

ACT

The magazine for the crane, lifting and transport industry

A KHL Group Publication

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**INDUSTRY
FOCUS:**
Lift
planning

**PRODUCT
FOCUS:**
Crawler
cranes

INTERVIEW:
Broderon's
Jeff Bust

Restored PT-305 hitches a ride

Berard gives WW II relic a lift

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Sparks fly

Here we go again. Another delay by OSHA. At press time it's a "proposed" delay. It's been more than six years since the Agency issued the construction crane rule that would mandate crane operator certification in the United States. NCCCO CEO Graham Brent shed this light on the matter: "NCCCO agreed to OSHA's proposal *reluctantly* and only in response to the Agency's stated need for additional time to ensure passage of a rule to address the two issues that industry has objected to since the current rule was published. In other words, certification by crane capacity is unnecessary, and certification, by itself, does not necessarily mean an operator is qualified. We also urge OSHA to act expeditiously since every day of any further delay means that this nation's workers continue to be exposed to risks that would otherwise have been mitigated through professionally developed, third-party accredited crane operator certification."

It appears a delay to November 2018 is imminent. We will keep you posted.

We always like to run an article in the July issue that shows patriotism and that commemorates the celebration of our country's Independence Day. This year we found a gem in the story of Berard Transportation hauling an historic World War II patrol boat from the New Orleans National World War II Museum onto a barge in the Mississippi River for transport to Lake Pontchartrain where it would become a fully operational museum exhibit. Don't miss Hannah Sundermeyer's cover story Site Report that starts on page 48.

Some of the best copy in *ACT* comes from referrals. Back in March, I had a conversation with Bob Dimmitt, executive vice president of Scott Macon, and an accomplished photographer who often contributes to *ACT*. He suggested that I interview Jeff Bust, CEO of Broderon. "The thing that fascinates me about Jeff is how he went from nuclear engineering in the Navy to Grove then to Broderon. He has a very interesting perspective." Well that certainly piqued my interest, and I think the Interview article starting on page 16 will pique yours.

This issue is full of good information, including a product focus on crawler cranes and carry deck cranes, an industry focus on lift planning software and a technology focus on load moment indicator technology.

The year is half way over and I haven't heard from you yet. Drop me a line about what's going on with your company, people and equipment.

D. ANN SLAYTON SHIFFLER

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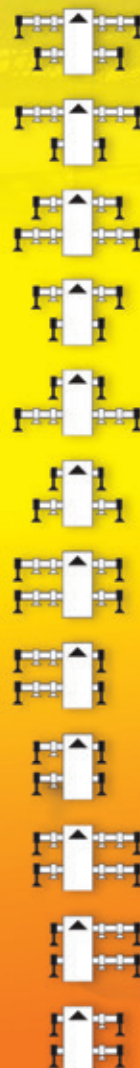
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Berard Transportation hauls the recently restored World War II era PT-305 boat for launching on Lake Pontchartrain. See our Site Report on page 48.



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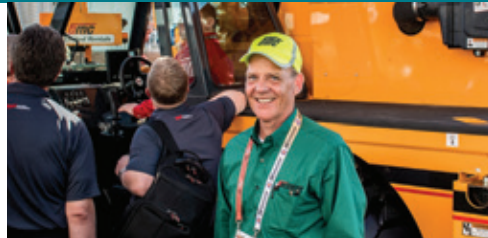
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Maxim finalizes Coast deal; expands footprint in Florida

Maxim Crane Works has completed the acquisition of Coast Crane Company, an indirect subsidiary of Essex Rental Corporation. Coast Crane is one of the largest providers of bare crane rental and related lift solutions servicing the western United States, the company said. The transaction, announced on April 20, 2017, was approved by the stockholders of Essex on June 5, 2017. The company did not reveal a purchase price.

Through Maxim's coast-to-coast footprint, engineering, operated rentals and heavy haul services, the Coast team and customers will gain access to one of the largest fleets of lifting solutions in the world, according to Maxim.

"Coast Crane offers one of the most experienced teams of crane professionals in the region," said Bryan Carlisle, Maxim CEO. "Their state-of-the-art fleet provides customers with a 'best in class' brand of products, parts, services and rental equipment."

Additionally, Maxim has expanded its heavy haul and lifting services with a new heavy haul division in Bithlo, FL. On a 15-acre site, the facility is strategically located to provide Florida and the Eastern U.S. with complete heavy haul, rigging and lifting services, the company said.



Three Maxim crawlers install a roof structure on the Hard Rock Stadium in Miami, FL.

"We recognized the need to expand our heavy haul and rigging division for the purposes of customer reach, increase in inventory space, and to dedicate a location that solely concentrates on these services," said John Boone, Maxim's Gulf Coast manager. "It will allow our team to strategically place equipment throughout our regions and to

offer turn-key lifting services including PST Goldhofer trailers, hydraulic gantries, strand jacks, cantilever beams, jack and slide systems and the Alternative Lift Tower."

Maxim's tower crane position has been strengthened by the designation of its Davenport, FL operation as the Maxim Center of Excellence for tower crane operations. ■

HIGHLIGHTS

■ Ritchie Bros. has received unconditional antitrust clearance from the U.S. Department of Justice for the proposed acquisition of IronPlanet, an online marketplace for heavy equipment and other durable assets. Ravi Saligram, Ritchie Bros. CEO, said, "In IronPlanet, we found a company that allows us to continue our rich history of innovation and gives us the tools and talent to transform into a digital information and insights powerhouse." A new organizational structure will be announced after the deal is closed. Ritchie Bros. and IronPlanet first announced the acquisition in August 2016.

■ Manitowoc has expanded Spanish-language training programs in Latin America so that technicians at regional dealers can increase their knowledge of the company's cranes and systems. Unlike training sessions offered in the past, where trainees had to travel to the United States and attend classes in English, courses now give technicians who don't speak English the chance to be trained in their native language and to avoid travel expenses.

Terex enhances design of Demag AC 100-4L AT

Following consultation with its customers, Terex Cranes has redesigned the Demag AC 100-4L all terrain crane to improve lifting performance, especially when working with steep main boom positions. The main change is that the crane now features the Demag IC-1 Plus control system as standard. The four-axle crane has also incorporated many of the features of the Demag five-axle portfolio to help simplify servicing and reduce costs, the company said.

The Demag IC-1 Plus control system instantaneously provides the crane's maximum lifting capacity, based on the slewing angle, for every crane configuration as opposed to limiting the maximum lifting

capacity to a pre-calculated, 360° load chart based on the most unstable position of the crane. This, Terex said, is particularly useful when working with reduced outrigger settings and reduced counterweight. Terex also said it enables the Demag AC 100-4L to perform jobs where higher capacity cranes are typically needed, and it gives customers the option of using less counterweight, resulting in reduced transport costs.

Crane servicing has also been simplified due to the four-axle AC 100-4L now incorporating many of the same design concepts as the Demag five-axle crane. From the drivetrain and the assembly for drive components to the boom head

and main boom extension designs, Terex explained that its customers will find more parts are interchangeable with those of other Demag all terrain cranes, reducing spare parts inventory costs and storage space required. ■



■ At the 30th Annual Houston Safety Excellence Awards, hosted by the Houston Business Roundtable and the Houston Area Safety Council, Mammoet USA South received the Gold Award for outstanding safety performance in the Crane and Rigging Support category.

■ A new tower crane cabin available later this year from Spanish manufacturer Linden Comansa has been shown for the first time. Official details are yet to be released but the new squared-off shape uses flat glass to avoid distortion. ACT had the chance check out the prototype in early 2017.



■ Terex Cranes has developed an extension to its Boom Booster kit for Demag CC 3800-1 crawlers. The newest version extends the reach of the Demag CC 3800-1 crawler crane to a maximum system length of 600 feet.

The Boom Booster can have up to nine structural sections including two adapters. The Boom Booster kit increases the main boom stiffness of the CC 3800-1 resulting in higher lift capacities by up to 30 percent.



Talbert Manufacturing launches 50CC-BH

Talbert Manufacturing is now producing the 50-ton capacity Bus Hauler (50CC-BH) trailer. Talbert designed the trailer with an in-deck winch so users can load equipment from either the front or rear of the trailer. The 50CC-BH was designed to haul a range of oversized equipment, including buses, excavators and Class A trucks. The trailer is also designed for hauling equipment with low clearance and long wheel bases.

"This trailer is ideal for our customers that haul a variety of equipment," said Troy Geisler, Talbert vice president of marketing and sales. "These customers face a wide range of challenging requirements,



The 50CC-BH is designed with a low front and rear load angles, making it ideal for loading large, low-profile equipment.

including the need to load pieces with low approach angles, such as buses."

The 50CC-BH features extra steel in the main and side beams of the deck as well as the gooseneck and rear axles. The trailer has rollers and a snatch block that allow users to pull equipment from either end of the trailer using the 20,000-pound planetary

in-deck winch. In addition, the winch can be operated via remote control.

The 50CC-BH is equipped with three close-coupled axles and also features a 22-foot 6-inch lower deck length, plus a 20-foot 5-inch rear bridge, creating a 43-foot load base, which provides ample space for hauling large equipment. ■

Enerpac rolls out SL300

Enerpac introduced its SL300 telescopic lifting gantry system, the company's latest innovation in its SL series. Its two-stage cylinders give a lift height of 22 feet at the top of the second stage and can handle up to 337 tons in the first stage.

