatt, director of sales, XL Specialized Trailers. "There is no playbook for this. To maintain profitability in our industry, sacrifices need to be made."

"Like everyone else, at XL Specialized Trailers it's been day by day," Hiatt continued. "Most of us will recall being at ConExpo-Con/Agg in March and the anxiety associated with that timeframe.



The market for transportation and trailers has taken a hit as the aftermath of the pandemic continues to impact finances, equipment demand and projects.

That was just the beginning of it. Now we are eight months down the road and we still feel we are in uncharted waters. Market barometers indicate an estimated 45 percent drop in our industry. We project our business to be off by 20 percent by the end of the year. So, we are fortunate."

## Market turbulence

The effects of Covid-19 have also been enormous for the Goldhofer-relevant segments in the transport and airport sector.

"The slump in oil and gas projects with the falling prices had a very strong impact on project business," said Erich Traub, marketing and communications, Goldhofer. "In view of this, we are using all our potential to bundle and strengthen our forces so that the Goldhofer Group can act more resistant to the crisis. The goal: We want to be available to our customers in all

areas in an efficient and reliable manner as soon as the market picks up again."

Traub noted that the market situation for heavy transport has always been subject to imponderables, market turbulence, investment barriers or customs disputes.

"As a company we face these challenges every day," said Traub. "However, the Covid-19 pandemic has increased these influences since the beginning of the year. Over the past weeks and months, we have of course held numerous discussions with customers, employees and suppliers. We are pleased with the solidarity that was shown to us in this process, in order to jointly overcome the difficult stages that lie ahead of us, and this has strengthened our commitment."

Like many businesses and individuals throughout the country, 2020 has presented Talbert Manufacturing with a number of unique challenges.

"Unfortunately, there's no manual for how to operate during a pandemic and in more than 80 years of business we've never had to adapt and evolve our processes so quickly," said Troy Geisler, vice president of sales and marketing, Talbert Manufacturing. "Thankfully, we have a solid manufacturing team and a network of reliable dealers that have helped us stay on track despite shutdowns, slowdowns and all the other speed bumps 2020 put in our path."

TII Group has managed to navigate the new "normal" quite well, and has modified new work processes, while



Goldhofer's Adrive meets road requirements in terms of versatility, tractive force, speed, availability and economics.



**TII Group has seen a demand for Highway Giant dual-lane trailers, Highway Trailer semitrailers as well as for K25 and InterCombi platform trailers.**



paying attention to social distancing and necessary hygiene measures. While employees are performing all duties from home offices, the company has still ensured that all work processes and relationships with customers and suppliers were maintained.

"We were and we are ready for operations at any time – in production, in service and in the design departments as well as in administration," said Roland Fischer, sales manager, North America, TII Group. "Furthermore, we were able to support our customer base despite the situation due to knowledgeable service partners in North America"

## Best sellers

Despite the uncertainty of the market, some trailer equipment has remained tried and true as customers continue to adapt.

"Standard items of inventory stalled on most dealer lots," said XL's Hiatt. "Special, unique, off shoots of our 40-ton mechanical and 55-ton hydraulic detachable have been good model movers. We have a number of customers turning to galvanized trailers in this size as well. Our market research indicated the government and wind markets would remain strong, and we have been blessed to hit that nail on the head. We have maintained a strong production run of BladeMates and Tower Mate IIs."

Talbert Manufacturing's 50- to 60-ton detachable gooseneck trailers remain some of the company's most popular products.

"This year we also saw a lot of interest in our Tag-A-Long Austin Carry-All trailer series (AC Series)," added Geisler. "We have several of these trailers with capacities ranging from 10 to 25 tons. The AC Series models offer industry-leading

loaded deck heights, durable construction and a low, 7-degree load angle to transport a variety of equipment to minimize load times and maximize productivity for everyday hauling."

Goldhofer's Addrive is an intelligent solution that combines the advantages of a towed heavy-duty module with those of a self-propelled modular transporter. It meets the requirements of modern road haulage operations in terms of versatility, tractive force, speed, availability and economics, the company said. This solution avoids the need to transfer the cargo from a road transport vehicle to one or more self-propelled vehicles, which may be necessary several times on certain routes.

The SPMT series is still TII Group/Scheuerle's bestseller within the crane and rigging industry and, furthermore, for heavy fabrication including the energy industry, shipyards and aerospace industry. The demand is high. There's a very stable demand for shipyard and rail car transporters as well. When it comes to on road transports, there's a strong demand for Highway Giant the dual lane trailer, Highway Trailer Extra Strong semitrailers as well as for K25 and InterCombi platform trailers in the U.S.

## Looking ahead

"The economic effects of the coronavirus pandemic will doubtless be with us for some time to come," concluded Goldhofer's Traub. "Nor should we forget the global drop in oil prices, which has also put the brakes on spending decisions. Nevertheless, despite temporary disruptions in supply chains and a noticeable reluctance to invest, we see some indicators that the market will recover soon, depending on a second wave." Goldhofer expects the recovery in the company's medium to long-term results.

Echoing the sentiment, XL Specialized is also remaining positive for 2021, as the company is experiencing backlog, strong order activity and are actively developing new products and hiring new talent. At the time of print, XL Specialized announced the \$6 to \$7 million expansion of its Iowa headquarters to accommodate both equipment and personnel growth.

"Increasing our space and adding more team members positions us to serve our customers better than ever before," said Stuart Sleper, president and CEO, XL Specialized Trailers. "We will be well positioned for growth in the market and reduce lead times on our products."

Despite delays in several projects and limitations in decision making, TII Group is also optimistic for the coming year, as the company's equipment is needed in many key industries that are expected to see demand surge soon. But looking ahead to 2021, there is still plenty of unknowns.

"Staffing struggles will remain a challenge across the board as companies and individuals continue to work around the virus," said Geisler. "However, the last eight months have proven that, as an industry, we are able to successfully overcome these challenges. Goods must continue moving from point A to point B to keep our communities alive and our country open. We will continue working to ensure operators have the safest, most durable trailers to make that happen. ■

**Amid the pandemic, Talbert Manufacturing's 50- to 60-ton detachable gooseneck trailers are among the company's most popular products.**





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The global pandemic has created many challenges for heavy haul and rigging companies in Mexico.

# 33 loads

**D**ue to the global Covid-19 pandemic, 2020 has been a year full of challenges for logistics and transportation companies in Mexico. Tradelossa has been carrying out the task of transporting 33 coolers for the “Empalme” energy project. The job has encompassed 23,000 miles and more than 1,500 tons of freight over the last eight months, all in compliance with Covid-19 safety protocols established in the U.S. and Mexico.

The project began in the city of Laredo, TX where Tradelossa received the 33 coolers throughout the year, performing cargo rigging operations within the U.S. for their border crossing into Mexico, where they would be transported to their destination in the coastal city of Pánuco, Veracruz.

## Cross-country convoy

The task for Tradelossa engineers began much earlier than when the first cooler was received. To ensure the success of the job, the parts would need to go through a series of specialized rigging processes developed by Tradelossa's engineering staff. Each of the 33 components had to be prepared for crossing the border and the various transportation and rigging requirements in the two countries.

Once properly modified, and with the help of two 120-ton cranes with a three-rocker system and spreader bar, the pieces were transferred to Tradelossa's transport system, an 8-axle hydraulic configuration.



Tradelossa hauled 33 coolers to the Empalme plant in Pánuco, Veracruz.



selected route marked us,” according to a Tradelossa executive.

## Safety first

To ensure the integrity of all the members involved in the operations, it was necessary to follow a rigorous system to avoid contagion and exposure to Covid-19. This also involved the digital exchange and delivery of the necessary paperwork for the border crossing.

“It also meant a constant monitoring of our team of experts residing in Laredo, TX because it was their responsibility to review and maintain each piece prior to the border crossing between the United States and Mexico,” Tradelossa said. “Tradelossa completed one of its most important projects of the year, coordinating operations in two different countries and adapting to the necessary health and safety processes, successfully concluding another project.” ■

Departing in a convoy of five to six components per trip, each trip lasted up to two weeks between the border crossing and transfer within Mexico. Tradelossa was in charge of the transportation and safe arrival of the coolers to their destination point at the customer's facility in Pánuco, where they would be unloaded and the equipment released to repeat the process again.

Throughout the project, Tradelossa faced multiple challenges.

“During the entire process, our team approached local authorities to schedule the crossing of the pieces through the most populated areas along which our



The cargo was offloaded to modular transporters.

## Dachser delivers

Dachser Mexico and Dachser Brazil transported 138 tons of oversized automotive manufacturing machinery from Jundai, Brazil to Silao, Mexico. The customer needed to transport an oversized compressor machine, weighing 125 tons, as well as 14 pieces of varying sizes of accessories. One of the first challenges was that the equipment was located at an active factory within an 18-foot concrete pit. Once the units were lifted out of the concrete

pit, they needed to be disassembled into 14 pieces. The pieces were moved via multi-axle platform trailer through the streets of Jundai to the Port of Santos. Due to Covid-19, cargo could only move at night. The 98-mile trip took seven days. Once at the port, Dachser had concluded that a break bulk solution was the optimal approach using a container ship. A high capacity floating crane was used to offload the cargo onto the ship. The 436-mile trip to the customer's plant in Silao, Mexico took three days.



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Buckingham Heavy Transport hauled two transformers across Iowa.

The length of the load was 180 feet and the overall permitted weight was 858,400 pounds.

# Hawkeye haul

Imagine if it took two days to travel 70 miles. The specialized transport team of Buckingham Heavy Transport, a sister company of Wolfe House and Building Movers, does not have to imagine it because they lived it last summer when they were contracted to move two 492,000-pound transformers over a 10-week period.

The transformers measured 34 feet 3 inches long, 12 feet 8 inches wide, and 14 feet 8 inches tall. The loaded out width was 18 feet 6 inches, the height was 19 feet 6 inches, the length was 180 feet and the permitted weight was over 850,000 pounds.

The transformers arrived six weeks apart, and it took about two weeks from mobilization to placement at their destination. Buckingham used its synchronized jack and slide system to load each transformer onto the transport system at the rail siding in eastern Iowa.

The transport system included 18 Buckingham dollies under a custom dual-lane frame with one push truck and one pull truck. Two Buckingham Power Units with SmartSteer were added for greater maneuverability in cornering and assisting in self-power mode when necessary.

## Snow and sun

The first transformer haul ran into a snowstorm, causing a full day delay. The snow melted quickly, and it was sunny skies the rest of the way. The second haul also enjoyed great weather. More than a dozen workers comprised the Buckingham team, as well as a bucket truck, local utility crews, state police escorts and several tool trucks.

The route had several challenges, including overhead utilities, bridge engineering and road corner improvements. Most of the route was wide-open blacktop roads with several turns. One bridge did not pass engineering tests, requiring the team to unhook the trucks, add beam extensions and four dollies to the dual-lane frame to lower the weight per axle. The SmartSteer System was used to self-power the extended transporter over the bridge, after which the additional equipment was

removed and the trucks hooked up again for the rest of the haul.