Designed to meet the stringent safety requirements of ASME B30.1-2015, each gantry is tested to 125 percent of capacity at full extension and witness-tested by a qualified, third-party organization. The SL300 is also CE-compliant.

Peter Crisci, Enerpac global business development leader, said, "Providing a more advanced solution than standard lifting systems, the SL300 hydraulic gantry offers unique features such as a wireless control system and integrated self-propelled drive system. It's sized to fit our



The SL300 was designed to meet the stringent safety requirements of ASME B30.1-2015.

24-inch track gauge."

Featuring the Intellilift wireless control, the SL300 allows for unobstructed views of the load. The control system allows users to operate the lift locally at each leg or use the remote control. The wireless system is designed to ensure automatic synchronization of lifting to an accuracy of 1 inch and automatic synchronization of travel with accuracy of 0.60 inch. For enhanced durability, the SL300 offers a sturdy, proven base frame for tough environments. ■

KHL.com revamps website

KHL.com is being completely overhauled and will be re-launched on July 1. Using the latest technology, the website will feature more content in a new layout designed for smart phones, tablets, PCs and laptops.

The website is able to provide reader-specific information because it can actually learn what a registered reader is interested in seeing. The search function on is greatly improved, making it easier to find content. It is highly optimized for speed, the sites are fast and will render quickly. As a part of the launch, *American Cranes & Transport* will have its own website, www.americancranesandtransport.com.



CraniMax offers global lift planning

CraniMax is a software developer from Germany that helps companies worldwide to reduce their crane job handling costs and grow the efficiency of their fleets by using crane job planning software.

CraniMax works with global OEMs that provide the crane data, allowing its software to calculate high precision ground pressure and to show a dimensionally accurate representation of the 3-D crane models and obstacles. This can offer cost savings by optimized crane selection, minimum counterbalance, lower handling fees and reduced transport costs.

CraniMax's Crane Manager software allows for the creation of 3-D job site planning with automated dimensioning of the most important elements and definable print-outs of the results. Users can create significant plans with numberless cranes and multi-lift planning with up to eight cranes on a load in one consistent and detailed study, designed and printed as one project, the company said.



When it is necessary to integrate a project into a CAD system, a user can transfer all cranes in their current configuration to all leading applications, CraniMax said.

Modulift develops new MOD CLS beam system

Flexibility and speed are key features of Modulift's new MOD CLS beam system. It is a combined lifting and spreader beam with an adjustable clamp system for the lifting and suspension points. Availability is from stock with immediate shipping. Typical applications are in light industry.

Sarah Spivey, Modulift managing director, said, "The MOD CLS is game-changing from a lead-time perspective as users no longer have to wait for beams to be built. The launch is yet another example of Modulift responding to industry demand and providing distributors with a revolutionary, off-the-shelf, below-the-hook solution."



An 8.5 ton capacity system will be available initially and larger models are planned. Four clamps come as standard to adjust the lifting points allowing a single top lifting point (lifting beam) or double top lifting points (spreader beam). The clamps are pre-assembled on the beam and markers show alignment and the center of lift. Clamps on the top of the beam are larger and higher rated than the two

The new MOD CLS beam system is a combined lifting and spreader beam with an adjustable clamp system for the lifting and suspension points.

on the underside. More clamps can be added to the bottom side of the beam as additional lifting points. Where more lifting points are needed it can be designed as an H-frame.

"The product stands out as an entire lifting system, not just a spreader, lifting beam or clamp," said Ian Locke, Modulift's senior design engineer. "Rather than releasing the clamp design on its own, we set out to create a complete below-the-hook solution."

CICB expands training programs in Houston

With substantial job growth forecast for Texas and the Gulf Coast Region over the next decade, Crane Inspection & Certification Bureau (CICB) has taken aggressive steps to tailor programs that match the area's demand for highly trained and certified crane operators and riggers. The expansion of certification programs and classrooms, in addition to new equipment and lab areas, continues CICB's mission to upgrade the skills and certification of the current workforce and provide a continuous pipeline of trained and educated workers entering the field.

CICB's Houston training center, an approved testing site by the National Commission for the Certification of Crane Operators (NCCCO), purchased an additional lattice boom crane, adding to the onsite fleet of cranes available



CICB has invested in CM Lab's Vortex training simulator to support its crane operator training and certification programs.

for training and certification exams. The center has also invested in CM Lab's Vortex training simulator to support its crane operator training and certification programs. The realistic experience of Vortex simulator training not only reinforces learning for the beginners, but also benefits the advanced operator with certification-level scenarios, comparable to a NCCCO exam.

"CICB's crane operator training programs now include theory, simulation and practical training," said John O'Connor, CICB's Houston manager and career school director. "Simulator training is a great way to bridge the learning gap, allowing students to hone their skills on a lift and build confidence in the controls, computer system and the crane."

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■ Terex Utilities appointed Dale Putman and Jason Julius to a task force charged with developing a drill rig operator certification. The certification for foundation drill rig operators is being jointly developed by the National Commission for the Certification of Crane Operators (NCCCO) and the International Association of Foundation Drilling (ADSC).



■ Giuffre Bros. Cranes recently took delivery of its 5,000th unit to start 2017, a Terex BT 4792 mounted on a 2017 Freightliner 108SD.

Goldhofer inks new U.S. orders

Goldhofer reported significant orders for its transportation systems at ConExpo, including 70 axle lines of the new THP/DC dual-lane modular trailer and for two STZ-P9 semitrailers.

“Better feedback than that is hard to imagine,” said Stefan Kohler, regional director of sales, North America. “For the new modules, we placed a special R&D focus on maximum flexibility for compliance with the various U.S. traffic regulations. As a result, our customers can now handle their various transport operations much more easily than in the past.”



With its THP/DC, Goldhofer has developed a vehicle to meet the broad range of different vehicle registration requirements in the individual states of the U.S. From a width of 13.97 feet, the modules can be widened step-by-step up to a maximum of 20 feet while the vehicle is on the move and under load with the hydraulics operated by remote control.

The STZ P9 highway semitrailer has 3 by 3 twin-axle bogies with pendular axle technology and a maximum steering angle of 60 degrees. The low running height of STZ-P9 makes for easy loading and unloading with a wide range of cargoes. Axle spacing between the bogies can be adjusted to meet the various U.S. regulations.

The Goldhofer STZ-P9 rigged with maximum axle spacing.

Potain MR 608 building Apple store in Chicago

Central Contractors Service, a division of the North American crane rental and sales operation of the ALL Family of Companies, provided a 35.3-ton capacity luffing jib Potain crane to work on the construction of Apple's new flagship store

in Chicago. According to Manitowoc, its MR 608 tower crane was suitable for the job as it could handle the required capacities while operating within the restricted space available on the job site, which is in the City Center next to the Chicago River.

Paul Urbanski, sales manager for Central Contractors Service, said that the MR 608 was the ideal lifting solution for the cramped work environment.

“The restrictions on this job site were challenging from the start,” he said. “Since we’re

working so close to the river, the entire area surrounding the site is vaulted, which required careful planning of the assembly and delivery of the crane. The MR 608 performed seamlessly once it was erected, and the crane's frequency driven hoist – with LVF technology – helped us cut down on maintenance and keep to our schedule.”

The MR 608 is rigged with 131 feet of jib and hovers around 32 feet above the ground. Now in its final month on the job, the MR 608 is helping contractors to install roof segments, which are constructed of a lightweight material traditionally used in the hulls of yachts.

The 35.3-ton capacity MR 608 luffing jib Potain tower crane working on the new Apple store in Chicago.



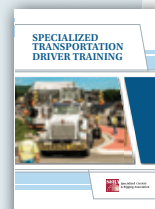
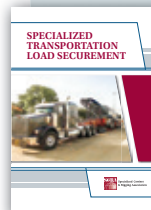
SC&RA releases new safety videos

The SC&RA has produced two new videos dedicated to promoting safety in the industry by providing drivers and employers educational material on the challenges

and dangers of specialized hauling and transport. The first video, “Specialized Transportation Driver

Training,” was produced as a training tool to address the needs of drivers who are new to the specialized transportation industry, unfamiliar with the unique challenges of transporting oversize/overweight loads, and seeking to understand the additional federal regulations that accompany these hauls. As the industry continues to address the driver shortage, having up-to-date tools to educate new drivers is a chief concern for continued industry safety. The new video is a resource for seasoned drivers in need of a refresher course.

Additionally, the “Specialized Transportation Load Securement” video has been completely updated and improved from its 2006 version to provide drivers with the most current DOT regulations, policies and strategies for properly securing cargo during specialized hauling. As recent industry initiatives have demonstrated, proper load and cargo securement is essential to safe driving conditions, and is an especially important issue for oversize/overweight moves.



Dual Grove ATs demolish steel walkway

A pair of all terrain cranes made light work of a tricky demolition project in Michigan. Crane owner JJ Curran from Detroit supplied Grove GMK6300L and GMK6400 all terrain cranes to dismantle a steel walkway in tight quarters. It was part of a project to demolish an abandoned building at a General Motors site in Michigan. The walkway weighed 61 tons and took about 15 hours of work to complete.