Then there was the final half-mile. The stretch to the substation was not paved and had a very steep uphill grade, making traction a possible issue. The transporter was put into a self-power mode again to assist in climbing the hill. It was a slow and tedious process, but the load made it to the top of the hill without spinning a wheel. Both the corner from pavement to gravel and the transport path inside the substation was fairly tight, so the Buckingham team removed the trucks and eight of the dollies to shorten the wheelbase and make the entire load more maneuverable. Once the first transformer was offloaded at the substation the Buckingham team completed the second haul in the same manner.

To see a video of this move please visit <https://www.youtube.com/watch?v=kDGWFPwSnA>

**The final road to the substation was not paved and had a steep uphill grade. The transporter was put into a self-power mode to assist in climbing the hill.**

**The transport system included 18 Buckingham dollies under a custom dual-lane frame with one push truck and one pull truck.**





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*\*Excludes the January Board & Committee Meetings*

# Signalperson and Rigger: Qualification vs. certification

Breaking down the level of testing required by OSHA.

The federal Occupational Safety and Health Administration (OSHA) has specific—but different—qualification requirements for signalpersons and riggers. In both cases people often wonder whether “certification” equals “qualification,” and, if not, what the difference is. The main difference is the level of testing required. Qualification is done by the employer and may or may not involve formal testing; it is at the discretion of the employer’s qualified evaluator. Certification requires third-party testing to provide a consistent and accurate means to determine a person’s technical knowledge and hands-on skills related to the task.

## WHAT DOES OSHA REQUIRE?

Specifically, OSHA CFR 1926.1428(c) requires that signalpersons know and understand basic hand signals; be competent in the application of the type of signals used (e.g., hand, radio); have a basic understanding of the crane’s operation and limitations; and understand when it is appropriate to use hand, radio or special signals. Most importantly, they must demonstrate qualification through an oral or written exam and a thorough practical exam, either by an accredited third-party qualified evaluator, such as the National Commission for the Certification of Crane Operators (NCCCO), or the employer’s qualified evaluator. Fortunately, all of these are features of NCCCO’s Signalperson certification, so in this case CCO-certified Signalpersons are by definition qualified.

The requirements for riggers are less concrete. In some circumstances, OSHA requires employers to always use qualified riggers. It is the responsibility of the employer to determine whether a person is qualified to be a rigger. Having a degree, certificate, or professional accreditation as a rigger is one way to qualify as a rigger. Formal qualification or certification in rigging is not required, as long as the employer can show the rigger has knowledge, experience and training in rigging and can demonstrate the ability



to solve rigging problems. Employers are not required to have riggers independently tested or assessed, but CCO certification can certainly assist in documenting that an individual is a qualified rigger.

## WHY CERTIFY RATHER THAN JUST QUALIFY?

The process to qualify signalpersons and/or riggers can be done with less preparation than is required for certification. However, because there is no or minimal training required, the qualification process does not provide the means to fully evaluate whether a signalperson and/or rigger truly has the technical knowledge and hands-on skills to competently and safely perform crane signaling or rigging duties.

To pass signalperson and/or rigger certification exams and earn certification, comprehensive training is generally required. As a result, signalpersons and/or riggers who have achieved certification—because of the training and testing processes—will have the ability to perform their jobs tasks more safely and effectively.

## HOW ARE SIGNALPERSONS AND/OR RIGGERS USUALLY PREPARED FOR THE CERTIFICATION EXAMS?

A quality training program will provide a good combination of technical knowledge and hands-on scenarios to show application

of the principles and techniques taught. During training the hands-on scenarios should be assessed, and proper feedback given to the candidates to ensure complete understanding of the concepts and techniques learned. The training usually includes a pre-certification written exam so the candidate and the trainer can assess comprehension. In this way, the training is more than just “teaching to the test.”

## IS IT IMPORTANT TO MAINTAIN SIGNALPERSON AND/OR RIGGER CERTIFICATION(S)?

All accredited certification programs have a periodic recertification requirement to maintain the credential. Crane technology is ever-changing. Types of rigging and associated rigging techniques can change due to new technologies and materials. Recertification ensures that the certificent has stayed current with the latest technologies, standards, and regulations. The requirement motivates certificents to stay sharp. After all, any credential that is worth having is worth keeping! ■

*This article is adapted from a presentation made by Ray Feidt, Corporate Inspection/Training Manager, Stephenson Equipment, Inc., at the 5th Annual Industry Forum on Personnel Qualifications presented by the NCCCO Foundation in October. For further details of the Forum and access to the live presentation go to [ncccofoundation.org](http://ncccofoundation.org).*





# Understanding commercial auto

**Dan Keenan** discusses the evolution of the commercial auto market and the challenges ahead.

**T**he commercial auto market can be challenging and is ever evolving for customers, insurance carriers and brokers. Underperforming companies and those who do not take a proactive approach to their insurance and risk control are being left with limited and less than favorable choices. There are still effective options for stronger operators, allowing them to turn their insurance program into a competitive advantage.

The market today looks different than it did in years past, and you may be wondering why solutions are limited for your operation. Here are some of the conditions that make commercial auto insurance a challenge:

■ **Elevated lost activity.** What is the primary reason why rates are going up? Increased losses. Willis Towers Watson reported that the median settlement for the top 50 verdicts nearly doubled over the last 4 years from \$28 million in 2014 to \$54 million in 2018.<sup>1</sup> It has been difficult for insurance carriers to keep up with the rising loss costs that they are faced with today.

■ **Underwriting losses.** Even with recent rate increases, the commercial auto insurance industry is still losing money. 2019 marked the 9th year in a row with combined ratios over 100 for the commercial auto insurance industry.<sup>2</sup> The combined ratios for commercial auto have been steadily over 100 every year since 2010. In fact, the 2019 combined ratio was a 109 percent. Simply put, in 2019, for every \$1 worth of auto liability premium

that an insurance company brings in, they paid out \$1.09 worth of incurred claim activity and expenses. And if you were wondering how much money that equates to, it is close to \$4 billion losses in one year.<sup>2</sup>

■ **Rate increases.** You may have noticed a steep increase in the cost of your auto insurance over the past four or five years. Per a recent A.M. Best article, it is estimated that the average rate increase for auto insurance has been approximately 8-9 percent each year since 2016.<sup>2</sup>

■ **Social inflation.** If you have not heard this term yet, you certainly will. Social inflation is a complex dynamic of social factors, influences and viewpoints that are driving rising insurance losses. Increased social activism, litigation funding and attorney advertising are among the factors dramatically driving up claim costs, resulting in record verdicts.

■ **Market volatility.** Interest rates are down to historically low levels and investment income continues to be a challenge for insurance companies. The current extended period of low interest rates means insurance carriers cannot rely on investment income to improve their operating results. Disciplined underwriting is increasingly important in order for insurers to earn targeted returns.

These are a few of the factors that have positioned the market to where it is today, but it is not all doom and gloom. Best-in-class operators have every opportunity to structure a program ideal for their needs.

relation to your historical exposures (fleet of vehicles or annual mileage.)

■ **Loss frequency.** How often losses occur during a policy period; used to predict the likelihood of similar losses occurring in the future.

**FREQUENCY = # LOSSES / EXPOSURE**

■ **Loss severity.** The amount of damage resulting from a loss; used to predict the likely cost of future losses.

**AVG SEVERITY = \$ AMOUNT OF LOSSES / # OF LOSSES**

■ **Operational details.** Where you operate, how you utilize your vehicles, what your contracts look like and who you are working with are all aspects that play into an underwriter's decision.

■ **Financial stability.** A direct reflection of how well the management team is running the business; used to predict potential credit risk.

■ **Driver profile.** A driver's past performance is the best indicator for their future results. In addition to looking at Motor Vehicle Records, the underwriter is going to assess the average tenure, age and experience of the driver pool.

■ **Vehicle profile.** Not only do underwriters consider your driver profile, but also the age, type, and valuation of equipment.

■ **Safety programs.** Understanding the culture of your operation and getting a glimpse into your safety initiatives and training programs are key components to assessing risk.

Yes, we want to know a lot about you. But keep in mind, underwriters are taking a gamble on you by using retrospective



## THE AUTHOR

**Dan Keenan** is the assistant vice president of National Interstate Insurance Company based in Richfield, OH. National Interstate is rated "A+" (Superior) by A.M. Best (rating affirmed on September 11, 2019.)

## Art of underwriting

Have you ever wondered where an underwriter will focus when assessing your operation? They are trying to get to know you and determine if they should underwrite the risk. Here are some risk characteristics that many underwriters examine when assessing your operation:

■ **Loss history.** Your company's liability losses over a period evaluated in

“ When you work with the right people, you will find a stable solution the fits your operation's needs for years to come. ”

data to predict your future performance. Here are a few tips on how to position your operation in the best way possible for years to come:

- **Alignment.** Seek out an insurance carrier that is an expert in your industry. By doing this, you are aligning your operation with a carrier that understands you and your needs based on historical data on operations like yours.
- **Build solid relationships.** Work with a broker who not only understands the intricacies of your operation but also strives to make you better. The broker should be challenging you as well as bringing new ideas to the table. In addition, do your best to get to know your carrier and the services they have. Loyalty goes a long way.
- **Continuous improvement.** Put in the work. Your insurance carrier and broker should be working with you to improve; take their recommendations seriously and strive to better your operation.
- **Transparency.** Highlight your strengths. We want to hear all the incredible things you and your team are doing. And it is just as important to own up to your deficiencies; explain what

**Commercial auto liability coverage:** Defined as expenses associated with injuries or property damage suffered by others in an accident caused by either the business owner or one of their employees while operating an insured vehicle.

**Combined ratio:** A measure used by an insurance company to gauge underwriting profitability. Calculated by taking the sum of incurred losses and expenses and then dividing by the earned premium. If the combined ratio is less than 100%, the company is making a profit on its underwriting operations.

**Underwriting:** Evaluating and appropriately pricing risks based on both quantitative and qualitative factors relating to that specific risk.

went wrong and what you are doing to change. When it comes time for your renewal, work with your broker to put together a summary of your operation that paints a picture for the underwriter.

- **Do not become complacent.** Remember your broker who is bringing new ideas to the table? Explore them. There are so many tools available to help improve safety as it relates to commercial auto – defensive driving, telematics and automated event recorders are a few that come to mind. Learn about what is out there and assess potential solutions with your advisors.
- **Consider taking risk.** Work with your broker to determine your risk appetite and seek out alternative options from

your carrier. You should understand this before you start looking at options for renewal; do this mid-way through your policy period.

The commercial auto market currently has some instability. But, when you work with the right people, you will find a stable solution the fits your operation's needs. ■

#### SOURCES:

<sup>1</sup> "Insurance Marketplace Realities 2020 – Domestic Casualty." <https://www.willistowerswatson.com/en-US/Insights/2019/11/insurance-marketplace-realities-2019-fall-update-domestic-casualty>. N.p. 13 November 2019. Web 30 October 2020.