Chad McComas, JJ Curran crane operator, said, "There was a lot of steel that needed to be cut to free the walkway from the outside wall of the building. We needed cranes that could fit in tight quarters, offer our demolition crew

maximum stability while they worked and be able to take the brunt of the walkway once it was cut free. I'm happy to say that both the GMK6300L and the GMK6400 performed without a hitch throughout the process."

The 300-ton capacity GMK6300L was positioned on one side of the walkway and the 400-ton GMK6400 on the opposite side. After rigging segments of the walkway to each crane, a demolition crew cut the walkway's connections to the walls and foundation of the building. The cranes then lowered the structure to the ground where the crew cut it into two pieces, each weighing just over 30 tons.

"There was not much room to maneuver on this



The demolition project took around 15 hours of work to complete.

job site," McComas said. "But the GMK6300L and the GMK6400 gave us the stability and capacity on a small enough footprint to carefully complete the walkway separation without stopping for readjustments. By the time

the sun was setting, we had already safely maneuvered the large pieces of steel to the street below. It was a great example of using the latest equipment to take a complex problem and safely engineer a solution."

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BY TEREX

The heavy equipment sector saw a series of spikes in the early part of the summer, as first quarter results impressed and the Trump Administration started to flesh-out its infrastructure investment plans.

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.

Share surge

The ACT Heavy Equipment Index (HEI) showed shares in heavy equipment manufacturers were up 40 percent at the start of June on their position 12 months earlier. This growth outstripped that of the mainstream stock market indicators, including the soaring NASDAQ.

The first pieces of good news to drive this surge came with first quarter financial results. The bellwether of the sector is Caterpillar, by far the largest construction equipment maker in the world. It gave the markets a pleasant surprise with its results announcement – sales were higher than anticipated in the first quarter, and the company upped its outlook for 2017 as a whole.

Certainly not every manufacturer in the sector was this buoyant. For example, Manitowoc's sales were steeply down and it made an operating loss in the quarter. However, its order position improved, so there wasn't a big

dip in its share price. For crane manufacturing, global markets are not expected to pick up until the end of 2017 at the earliest.

But the other factor has been the fleshing-out of President Trump's pledge to invest \$1 trillion in America's infrastructure. The administration's budget proposal calls for \$200 billion of public money to be injected into transport projects over the next ten years, which is expected to stimulate funding in the sector to reach the \$1 trillion total. The principles underpinning the plan are expected to be using federal dollars to leverage private investment, ensuring federal dollars are targeted at transformative projects, shifting more services and underused capital assets to the private sector and giving states and localities greater flexibility.

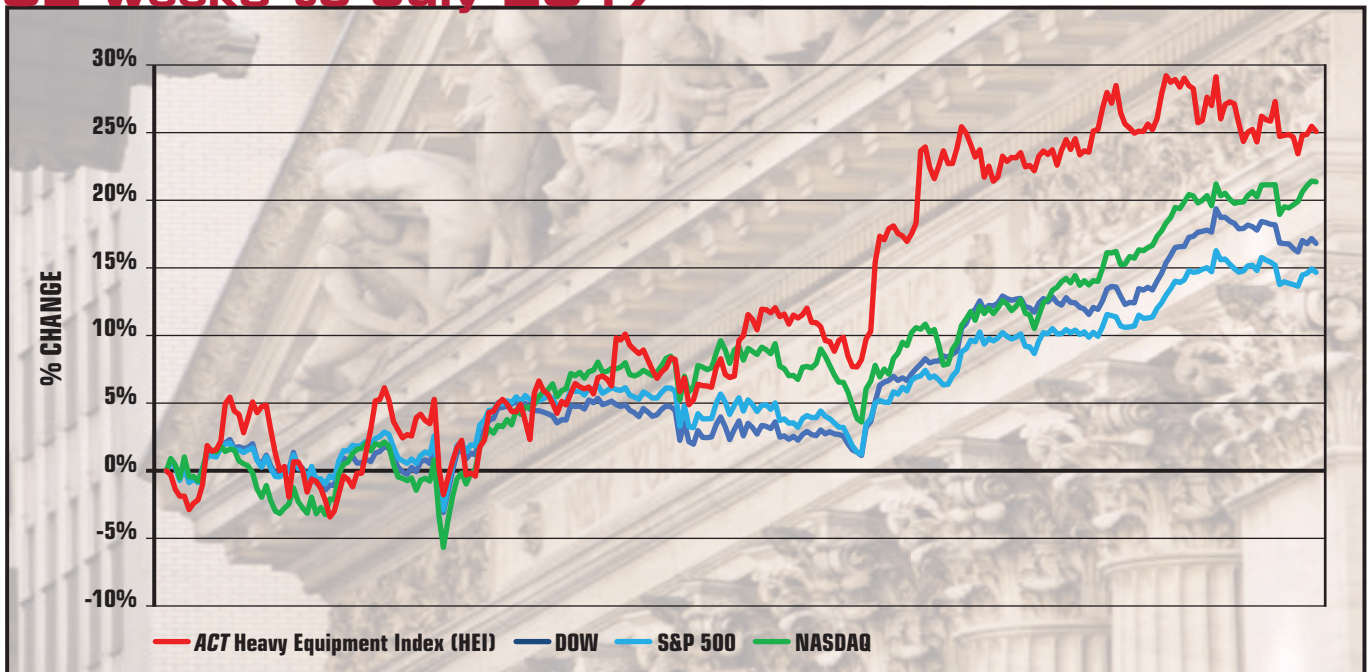
Other aspects of the proposed policy will address the environmental review and permitting projects, with a view to reforming or

eliminating some aspects of regulation. That may speed up the process but is also likely to be controversial.

The other point to make is that while \$1 trillion is a lot of money in anyone's language, the actual committed public funds will amount to \$20 billion per year. With American construction output currently in excess of \$1.1 trillion per annum, that amounts to less than a 2 percent boost for the market. Clearly the crux of the plan is being able to use that government money as the seed to generate much larger amounts of private funding.

And of course 2 percent is better than nothing – or even a cut – and the more important point is that a firm policy would give companies the confidence to invest in new equipment. This is something the market has lacked over the last decade, with the on-off funding of transportation through a series of short-term highways bills (with plenty of gaps in between them). ■

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Lifting your dreams

Crane operators speak out on the value of certification

If the crane operators who visited ConExpo earlier this year are representative of the crane community as a whole, certification is all but universally considered not just a good thing to have, it's essential to safe operations on construction sites around the country.

Of the more than 100 responses received to a survey conducted among crane operators by NCCCO at the event, fully 94 percent stated that certification was "very important" for cranes to be operated safely. A further 5 percent said it was "somewhat" important. Safety was the No. 1 reason cited. As one respondent put it, "Would you put an inexperienced, untrained, untested person in a \$20,000 car? No? Then why would you put them in a \$3 million crane?"

So convinced were the respondents of the merits of certification, they wanted it extended to other types of equipment. Forklifts figured prominently, but the list ranged from excavators and aerial work platforms to concrete pumps and pipe layers. When asked specifically about telescopic handlers (which are rapidly encroaching on activities traditionally the preserve of cranes), fully 96 percent stated that operators of such equipment should be certified.

But is certification enough? The overwhelming majority of respondents didn't think so. Experience and training were the two most often cited aspects they felt should be combined with certification

“ Would you put an inexperienced, untrained, untested person in a \$20,000 car? No? Then why would you put them in a \$3 million crane? ”

in order for an operator to be deemed "qualified." The ability to recognize hazards and the importance of having the "right attitude" were also called out as being critical.

Certification ought not just be confined to operators, however. Lift directors, assembly/disassembly directors, and, of course, riggers and signalers all needed to be certified in order for a lift to be conducted safely, in these respondents' opinion. "Everybody that has anything to do with crane operations" was one comment that summed up the general opinion.

The experience of operators polled in the survey ranged from 47 years down to "less than a month," with an average seat time of 17 years. They hailed from all corners of



An overwhelming majority of crane operators believe that operators of telehandlers (such as the one pictured) should have to be certified.

the United States. Most (87 percent) were telescopic boom crane operators but over half (57 percent) also had lattice boom experience.

CCO Certification now offers a boom truck exam option

NCCCO has added a third load chart option – a boom truck – to its CCO Telescopic Boom, Swing Cab (TLL) Mobile Crane Operator Specialty Exams.

The new load chart is based on a 50-ton National swing-cab boom truck.

"NCCCO wants to remain responsive to industry trends, and adding this new TLL load chart option reflects the market growth for these increasingly popular cranes," explained NCCCO Written Exam Management Committee chairman, Joe Bob Williams. The new National Boom Truck load chart also more accurately represented the cranes currently being manufactured and sold in today's market, he added.

The new Specialty Exam is currently available at paper-and-pencil written exam

administrations; computer-based testing (CBT) will be available later this year. The existing TLL Specialty Exam load chart options – Grove (truck mount) and Link-Belt (rough terrain) – are still available in both formats.

CCO certification for operators of boom trucks with fixed cabs became available last year. Unlike the new TLL load chart option which results in full TLL certification, the CCO Boom Truck – Fixed Cab (BTF) operator certification is a subcategory of the CCO Telescopic Boom – Fixed Cab (TSS) certification and was developed specifically for the industries that use these machines such as petrochemical, maintenance, and general pick-and-carry work.



From nuclear engineer to business turn-around executive to crane company CEO, **Jeff Bust** is an engaging leader.

Jeff Bust, chairman and CEO of Broderson Manufacturing Company, has had what he terms “an interesting and varied career.”