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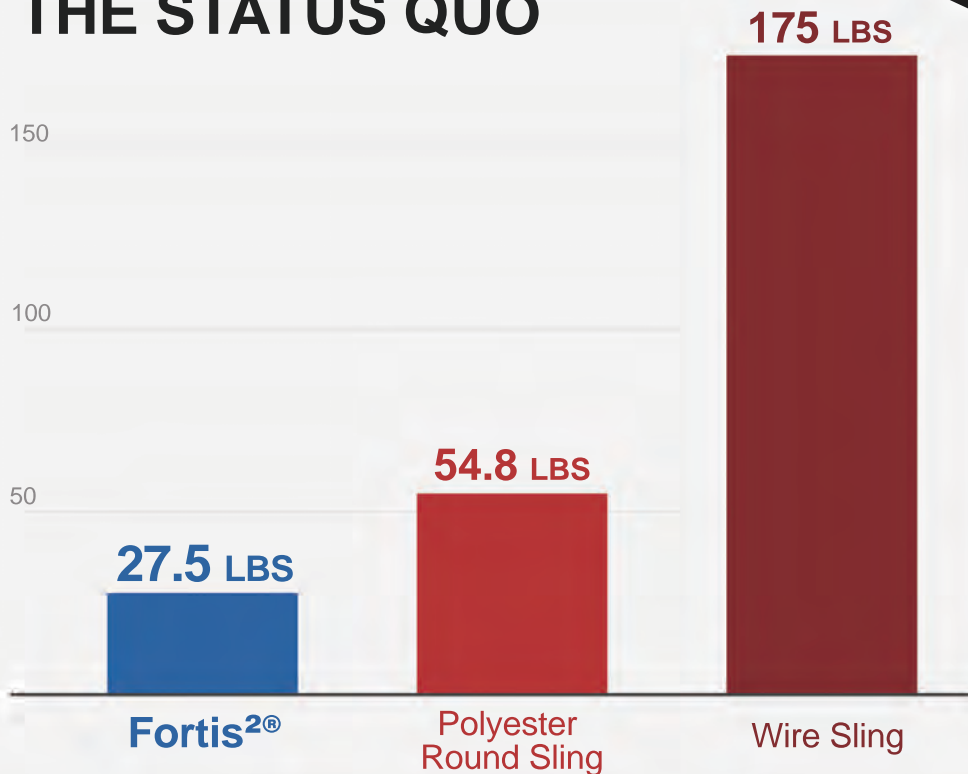


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# Complicated funding

Will your PPP loan be forgiven?

**T**he U.S. Paycheck Protection Program (PPP) gave out more than \$500 billion in loans in the spring of 2020, and contractors as a group were one of the largest industry segments to receive these funds. But as 2020 comes to a close, the looming question for borrowers remains: will they need to pay it back?

The loans – designed to help business keep employees on the payroll and handle related operational expenses – are forgivable if a business uses them according to the program's guidelines. But many small business owners aren't exactly sure how to apply for said forgiveness, and worry that ambiguous government guidance is going to cost them in the long run.

## Rigorous oversight

One thing is for certain, recipients will need to seek forgiveness – at least if they borrowed money from the Small Business Administration (SBA) and participated in the 24-week program intended to provide funding to keep workers employed. In fact, experts report that SBA oversight here will likely be more rigorous.

All told, while many businesses across the country flocked to get PPP money this spring with the expectation of not having to repay the loan if proper guidelines were followed, it has become apparent how important it was to fully understand what the funds could be used for.

Inevitably, this is what we know: the SBA opened its forgiveness portal for

PPP loans in August. Loans are forgivable if borrowers devote at least 60 percent of the proceeds to payroll costs and 40 percent to certain expenditures like rent and utilities. Even if a business falls short of that threshold, partial forgiveness may be an option. And loans funded by June 4 or earlier must be paid back within two years – although borrowers and lenders may mutually agree to extend the maturity to five years. Loans funded on June 5 or later must be paid back within five years – reportedly at one percent interest.

## Complicated issues

Ultimately, it appears as if forgiveness might be more complicated than the funding side was. The borrower needs to match any qualified expenses to the amounts used in the loan application following the forgiveness regulations.

That said, just as PPP loan applications were funneled to the SBA through borrowers' banks, so are the applications for loan forgiveness.

The process, in general, looks like this: the lender reviews the application for accuracy and then submits it to the SBA; the SBA then notifies the lender whether or not the loan is forgiven; the SBA sends the lender funds for the portion of the loan that is forgiven, and the borrower must pay back unforgiven portions of the PPP loan at one percent interest over a period of time, which is determined by when they took the loan.

In the end, if the borrower defaults on the loan, it is being reported that SBA will

reimburse the lender and seek repayment from the borrower.

The most important part of the forgiveness program deals with payroll. Of note: loan forgiveness will be reduced if a company lowered wages by more than 25 percent, or failed to maintain the number of full-time equivalent employees during the period as compared to the previous period used in the loan application.

One other key issue: as part of PPP applications, the borrower needed to certify that ongoing economic uncertainty made the loan a necessity to continue operations. If this applies to you, you might need to demonstrate that fact. This is where it could get a little complicated for contractors – who might have needed to conserve cash or build reserves for commitments like scheduled work or pension funds.

At the end of the day, while the SBA is attempting to make this process simpler, especially for smaller businesses where forgiveness could be crucial, it is likely time to tap back into your payroll service and/or related professionals in order to navigate this process as you move into 2021.

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# 2020 in review

Despite a year of challenges, SC&RA builds momentum.

**S**C&RA remained dedicated to working for the interests of its members in 2020 – while continuing to productively navigate what ultimately has become a “new normal.”

Perhaps no single effort speaks more to the Association’s commitment to its members than one of the largest advocacy wins of the year. Within a week of the pandemic’s emergence, SC&RA advocated for and received confirmation from the U.S. Department of Homeland Security that the crane, rigging and specialized transportation industry, and its workers, would be considered essential critical infrastructure.

SC&RA also quickly established its COVID-19 Crisis Command Center – allowing members to navigate and understand new enforcement and changes due to the pandemic.

In-person challenges being what they were, SC&RA had to cancel its 2020 Annual Conference in April, but in the months that followed, a comprehensive effort was put forth to develop and offer a virtual Crane and Rigging Workshop – which Association staff, along with partners, were able to present to members in September.

“Having to cancel a couple live meetings put a dent in our networking and education efforts, as well as bringing people together – which has always been one of our great strengths,” said CEO Joel Dandrea. “Essentially, we had to recraft the way we went about 2020, and the virtual Workshop was a result of that thinking.”

Ultimately, explained Dandrea, a key takeaway from the Workshop was that most members agree: there’s no substitute for live events. With that in mind, the Association developed SC&RA Safe® Protocol – a set of measures that align with CDC, state and local jurisdiction health guidelines and hotel biosafety measures – representing extra steps SC&RA is taking to enhance health and safety measures to reassure attendees and increase confidence in attending in-person events.

## Ready to act

Tower crane signage garnered added attention this year, resulting in the recent

publication of SC&RA’s Tower Crane Signage Guidelines, which is available in the members-only section of SC&RA’s website – where an ever-increasing collection of innovative tools continues to emerge as a free benefit of membership.

“Additionally, early next year, SC&RA will be releasing guidance on tower crane contract language, providing not only education regarding terms and conditions, but highlighting their impact on the industry overall,” said Beth O’Quinn, senior vice president, crane and rigging.

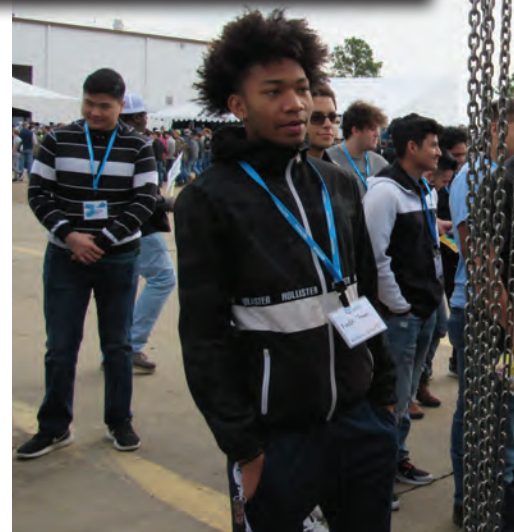
Also on the docket is the January release of SC&RA’s Truck Crane and All Terrain Crane Boom Dolly Best Practices – available via SC&RA’s online Training Center. And likely available by the end of this year, the Association’s revamped Toolbox Safety Talks will be available to members via downloadable PDFs, featuring different topics, including fire safety, fall protection and PPE – which could help members meet their training requirements for OSHA.

To that end, the Association will be working on an industry-specific OSHA legal defense guide as well. O’Quinn added that SC&RA is also awaiting the compliance directive on cranes and derricks, and has been in contact with the Department of Labor’s director of OSHA’s Directorate of Construction. “We’re ready to act once it’s unveiled,” she confirmed.

## Picking up speed

On the transportation side, UPT2021 continued to pick up speed this year. Developed to establish harmonization between all 50 U.S. states on OS/OW envelope vehicle configurations by the end of 2021, two of the primary goals for UPT2021 are to encourage all states to allow minimum weight thresholds, and to analyze and issue permits via automated permit systems, 24/7.

This year, advancements toward UPT2021 occurred in Texas and Indiana, and by the end of 2020, North Carolina will become the 37th state to begin issuing







**Within a week of the pandemic's emergence, SC&RA advocated for and received confirmation from the U.S. Department of Homeland Security that the crane, rigging and specialized transportation industry, and its workers, would be considered essential critical infrastructure. SC&RA also quickly established its COVID-19 Crisis Command Center – allowing members to navigate and understand new enforcement and changes due to the pandemic.**

single-trip oversize/overweight (OS/OW) permits.

“While new to the Association, I’m familiar with these issues and the importance of continuing the focus on harmonization, uniformity, automation and strong partnerships with the state and federal officials, which have led to our current successes,” said Chris Smith, SC&RA vice president, transportation. “The Permit Policy Committee, and all of the members in both transportation and crane and rigging that have and continue to be involved in UPT2021, have a great deal to be proud of and much work ahead to maintain our momentum.”

Members will also take note of an additional SC&RA win in 2020 involving the Federal Motor Carrier Safety Administration (FMCSA) publishing the final rule on changes to hours-of-service regulations. The changes reflect some of the sentiments of SC&RA both in formal comments submitted last fall, and in a private meeting between Association leadership and FMCSA Acting Administrator Jim Mullen in February 2020. SC&RA submitted comments to FMCSA in the fall of 2019 and asked for more flexibility on the split sleeper berth. The new changes did improve to 7+3 (SC&RA sought 6+4).

## Big picture

Given the complexity of 2020, Dandrea pointed out that SC&RA was able to hold true and steady on its advocacy initiatives with regard to both transportation and crane and rigging.