After talking with Bust and learning about his rise through the crane and other industry ranks, I would be inclined to embellish that statement. A former naval nuclear engineer, Bust is a graduate of the U.S. Naval Academy. He has been a top executive for several prominent companies, including P&H, Manitowoc and Grove.

“I went to the Naval Academy because it was the only college education I could afford (free),” he said. “I became a Mechanical Engineering major at the Naval Academy because that was the strength of their faculty and curriculum. I became a naval nuclear engineer because the Navy needed nuclear engineers. During my service in the Navy I liked being at sea and having large responsibilities, but it was not a good career path for raising a family because of all the time at sea.”

So he left the Navy and earned his MBA at Dartmouth College in accounting and finance. He figured that was the best way to transition into business and civilian life.

In the early years of his business career he was focused on manufacturing and operations, working for P&H, where he served as president of the mining division. He first came in contact with the crane industry while at P&H, although the company had exited the crane business before he arrived.

“But we were still working through some of the transition issues,” he said.

He became directly involved in the crane business while working at Manitowoc and Grove Worldwide.

“The crane business has a rich mix of attractive attributes including worldwide markets, interesting equipment and designs, challenging applications and most importantly a user base that knows their business and respects honesty and hard work,” he said.

He later served as president of

Sharp and



PHOTO: ©BOB DIMMITT, 2017

Manitowoc Cranes and CEO of Grove Worldwide. After the two companies merged, he left the crane industry, and for several years specialized as a business turn-around executive for companies like Blue Bird Corp., JMC Motors and others.

Bust is known for having good instincts and for being a straight shooter. He is also a genuinely caring person.

“I came back to the crane industry as president of Broderson because of my long term friendship with Mike Lanigan, president of Lanco Group,” he said. “I knew Broderson well from competing with them while I was at Grove and I respected their simple, solid products and culture. I had wanted to work for Lanco Group for years and was waiting for the right opportunity. When Lanco acquired Broderson I felt I could make a solid contribution.”

I have visited with Bust a few times through the years, when he was at Grove and more recently at the Broderson booth at ConExpo. I consider him to be one of the sharpest people in the crane industry and also one of the most genuine. He is the perfect person to lead Broderson into its next chapter.

His answers to my questions are forthright, comprehensive and enlightening.

YOU HAVE BEEN IN AND AROUND THE CRANE BUSINESS FOR MANY YEARS? WHAT ARE THE MOST PROLIFIC CHANGES?

I am an engineer so I am tempted to say the changes in hydraulic component and system design, changes in boom design, mobility related design improvements and that never ending journey for longer, stronger, lighter equipment are the most important changes I have seen.

Practically though, the change from an ownership based market model to a predominantly rental fleet market model is the largest change I have seen in the crane business.

WHAT ARE THE BIGGEST CHALLENGES FOR U.S. MANUFACTURERS IN TODAY'S MARKET?

There are many challenges facing domestic crane manufacturers. The move to a predominantly rental-based delivery channel for cranes makes it easier for international manufacturers to enter the market and reduces the distribution/dealer channel advantages domestic crane manufacturers used to enjoy. The internet



genuine

“Businesses get in trouble because of arrogance and complacency. If your head isn't filled every day with ideas on how you can get better or faster you are in trouble. If you think you're the best – you aren't. If you think you can relax – you can't.”

JEFF BUST

Chairman and CEO,
Broderon Manufacturing Corporation

makes product information, pricing and availability readily available and crane buyers are more aware of international products. Crane buyers are better informed.

Then there are the currency/exchange rate challenges that currently work against domestic crane manufacturers. I think though that the biggest challenge most domestic crane manufacturers' face is the inability to take the long view strategically. It is harder to compete when you are managing a business with an eye to next quarter's investor's call. Broderon is lucky to be part of a family owned company with extensive experience in the equipment industry.

BRODERON IS A SOLID COMPANY WITH A RICH HISTORY. WHAT DISTINGUISHES THE COMPANY IN THE MARKETS IT SERVES?

We keep it simple both with our products and our business culture. We build good products, focus on serving our customers and work to earn a profit. We are small enough to be directly accessible to our customer base at every level of the Broderon organizational structure. We are small enough to keep everyone in

Broderon aligned to consistent common objectives. We compete in a small market segment where the scale advantages of our bigger competitors are not meaningful.

In fact, being small and focused gives Broderon an advantage. Our long term consistent performance and narrow focus distinguishes Broderon in the market place.

WHAT IS THE SCOPE OF THE BRODERON PRODUCT RANGE?

Broderon currently is delivering eight industrial carry deck crane models, all but one being offered with diesel, dual fuel or LPG engine options. The smallest industrial carry deck model is the IC-20 with a 2.5-ton rated load capacity. The largest industrial carry deck model currently in production is the IC-400 with a 25-ton rated load capacity. In December of this year we will begin production deliveries of the IC-600 industrial carry deck crane we introduced at ConExpo.

Broderon introduced the 25-ton capacity RT-500 cab down rough terrain crane at ConExpo. Production deliveries will begin in November of this year.

The IC-600 is a 30-ton rated capacity crane. The IC-400 and IC-600 are only offered with diesel engines.

Broderon is currently delivering two cab-down rough terrain crane models, the RT-300 and the RT-400. The RT-300 is a 15-ton rated load capacity crane and is a long term member of our model portfolio. The RT-400 is a 20-ton rated load capacity crane. The RT-400 also debuted at ConExpo and is currently in production.

Broderon also introduced the RT-500 cab down rough terrain crane. The RT-500 is a 25-ton rated capacity crane and will begin production deliveries in November of this year.

Broderon looks for small niche market segments and the MTL-225 material handler we introduced at ConExpo is a good example of that focus. The MTL-225 is a 22,500-pound rated capacity unit with fork and hoist capability. It is a front wheel drive, rear wheel steer, tight turning material handler without outriggers. MTL-225 production deliveries will begin in 2018.

WHAT ARE BRODERON'S PRIMARY MARKETS?

Broderon cranes are used in oil and gas, automotive, steel, mining, paper, chemical and power generating industrial applications as well as in general construction and infrastructure construction applications. Broderon

>18

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products are used extensively in refinery and chemical plant turn-around projects. Broderson cranes perform routine maintenance in a variety of industrial applications. Our largest markets geographically are in North America.

HOW DO YOU CHARACTERIZE THE MARKET FOR BRODERSON'S PRODUCTS?

Like all crane markets, Broderson's market is cyclical. We are seeing a good rebound to a positive cycle this year after two down cycle years. This same cyclic pattern has repeated itself for the last 30 years. Broderson manages itself to this demand cycle. Our business processes are designed to be profitable in down cycle periods with a minimal amount of headcount changes or organizational adjustments. Our business processes are designed to be flexible enough to meet up cycle demand.

We believe we have a role as a manufacturer to manage our markets. Over producing cranes in a down cycle destroys pricing and used equipment/installed fleet values and contributes to pushing down rental rates. At the same time, we must meet demand during the up cycle periods. This is our market reality and we accept it.

DO YOU ENVISION EXPANDING THE BRODERSON PRODUCT LINE? HOW DO YOU APPROACH PRODUCT DEVELOPMENT?

Broderson fell behind in product development prior to the acquisition by Lanco, so we have been doing some catch up recently. The biggest comment I receive from our customers is don't change anything, but that is unrealistic. Component suppliers' change, components go out of production, EPA engine changes are required – all of these factors mandate product design changes. A stale product line-up also holds down rental rates because older equipment is not distinguishable from newer equipment. There must be a balance and that balance for Broderson is always influenced by our culture and focus on keeping it simple.

Our product development process at Broderson is all hands based. Every function has a role and we all put our shoulders into the effort. It is also very hands on. I am very pleased to continually see Broderson engineers on the shop floor covered in grease or asking our shop technicians questions on designs. We leverage the open communication environment we have at Broderson and receive unvarnished input from our



PHOTO: ©BOB DIMMITT, 2017

Jeff Bust characterizes Broderson as a company that keeps it simple in terms of products and business culture, focusing on building good products, serving customers and earning a profit.

customers, field service techs and crane operators. We start design projects with well-defined requirements, detailed schedules and modular cost targets.

We only have a handful of engineers so keeping everyone on task, minimizing bureaucracy and working together is easier for us than larger companies.

DO YOU ENVISION ACQUIRING OTHER PRODUCT LINES?

Our parent company, Lanco Group, is always in the market for new product lines. We like to target niche markets and look for ways to leverage existing businesses and distribution channels. Lanco Group acquired the rough terrain forklift manufacturer Liftking in September 2016. It is a good example of our acquisition strategy. Liftking is working with Broderson and other Lanco operating companies to leverage distribution channels, production resources and sourcing alternatives.

AT CONEXPO, BRODERSON HAD A STRONG PRESENCE AND A RANGE OF NEW PRODUCTS. HOW DO YOU CHARACTERIZE THIS TRADESHOW?

ConExpo is Broderson's primary tradeshow. The attendance includes an excellent representation of our primary customers, suppliers and business partners. It is a hectic week of meetings, hospitality and selling activities. It gives Broderson a chance to demonstrate and practice our team skills because everyone pitches in with booth setup, customer discussions, supplier discussions and everything else associated with the show. For Broderson, we don't attend ConExpo,

we participate in ConExpo on a full contact basis. It is an intensive whole week immersion in our industry.

REFLECTING ON YOUR TIME AT GROVE, AND NOW BEING BACK IN THE CRANE INDUSTRY WITH BRODERSON, WHAT ARE THE CONTRASTS? SIMILARITIES?

Broderson is a much smaller company than Grove. My daily routine is to walk the shop shortly after I get in every morning, and while I knew many of the Grove folks by name, I did not know them all. My day always starts out well with a few quick conversations with members of the Broderson team. I also am happy to not have to worry about investor and bank communications.

The best part of being back in the crane industry is renewing relationships with customers and colleagues I haven't met with in a while.

WHAT IS YOUR BUSINESS PHILOSOPHY?

Businesses get in trouble because of arrogance and complacency. If your head isn't filled every day with ideas on how you can get better or faster you are in trouble. If you think you're the best – you aren't. If you think you can relax – you can't.

WHAT DO YOU DO IN YOUR LEISURE TIME?

My brother and I own some ground in the middle of nowhere South Dakota. I like to operate and maintain the equipment, play farmer and hunt pheasants and deer. My two sons come out to help with the projects and I have that special time with them. I also like to read and play very mediocre golf. ■



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MLC300 VPC INCREASES CAPACITY AT LONG RADII.

The project saved \$100,000 in its construction of a parking garage that required high-capacity lifting at 115 ft radius.

A Manitowoc MLC300 was a vital tool in a project to build a parking garage for Sparrow Hospital in Lansing, Michigan. Precast Services, Inc. (PSI), was the main contractor on the project. It was PSI's first experience with the crane and its innovative Variable Position Counterweight (VPC).

"The logistics of the job site really drove our choice to use the MLC300 for this project," said Aaron Vnuk, director of sales and operations for PSI.

"We had to lift precast panels and other loads from a truck parked on an access road from outside the footprint of the garage, so we needed a crane with great capacity at a 115 ft radius. The MLC300 was the perfect crane for this situation—the load chart is phenomenal."

The 330 USt MLC300 was set up on a stone road that ran through the middle of where the garage was being constructed. It moved up and down the road from the center of the garage, and with 217 ft of boom, placed loads to both sides. The crane lifted precast concrete panels, Double Tees, Spandrels and more, with loads weighing up to 35 USt. Most of the lifts rose to 60 ft to 70 ft in the air. Precast Services used a 120 USt Grove GMK5120B to help erect the MLC300.

"Before the MLC300, we would have had to use a larger, 400 USt crane to get the reach and capacity we needed for this project. That would have easily added \$100,000 in cost to the job," Vnuk explained.



"This crane also was quicker to set up and tear down. Its counterweights were easier to work with than previous cranes and we were able to use fewer of them. This saved us at least a full day's time and the cost that would have come with it."

The project began in October 2015 and wrapped up a few months later in December. The four level, 50 ft tall parking garage will serve as an employee lot for Sparrow Hospital's cancer center, which is also under construction. The lot dimensions measure 200 ft by 400 ft. The Christman Company, based in Michinga, served as the project's construction manager.

A WINNING TEAM

PSI leased the crane from Detroit's Laramie Enterprises, Inc., a company PSI has been doing business with for more than 25 years.

Due to the project's logistical restrictions, Bob Hunsaker, a sales representative with Laramie, said the MLC300 was an ideal choice.

"For the weight of the loads that had to be lifted at such a long radius, the MLC300 had much better load charts than any crane the company would have rented in the past to perform this type of work," he said. "Not only did it solve the logistical problem they were confronted with, it ended up saving them time and money over the course of the project."

Since 1917, Laramie Enterprises, Inc., has been a family owned and operated business. Now in its fifth generation, the company is as strong as ever. Its current president, Gordon "Chip" Laramie III, largely credits Manitowoc products with the company's success.

"We have been purchasing Manitowoc and Grove cranes for more than fifty years," he said. "They have proven to be the most innovative, cost-effective and reliable cranes in the industry."



> Contact your local Manitowoc dealer today to learn more about the MLC300.

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Up-close and personal

Trent Burns discusses the important particulars of lattice and telescopic boom inspection.

Why should telescopic and lattice booms be regularly inspected? The answer is two-fold. The first reason is to prevent damage and destruction from the collapse of the boom. The second reason is to maintain regulatory compliance under the federal OSHA law.

The proper boom inspection of mobile cranes requires an up-close and personal approach. The inspector needs to be close enough to see the entire boom in detail. If the boom cannot be lowered to the ground, an aerial lift may be needed. The crane's load chart should be consulted before attempting to lower the boom to the horizontal, as not all cranes can attain low angles without tipping. Once the inspector has access to the entire boom from base to tip, the inspection can begin.

Lattice boom inspection

Traditional lattice boom cranes are defined as being fabricated from high-strength steel, and by their booms, which will have four main chords pinned and welded together with lacings that are either tubular or angular. These serialized boom sections



The crane's load chart should be consulted before attempting to lower a lattice boom, as not all cranes can attain low angles without tipping. Once the inspector has access to the entire boom from base to tip, the inspection can begin.

typically come in 10, 20, 30 and 40-foot long sections, and are matched to the crane per the manufacturer's specifications and recommendations. Many times, the serial numbers on the boom sections can be extremely difficult to locate, especially if the crane has been painted multiple times.

On the boom, the shortest section should be installed closest to the crane itself, graduating to the longer sections towards the top. The connecting pins should be installed from the inside and pointing out, secured with cotter pins, not hitch pins, thereby increasing safety

during disassembly. All sections of the boom should be free of structural damage including, but not limited to, nicks, corrosion, gouges, bent components, broken welds, any type of deformation or heat damage. If any of these items are found, the damage needs to be recorded, and the crane is to be tagged out until the manufacturer has been consulted and/or the damage repaired. If no issues are present, the qualified inspector, starting at the base and working forward, will check the straightness of each boom section and confirm that each section is square.

The sheaves, located at the boom tip, need to be inspected for anything that could inhibit rotation, lubrication, wear, or any damage that may have an impact on the wire rope. There also needs to be a close-fitting guard on each sheave that will keep the wire rope in place when installed. Auxiliary components installed on the boom need to be inspected per the manufacturer's guidelines, as well as all safety devices and operator aides, such as anti-two block devices, load moment indicators, scales, etc.

Once the boom structure and added components have been checked, the pendant system must be evaluated.

Pendants can be fabricated of wire rope or solid steel with articulating systems pinned together. The crane's manual will describe the system required for each crane, and the manufacturer will have

THE AUTHOR



TRENT BURNS, a seasoned instructor/inspector at Crane Inspection & Certification Bureau, is NCCCO certified as a Crane Inspector for both mobile

and overhead cranes, a NCCCO Accredited Practical Examiner, and is CCO Certified as a Mobile Crane and Overhead Crane Operator, Rigger and Signal Person. With a degree in education, Burns is also Bob Pike Train-the-Trainer certified.



Proper boom inspections require an up-close and personal approach, with the inspector close enough to clearly see the boom in detail.

guidelines for inspection. If the pendant line is made of wire rope, it should be inspected for diameter, broken wires, kinks, corrosion and structural damage. Should the pendant lines be made of solid steel, they need to be inspected for any type of deformation, including cracks, bends, or twists, missing connectors, etc.

Located on the top side of the boom, the rope guides, rollers or wear pads (on which the hoist rope ride), should be checked for wear due to metal-on-metal contact. Once the entire structure of the boom has been inspected, the boom hoist system must be evaluated. Each sheave of the system should be inspected in the same manner as the boom tip sheaves. This may require the sheaves to be completely unloaded and slack left in the lines. Inspectors generally find wear on the outer bale assemblies from excessive rotation while in motion. Once completed, keep tension on the lines while the crane is boomed, checking the accuracy of the boom angle indicator throughout the crane's range.

Telescopic boom inspection

Telescoping crane booms differ from lattice boom cranes in style but require just as much, if not more, scrutiny. Even though many of the components are inspected in the same manner as lattice booms – boom tip, operator aides and safety devices – the boom itself has major differences.

Telescoping booms are made up of multiple “shell” sections that become progressively narrower the further they scope out from the crane. Through a system of hydraulic cylinders, in conjunction with roller chains or wire rope, each section will slide out as the boom is lengthened.

Once the inspector has access to the



If an inspection reveals structural damage, nicks, corrosion, gouges, bent components, broken welds or any type of deformation, the damage needs to be recorded, and the crane is to be tagged out until the manufacturer has been consulted and/or the damage repaired. Pictured is a lattice boom with broken lacings.

entire boom length, the inspection should begin with the base section at the hinge pins and the boom cylinder. The pins should be sized to the crane, without any gaps or play where they attach, and the cylinder should be free of leaks and damage. Each boom section should also be inspected closely for any structural damage, with the boom fully extended. If an inspection reveals structural damage, nicks, corrosion, gouges, bent components, broken welds or any type of deformation, the damage needs to be recorded, and the crane is to be tagged out until the manufacturer has been consulted and/or the damaged repaired. Any deformation in this type of boom can lead to a collapse, even without a load on the crane.

Wear pads, which prevent metal on metal contact and excessive movement on each section, will need to be inspected and adjusted or replaced if worn. There should be a lite coat of lubricant on the boom where the pads make contact, reducing friction and easing the extension/retraction of the boom.