As a result, he emphasized that membership loyalty remains strong and feedback positive. “When you consider a testy election cycle, the timing of vaccines, the infrastructure package, any upcoming stimulus packages – there’s a lot on everyone’s minds, but membership

has remained committed,” he indicated. The infrastructure package, said Dandrea, is high on SC&RA’s agenda. “A lot of organizations have been pushing legislation on this for a number of years. Both sides agree with the need for an infrastructure package, and it’s just been about hammering out the details, putting aside the politics and not worrying about who gets credit. This being an election year, we’re hopeful that once the dust settles, the administration will sit down with Congress in the next few months and make a deal. It’s essential for our entire industry.”

Also essential is the ongoing workforce issue, and the Association’s workforce development arm, Lift & Move USA – administered by the SC&R Foundation – faced its own challenges this year, as large gatherings were cancelled – a key element to the endeavor’s success.

But Lift & Move USA rallied in October, in honor of Careers in Construction Month, with its governing committee developing “Life and Move in a Box.” Committee Chair Stephanie Bragg explained, “This guidebook, or ‘action plan,’ along with the resources on the Lift & Move USA website, give member companies the tools and directions to successfully forge new relationships with their local community, host a small-scale event and utilize tangible ways to promote career opportunities in the industry.”

Bragg stressed that the endeavor is “... a wonderful way to get involved with workforce development at a grassroots level and begin recruiting for the crane, rigging and transportation industries.” More information can be found at [www.liftandmoveusa.scr-foundation.org](http://www.liftandmoveusa.scr-foundation.org).

Rounding out 2020, SC&RA members will notice the newly developed Environmental Policy Committee. “Over the past few years,” noted Dandrea, “because of regulatory issues, both federal and state, that affect manufacturers and end-users on environmental controls and regulation, there’s been more discussion and more interest. So we’re getting this committee started in order to be more proactive and take a look at some of these environmental issues, and from an advocacy standpoint, weigh in and help educate our members accordingly.”

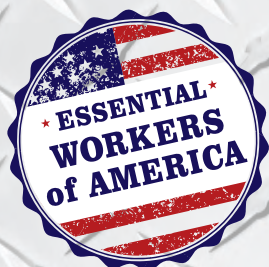
He added, “As we look back on 2020, almost everyone has had to navigate some kind of challenge. But the support, interest and participation from members has been strong. We’re encouraged and we’re going to keep pushing forward.” ■





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# Medallion names new COO

Jesse Merrell has been appointed chief operating officer for Medallion Transport Holdings. Merrell previously served as the company's vice president of heavy haul for the past five years and will now play a critical role in overseeing operations for all of Medallion's entities, including Medallion Transport & Logistics, NHH Services, Ace Heavy Haul, Medallion International and Medallion Hospitality.

"He's a leader, he's a great ambassador for the company," said Gary Weilheimer, CEO and president, Transport Holdings. "He brings the ability to merge what's made us great and what we need to do to be great going forward."

Merrell will oversee a national agent network and a fleet of over 400 power units

from the company's newest corporate office located in Kokomo, IN.

Merrell began his 20-year career in the trucking and logistics industry during college. At 18, he earned a CDL and drove a truck delivering building materials to pay for tuition. In the early 2000s, just after earning an Agriculture degree from Purdue, he took a position selling semi-trucks throughout the Midwest. Later he was hired as an operations and sales manager for a transportation company. In 2007, he opened his own agency along with his dad. The pair grew the agency, National Heavy Haul, significantly and became the largest exporter of construction equipment overseas, shipping over 5,000 tractors per year at the time. ■



Jesse Merrell has been appointed chief operating officer for Medallion Transport.

## Mozey joins Terex regional sales team

Corey Mozey has been appointed to the position of regional sales manager for Terex rough terrain cranes and Franna pick and carry cranes. Mozey will assume responsibility for existing Terex distribution partners in the western states and seek to appoint new ones where required. Mozey will also focus on increasing Terex's diverse end customer base, with a focus on growing market share, the company said. Mozey previously worked in the Terex Utilities business.

"The U.S. market is of significant strategic importance to Terex and the



Corey Mozey

addition of Corey further confirms our commitment to this market," said Lee Maynard, global director of sales, Terex Tower Cranes and Rough Terrain Cranes. "Moreover, we recently launched the new TRT80US, with the new control system TEOS, at ConExpo, which will begin delivery at the end of this year. Further portfolio expansion is planned for 2021. Whilst the global markets are challenging, they also present significant opportunities and we believe the addition of further sales resource will help us capitalize on these." ■



Alexandra Casler will serve as northeast territory manager for

Select Crane Sales. Casler has six years of experience in the construction industry and will market new and used cranes as well as bare rentals throughout the northeast.

Patrick (Pat)

Shimalla is the newest addition to Empire Crane's sales team.

As the New Jersey sales representative, he will be responsible for assisting customers throughout the state with crane purchases, rentals and directing customers to parts and service teams. Shimalla will be representing Tadano Mantis, Demag, Manitex, Kobelco and Terex, among others.



Dilon Altwegg has been appointed as regional manager in the Southwest

region for Force Control Industries. In this newly created position, Altwegg will support reps and distributors, OEM and industrial customers in Arizona, California, Nevada, Utah, Colorado and New Mexico, as well as Baja, California and Sonora, Mexico from his home office in Flagstaff, AZ.



Gavin Cole

has joined the Kirby-Smith Machinery team as sales

manager for its Fort Worth, Abilene and Waco, TX locations. Cole brings over 24 years of relevant experience in managing sales and dealer operations to the position, most recently serving as general manager of Briggs Equipment in Houston.





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## A side-profile photograph of a white Atec truck equipped with a crane. The truck is parked on a gravel surface with a line of green trees in the background. The crane's boom is extended horizontally and is white with the Atec logo (a stylized 'A' in a circle) and the word 'Atec' in black. The truck has a white cab and a black chassis with multiple axles and large tires. A red fire extinguisher is visible on the side of the truck.

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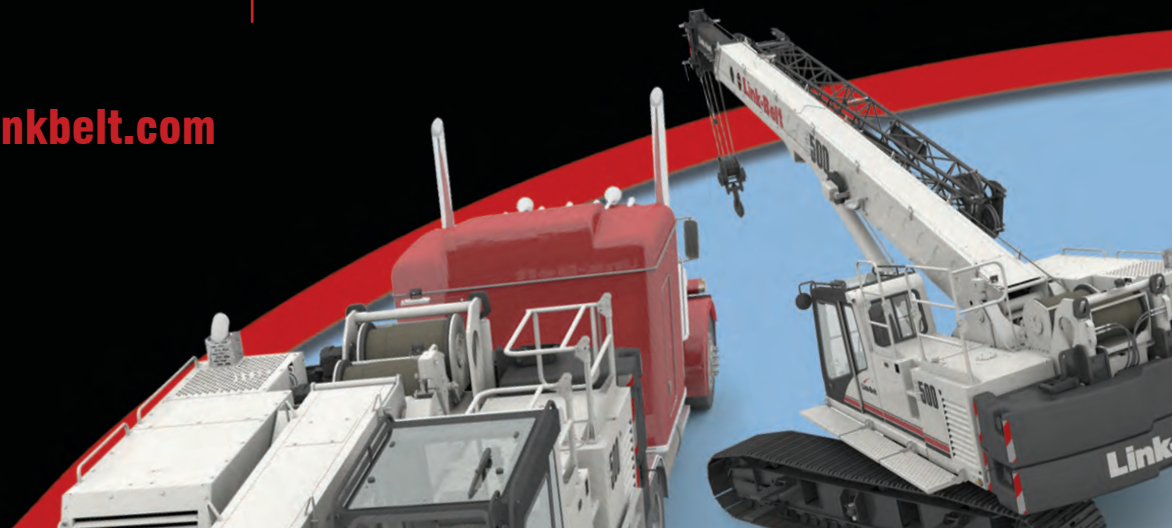
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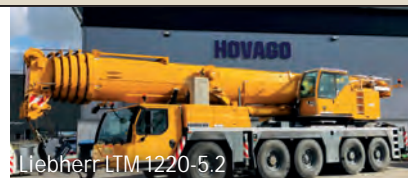
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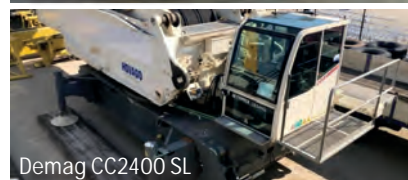
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# King of the trail

Trail King's trailers are mainstays in many industries, but its specialized haulers are highly revered.

**C**hances are very high you have been behind a Trail King trailer at some point in your driving history. The company produces an array of trailers for such industries as agriculture, materials hauling, open deck construction and tagalong. And it produces some of the most revered heavy haul trailers in the world.

Trail King Industries got its start in 1974 as Western Ag Sales. Gordon and Shirley Thomsen started the company from their home in Mitchell, SD. They were primarily a distributor and sales representative for manufacturers of agricultural equipment.

Four years later, the Thomsen's purchased Mitchell, SD-based Plains Industries, which produced a line of trailers called Trail King. The product range was quickly expanded to include trailers with enhanced features such as hydraulic tails and detachable goosenecks.

"The most notable feature was Trail King's development of what many at the time considered the best hydraulic detachable gooseneck in the industry, a system that made hooking up and unhooking a simple, one-person 60-second connection," according to the company.

By the end of the 1970s, emphasis was shifted from agricultural equipment to focus exclusively on producing Trail King trailers. In 1982, Trail King joined the SC&RA, and in 1983, the company's name

**Trail King's revolutionary hydraulic detachable gooseneck made hooking up and unhooking a one-person, 60-second connection.**



At ConExpo 2020 Trail King debuted the F3710 perimeter expanding frame trailer with a TK100 jeep and hydraulic front steerable dolly.

was changed to Trail King Industries. The Thomsen's son Jerry, who had worked for the company his parents started since he was a teenager, ran the company for more than 20 years. He was active in SC&RA, serving as president and chairman of the Association from 2005 to 2007.

## Exponential expansion

Trail King's product line expanded exponentially and a new 67,500-square foot manufacturing facility was opened in 1987. By 1995 the plant was expanded twice. Today, the state-of-the-art facility encompasses 295,000 square feet and employs more than 450 workers.

Trail King's reach was extended with the acquisition of Ti-Brook and Red River Manufacturing, expanding the product line into dump trucks serving construction, waste and agricultural markets.

In 2010, Trail King was acquired by CC Industries. In 2015, Trail King acquired Dakota Trailer Manufacturing further expanding into the agricultural sector.

But with all its growth and expansion,

Trail King's core market has been specialized transportation. Its heavy haul trailers are among the most well known in North America. Trail King produces dual lane transporters, steerable dollies, perimeter expanding frame trailers, Schnable systems, multi-axle trailers, jeeps, boosters and wind tower blade haulers.

In 2011 Gordon Thomsen was named the 11th recipient of the SC&RA's Golden Achievement Award. A consummate salesman, he was known for saying "Nothing happens until someone sells something." Thomsen passed away in 2016.

In 2019, Trail King made the leap to take its product line global by partnering with Goldhofer. The two companies are cross marketing their products. ■

“ Nothing happens until someone sells something. ”  
GORDON THOMSEN, Founder



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