Along the boom there will be sight windows, allowing for inspection of the

crane's telescoping system. The inspector should check for hydraulic leaks, damaged hoses, corrosion, worn parts, loose roller chains and anything else of question. The inspector will also be able to view the extension/retraction cylinders. Any hydraulic issues should be addressed immediately. Damage found in this section may need disassembly for repair.

Should inspection of any type of the crane's boom show a deformation, excessive sag, structural damage, or raise a question about the safety of a crane, the inspector shall document it, and the manufacturer would need to be contacted.

The manufacturer's report will let you know if the equipment needs to be repaired or replaced. If the deficiency can be repaired, the manufacturer's procedures must be followed and documented accordingly by a qualified person.

The boom is a critical component that doesn't require major damage to become dangerous. Everyone that works around cranes should be trained to know what to look for, and all mobile crane inspections should be completed thoroughly and by a qualified person.

A visual inspection of all booms is required before operating the equipment by a competent person. A comprehensive inspection is required annually by a qualified person and must be documented, maintained and retained for a minimum of 12 months. A well-documented and thorough inspection is a relatively inexpensive way of ensuring the health and well-being of everyone at a worksite along with protecting the hundreds of thousands of dollars invested in the crane. ■

Along the boom there will be sight windows, allowing for inspection of the crane's telescoping system. The inspector should check for hydraulic leaks, damaged hoses, corrosion, worn parts, loose roller chains and anything else of question.



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Critical operator aids

ACT presents a round-up of load moment indicator/rated capacity limiter systems.

Whether operating a boom truck or a huge crawler crane, the operator needs as much information as possible to safely lift and place the load. Load Moment Indicator (LMI) and Rated Capacity Limiter (RCL) technologies lead the way in providing this critical information. While some crane manufacturers have developed their own LMI/RCL systems, others procure these systems from a variety of companies that specialize in producing these systems for crane OEMs.

Voice of the customer

"We will always listen to our customers and build to their requests and requirements, if it's a standard system or completely custom system we are willing to assist in any way we can," said Joel Francis, sales director for Rayco Wylie.

Rayco Wylie continues to advance its i4500 series technology that has capabilities to outfit any style of cranes or other machines, Francis said.

The i4500 series display is an all-in-one display. It can be utilized as a simple load only system or a complete RCI or LMI with camera options, outrigger-monitoring options, wind speed option, ground bearing pressure, zoning and many other options. This is what makes it an all-in-one system. With

the Rayco Wylie i4500 series display, multiple displays are not needed in the crane cab.

The i4500 series utilizes a full color display in 4.3-inch, 7-inch and 10-inch models, and options to suit a variety of customer needs. It features self-diagnostics, operator usability and ease of calibration. The systems utilize the CAN bus protocol to communicate with each interface, constantly monitoring all the cranes sensors to give clear, accurate information to the operator. The CAN bus network also allows huge amounts of flexibility with the ability to add or remove sensors when required at any time throughout the life of the equipment.

The i4500 series offers a way of rethinking security on construction sites and can be the new definition of safe load indicators for mobile, tower, overheads or any type of crane in which the operator plays the key role of his own safety.

Perfectly adapted for the OEM and retrofit markets, the system includes the data logging feature to track parameters and crane usage.

"We provide the complete turnkey crane indicators for many types of cranes, and we offer many other solutions that can

The Rayco Wylie i4500 series display is an all-in-one display that can be utilized as a simple load-only system or a complete RCI or LMI with camera options, outrigger-monitoring options, wind speed option, ground bearing pressure and zoning.



Hirschmann MCS qSCALE Ix load moment indicator features a simplified calibration procedure through a menu-driven process to reduce calibration time.

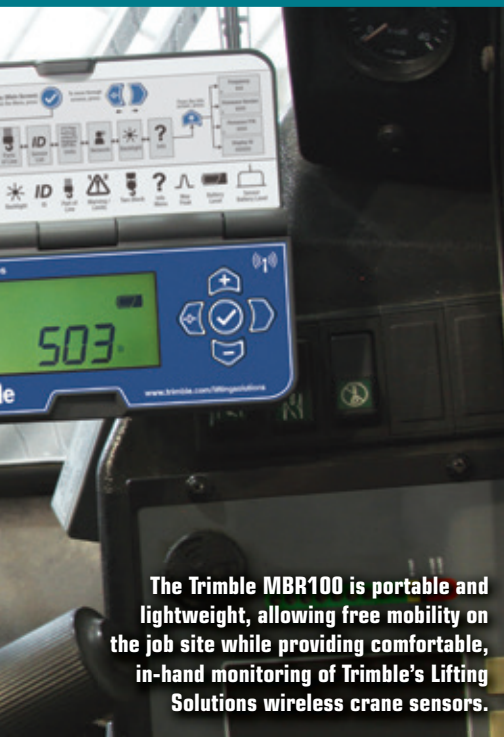
include, monitoring of an elevated work platform, man-baskets, tele-handlers, under-hook weighing, wind monitoring solutions and many others options for the crane and lifting industry needs," said Francis.

Flexible display size

The Hirschmann MCS qSCALE Ix load moment indicator provides the operator with a graphic display of the crane's current load and geometric information, including the actual and allowable load, boom length, boom angle and load radius. The display also includes an integrated bar graph that provides the operator with information regarding the crane's utilization.

The system offers the flexibility of a 4.3-inch (qSCALE I2) or 7-inch (qSCALE I3) color graphic display that features a superior HMI graphic interface for easy operation, the company said.





The Trimble MBR100 is portable and lightweight, allowing free mobility on the job site while providing comfortable, in-hand monitoring of Trimble's Lifting Solutions wireless crane sensors.

The qSCALE Ix supports both wireless and hardwired sensors and was designed with an IP66/67 protection rating which is suitable for use either inside or outside of the cab. Setup of the crane parameters and LMI functions are done through

an easy to use Configuration Tool. The system also features a simplified calibration procedure through a menu-driven process to reduce calibration time. The qSCALE Ix meets the requirements for OEM and aftermarket applications.

Pocket friendly

For quick, handheld or cab-mounted wireless monitoring of crane sensors, Trimble's MBR Series Displays can monitor load, wind speed, wind gust, A2B, boom angle, trim angle, list angle, rope payout, rope speed and/or pressure for many crane and lifting applications.

The MBR Series Displays are "efficient, simple and precise," said Olivier Desrochers, crane operator at Grues Laurier, a Quebec-based crane rental and construction company. The MBR Series includes a handheld, battery-powered version (MBR100) or a cab-mounted, vehicle-powered version (MBR105). Both display models can monitor one analog and one digital sensor simultaneously. The battery-powered MBR100 operates with four 'AA' cell batteries; the MBR105 operates with a 9-30V power connection. Unlike other portable displays, the MBR100 has a long battery life, up to

90 operational hours using alkaline batteries or 125 operational hours using lithium batteries.

"The compact size and long battery life from standard off-the-shelf 'AA' batteries alone are a great solution, but the MBR100 takes it even further

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The MBR Display Series offers a variety of applications in a pocket-friendly case.

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by simplifying the sensor ID programming and taring a load, making this a perfect product for load testing applications with the flexibility to check and monitor standard sensor data,” according to Adam Hyla, branch manager Offshore & HALO Smart Crane at Hoist & Crane Service Group, Inc., a national provider of lifting equipment inspections, preventative maintenance and repairs based in Louisiana.

The MBR100 is portable and lightweight (0.95 pounds or 430 grams), allowing free mobility on the jobsite while providing comfortable, in-hand monitoring of Trimble's Lifting Solutions wireless crane sensors. With a wide line-of-sight wireless communication range of 4,260 feet (1,300 meters), the MBR Series Displays can monitor sensors using Listening Mode without modifying the current RF network hierarchy. Users can set limits for alarms and view the peak load during use when programmed with a load sensor.

“The MBR Display Series has been designed to be utilized by a range of

customers,” said Dawn Cirkel, business area director for Trimble's Lifting Solutions Division. “Whether it's an OEM wanting to test a machine's design, a crane supervisor wanting to monitor a load or an inspector certifying a crane during its annual inspection, the MBR Display Series offers a wide variety of applications to suit the needs of our customers in a rugged, pocket-friendly case.”

The MBR Series has an ambient operating temperature range of 5°F to 122°F (-15°C to 50°C), an IP65 rated composite enclosure and features an ISM license free radio optimized for communication in industrial



Inter Control's core business is a safety controller known as the Digsy Fusion Controller.

environments. The MBR105 Display has an available lockout function. Both MBR Series Displays have a hinged lid that opens and closes for safe storage and screen protection. An optional neck lanyard and wrist strap is available.

Controller technology

Inter Control has long offered electronic control systems in Europe and the company is increasing its footprint in the U.S. market. Inter Control's core business is a safety controller.

A specialist in providing electronics for off-highway machinery, Inter Control designs and manufactures heavy-duty controllers, I/O-modules and displays. Its products are based on open standards, and the company provides installation support as well as training for all levels of integration and service. Its controller for the American market is the Digsy Fusion LMI/Controller. The standard controller has 48 I/Os available. It can be expanded to 240 I/Os with additional controllers.

The new controller includes CANopen Safety communication for sensor-to-safety controller, Ethernet to router/modem, sensors via analog/digital inputs, data logging and the optional SAE J1939 to engine. The control and monitoring solution for hydraulic cranes includes a safety controller, sensors and a 4-inch or 7-inch display.

No programming is required and the operator can achieve such functionality as LMI/RCL, boom monitoring and control, data logging, wind speed measurement, calibration of sensors and setting of geometry limitations.

Inter Control, based in Nuremberg, Germany, has provided systems to Terex Demag, Terex Comedil, Tadano, Liebherr and Hidrokon. The company is a member of the EN 13000 standardization work group.

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TNT Crane & Rigging CEO Mike Appling put it this way: "Crawler cranes continue to add many technological improvements and enhancements. Yet at their core they are very simple machines with great charts and flexibility across many applications."

The crawlers in TNT's fleet work across a myriad of industries – commercial construction, road and bridge building, refinery turnarounds and wind maintenance and construction work. Crawler cranes will always have a place in the fleets of crane service companies, Appling contends. Lampson International's Randy Stemp agreed.

"Lattice boom crawler cranes will always be one of the most effective and most in demand tools on the market," said Stemp, engineering project manager at Lampson.

With one of the largest crawler fleets in the world, Lampson has long embraced the many features of crawler cranes.

"They have mobility with the load and the ability to quickly set up between lift locations on a job site," said Stemp. "They are also much easier to move on a congested site."

Large-scale, long-term projects that have multiple lift locations almost always require a lattice boom crawler, Stemp said.

"Lifts that require the crane to travel, such as tilt-up operations and vessel erection necessitate the use of a crawler," he said. "They are needed for a wide variety of projects throughout the U.S. and the world, ranging from infrastructure projects to wind farm erection, power plant construction to offshore work."

The oil and gas industry, both upstream and downstream operations, have a long history using crawler cranes, according to David Cowley, president of Boss Crane & Rigging.

"Crawlers have strong attributes in many applications, whether you are talking about new construction, the oil field business or at wind farms," Cowley said. "At Boss, we run numerous crawlers in our oil field division. They are excellent machines for oil rig assembly and disassembly. Through the years, crawlers have transformed into being the preferred machine for rig movement. They offer versatility because they can walk with the load."

In the oilfield, Cowley said the cranes of choice are in the 80 to 110-ton capacity range. Crawlers are also the crane of choice for work in petrochemical and natural gas plants. Currently, the Gulf Coast region has a huge concentration of crawler cranes working at petrochemical plants from Texas to Florida.

"Right now, the bigger crawlers are seeing higher demand," said TNT's Appling. "They are differentiated in the market, and there is no pressure from other alternatives. Larger rough terrains, all-terrains and in some cases tower



TNT Crane & Rigging's Liebherr LR1600/2 works in Wisconsin at Dairyland Power.

cranes are putting pressure on certain applications of smaller crawler cranes. The slowdown in the oil field has also left a bit of a supply glut on this end of the market."

Crawlers are also in greater demand in the wind industry that has picked up again due to favorable tax credits.

"In the wind business, you need the larger crawlers," Cowley said. "These cranes still have better charts and you still need the capability of walking or traveling."



Boss Crane and Rigging often rents its crawlers for wind work, both erection and maintenance. Pictured is a Liebherr LR 1300SX preparing to replace a blade assembly.



VPC: unique selling point

When the Manitowoc MLC300 crawler crane debuted with the Variable Position Counterweight (VPC) and VPC-MAX heavy lift attachment, one of its unique selling points was the crane's barge-lifting capabilities. The reduced footprint and floating counterweight meant that it would be more efficient to mount on a barge. Contracting teams could erect the crane onto smaller, water-based barges because the machine automatically adjusts its center of gravity for each lift.

Kraemer North America is using a Manitowoc MLC300 to help replace an 84-year-old truss bridge, the 2,482 foot-long Savanna-Sabula Bridge near Savanna, IL. The Illinois DOT hired the Plain, WI-based company to construct the new bridge, which spans the Mississippi River between Savanna and the island community of Sabula, IA.

While planning the project, which involves the construction of two 958.5 foot-long outer plate girder spans and a central 546 foot-long tied-arch span, Kraemer realized that a barge-mounted crane solution would be necessary to access the lifts for the tied-arch span. The company sought consultation from Dawes Rigging & Crane Rental, a member of the ALL Family of Companies, about a crane that could be mounted on the tight working quarters of a barge, but still provide high capacity lifts to great heights to aid in the bridge construction.

Until the advent of the VPC technology, contractors often used Manitowoc Ringer cranes for a barge-mounted solution. The round Ringer shape helped stabilize the crane and distribute the weight of the machine. Milwaukee-based Dawes suggested the newer MLC300 that could automatically adjust its counterweight to provide greater stability for each lift.



Kraemer North America is using a Manitowoc MLC300 to help replace the 2,482 foot-long Savanna-Sabula Bridge near Savanna, IL. The crane is erected on a 70 by 195-foot a barge in the Mississippi River, and it is lifting 76-ton arch rib sections to a height of 165 feet.

"With the VPC, the MLC300 is always finding a new center of gravity based on the load that's on the hook," said Patrick Shea, project manager for Kraemer. "This crane has helped us to achieve almost zero list while working on the barge, keeping every lift level while minimizing the barge's rotation. And the VPC saves space, too – most crawler cranes with the required length of boom would not have fit on the barge in the first place."

The MLC300 is now erected on a 70 by 195-foot barge in the Mississippi River. It is lifting 76-ton arch rib sections to a height of 165 feet using 295 feet of main boom, all from a 100-foot radius. To meet the lift radius and pick weight requirements on the job, Kraemer's MLC300 had to be outfitted with its optional VPC-MAX attachment, which enhances the crane's capacity and enables additional boom and jib length combinations.

"We've had a great experience working with Dawes on this project," Shea said. "They provided the ideal crane for this work environment. The whole time we've been using the MLC300, we've seen the barge list by less than a degree – it's a testament to the stability that this crane provides and it's a big reason we're able to keep to our schedule."

Construction of the \$80 million Savanna-Sabula Bridge replacement began in March of 2017 and is on schedule for completion in 2018. The



new bridge will span 2,463 feet in length and will meet modern-day deck-width standards to improve the flow of two-lane traffic.

Rail road trestle

Sterett Crane & Rigging recently dispatched its Demag CC-2400 to Newport, IN to replace an old railroad bridge. The job site was a challenge from the get-go because of the limited space to set up the crane and a 48-hour window to lift and place the new bridge sections. During the setup and tear down of the crane, trains rambled back and forth.

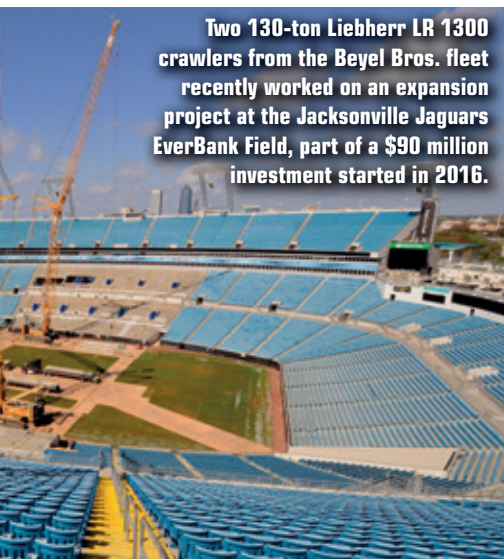
The CC-2400 was rigged in the SSL configuration with the Vario System attached. The crane had 177 feet of main boom, 352,000 pounds of house counterweight, 88,000 pounds of car body counterweight and 176,000 pounds of super lift counterweight. The reason for all the counterweight was the 133-foot radius at which the crane would be lifting and placing the four railroad bridge sections that weighed about 94,000 pounds each.

"A railroad is never an ideal situation to set up in," said Matt Crisp, crawler crane fleet manager at Sterett. "For this job, there was one way in and one way out. This presented quite the challenge when it came to bringing in the crane on the trucks. Once unloaded, the trucks had to back out."

There were some 26 truckloads

>30

Two 130-ton Liebherr LR 1300 crawlers from the Beyel Bros. fleet recently worked on an expansion project at the Jacksonville Jaguars EverBank Field, part of a \$90 million investment started in 2016.





Sterett Crane & Rigging's Demag CC-2400, rigged in the SSL configuration with the Vario System, replaced a railroad bridge in Newport, IN. The job site was a challenge because of the limited space to set up the crane and a 48-hour window to lift and place the new bridge sections. During setup and tear down of the crane, trains rambled back and forth.

required. Plus, there was the dilemma of needing to set up adjacent to the sloped railroad track area.

"Every time a train would come by, we had to halt the work of setting up the crane," Crisp said.

Ground conditions were optimal, with a rock base already at the site.

"They had a good rock base and did a great job of preparing the site," said Crisp. "We brought in our own 4 by 20-foot mats, about 40 total."

After the crane was set up, inspected and tested, the demolition of the old bridge took place. The job ran like clockwork, with CSX handling all of the demolition and installation of the new bridge section, Crisp said.

This crane was ideally suited for the job because of the Vario System, Crisp said.

"It allowed us to pick up these loads at short radiuses and we could actually move the counterweight under load,"

Crisp said. "Once we float the tray we can shift the counterweight out and set the pieces at the 133-foot radius without have to stack and restack the counterweights."

Being able to walk the crane was another benefit.

"We did walk it forward and back a little bit to get all the pieces ready to be set," said Crisp.

While the crane only walked 20 to 30 feet, the ability to walk the crane was critical.

"That's the beauty of a crawler," said Crisp. "Once we are floated and off the ground we are at liberty to walk and get ourselves in the right position to make a lift."

The duration of the project was about six days, with the job under hook for just two days. Crisp said his team prepared a lift plan for the project to assure there wouldn't be any surprises.

Sterett Crane & Rigging has about 28



crawlers in its fleet, ranging from 100 to 660 tons capacity.

Versatile lifter

Bigge Crane & Rigging is a major player in energy industry projects in the Texas Gulf Coast region. Currently, the company's Kobelco CK1600G is working on a multi-billion dollar Liquefied Natural Gas Pretreatment facility spanning 12 acres in Freeport, TX.

The 160-ton capacity Kobelco crawler is on the job for 12 months, and most recently is erecting steel sections that weigh up to 10,000 pounds each. The CK1600G was chosen for this job due to its capacity and line pull, which is stronger than any other machine in its class, according to Joe Nelms, Bigge vice president.

One of the many new structures being erected by the Kobelco CK1600G is 180 feet tall and approximately 500 feet long.

"Typically, the challenges of this type of job require a balance between ensuring the safety of the working staff, the accessibility to operator-friendly equipment and knowledge about the atmosphere that this job needs to be performed in," Nelms said. As a dealer for Kobelco, Bigge has 30 Kobelcos in its rental fleet.

"We believe they're well built, operator friendly and easily transportable," said Nelms. "Bigge uses Kobelco crawlers for a variety of applications including steel erection, precast walls, bridge

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Bigge Crane & Rigging's 160-ton capacity Kobelco CK1600G works at a multi-billion dollar Liquefied Natural Gas Pretreatment facility in Freeport, TX. The crane is erecting steel sections that weigh up to 10,000 pounds each.



The cranes lifted in unison and the beams were adjoined in the middle to form the center span. Steel diaphragms were installed the rest of the day to space the beams alongside each other.

"Aside from the wind, the 3 percent grade change coming up the bridge is something else to take into consideration, you must adjust each pick point a little bit to make sure the beam is hanging correctly for final placement," said Scott Stevens, Audley vice president. "Using two 25-ton Crosby beam clamps, the operator is able to reach out to the predetermined point, make sure it's hanging correctly, pick it up and swing it out into position and marry it up to the previously set field splice."

R.S. Audley's crews only had a working space of about 28 feet wide to operate the two crawlers. The new span went five girders across with diaphragms connecting and strengthening the superstructure over existing piers.

"The only weight restriction we had was keeping the 'moving' load of our cranes down below 300,000 pounds," Stevens said. "We were able to do this by removing counterweights as necessary during travel between pick locations."

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girders, drilling, rig moving and general construction."

At ConExpo, Bigge took delivery of its 100th Kobelco, making it the leading U.S. Kobelco dealer and rental company.

"We have spent a great deal of time and effort crafting the content and size of our crawler crane fleet," Nelms said. "Crawler cranes are an essential component for the construction of larger civil, industrial and commercial projects, and they're integral to development and maintenance of our nation's infrastructure."

Bridging the gap

Bow, NH-based R.S. Audley was awarded the contract to replace four northbound lanes of Little Bay Bridge, a nine-span steel girder bridge that carries Route 4, NH Route 16 and Spaulding Turnpike over the Piscataqua River in southeast New Hampshire. Little Bay Bridge carries over 70,000 vehicles each day and is forecasted to carry 94,000 vehicles by 2025.

The first task for R.S. Audley was to remove more than 3 million pounds of old, 1960's era steel. Crews performed this work using several cranes from the Audley fleet, including a 110-ton capacity Link-Belt 218 HSL lattice crawler crane.

By mid-2016, the replacement of steel for the refurbished northbound lanes

of Little Bay Bridge had begun. Steel erection was performed by working from both ends of the new bridge structure – 1,589 feet in length – to the center, five girders across with diaphragms connecting and strengthening the superstructure over the existing piers.

To complete the final steel work, R.S. Audley purchased a new 150-ton Link-Belt 238 HSL crawler and rented a 250-ton 298 HSL from Link-Belt distributor Wood's CRW.

One of the most difficult elements to the steel replacement was winds gusting up the bay from the Atlantic Ocean. For lifts toward the center of the bridge, both Link-Belts were used in the early morning before winds picked up – one crane for each 100-foot beam. The 155-foot long center beams weighed 78,000 pounds each.



To complete the final steel work for the Little Bay Bridge in New Hampshire, R.S. Audley purchased a new 150-ton Link-Belt 238 HSL and rented a 250-ton 298 HSL. The cranes are placing steel girders.

Ness Campbell Crane+Rigging's Liebherr LR 1200 works in an alley that provides for challenging lifting up and over a 125-foot building. The crane is setting mechanical and process equipment at a 220-foot radius.

The stacked counterweights of the 238 and 298 made this a simple and straightforward process."

Alley squeeze

Ness Campbell Crane+Rigging was tasked with providing a crane that could work in a narrow alley and lift over a 125-foot tall building to set mechanical and process equipment at a 220-foot radius. To make the lifts at the Hillsboro, OR job site, the company's Liebherr LR1200 was configured with 154 feet of #2320 main boom and 233 feet of luffing jib, according to John Anderson, president. At one point the luffing jib will be changed out to a 293-foot luffing jib.

The crane was set up on 24 by 4-foot wide by 1-inch thick mats that were shimmed with 1.5 inches of plywood to achieve a level work platform.

"The reason this crane mat was selected was so we could meet a specific ground bearing requirement given to us by the

plant owner," said Anderson. For the lifts the crane required 181,440 pounds of main counterweight and 79,400 pounds of carbody counterweight.

"We used single part headache ball and numerous rigging configurations, depending on the equipment being hoisted," Anderson said.

This crane was being used to service the customer's ongoing improvement inside of their process facility. It was set to be on the job for a four to six month period.

Each day, the crane lifts numerous pieces that weigh all different weights and dimensions, changing with every lift.

The biggest challenge of the project is the tight assembly and work area.

"The Liebherr LR1200 was the right crane because of its tremendous long luffing jib length and capacity and its ability to work within the tight area that the customer needed," said Anderson. "This crawler gave us the ability to be mobile during set up and work, with a long boom and luffing jib combination. The conventional boom also gave us the capacities that otherwise we would have had to use one of our 500 to 600-ton capacity all terrain cranes to achieve the same capacity."



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Small but mighty

With the latest innovations hitting the market, carry deck cranes continue to accomplish everyday jobs with above-average performance. **Hannah Sundermeyer** reports.

Best put by Briette Baxter, product manager for Manitowoc Cranes, “Carry deck cranes are just really simple machines.” However, these small but mighty cranes tackle important tasks across a variety of industries. And one thing is for sure, size isn’t an indicator of ability. These cranes pack a powerful punch and gain access to lifts that many other machines cannot accomplish.

The market for carry deck cranes is indicative of their steady demand industry wide.

Baxter said Manitowoc, which produces the Shuttlelift and Yard Boss line of carry deck cranes, is starting to notice a stabilization in the market.

“We are seeing some increase in sales,” she said. “The rental market is definitely the top customer of our carry deck cranes.



The Manitowoc SCD15 has a standard, three-section 41-foot boom, but customers also have the option of a four-section, full-power 50-foot boom.

Right now the demand seems to be in the 15-ton and larger cranes.”

The same is true for Broderson Manufacturing Company, according to CEO Jeff Bust.

“We are seeing a good rebound to a positive cycle this year after two down cycle years,” Bust said.

With production starting this month, Manitowoc has launched the new

Shuttlelift SCD15, which the company recently revealed at The Rental Show in Florida. The 15-ton capacity crane features a pivoting boom nose, allowing for more clearance and better access to confined areas. The Shuttlelift SCD15 has a standard, three-section 41-foot boom, but customers also have the option of a four-section, full-power 50-foot boom.

Justin Pilgrim, Manitowoc’s global product director for boom trucks and carry deck cranes, said that rental houses looking to expand their offerings for industrial applications will find the crane ideal.

Power options

Broderson has eight carry deck crane models in its product range, and all but one is offered with diesel, dual fuel or LPG engine options.

“The smallest Broderson industrial carry deck model is the IC-20 with a 2.5-ton rated load capacity,” said Bust. “The largest industrial carry deck model currently in production is the IC-400 with a 25-ton rated load capacity.

In December of 2017 Broderson will begin production deliveries of the IC-600



In December, Broderson will begin delivering the IC-600 that was introduced at ConExpo.

industrial carry deck crane that was introduced at ConExpo. The IC-600 is a 30-ton rated capacity crane. The IC-400 and IC-600 are only offered with diesel engines.

Broderson's top markets include oil and gas, automotive, steel, mining, paper, chemical and power generating industrial applications as well as in general construction and infrastructure construction applications, in addition to performing routine maintenance in a variety of industrial applications.

In regards to best-selling units, according to Jack Garczynski, sales engineer at Bailey Specialty Cranes and Aerials, customers are just learning of the electric option in carry decks without sacrifice of performance. Customers are trying to reduce the emission indoors to become more environmentally friendly.

Garczynski added that carry deck cranes are ideal machines for indoor operations at food preparation companies, manufacturing plants and even hospitals. These cranes can also be found in refineries, warehouses, pre-cast concrete yards, in steel fabrication facilities, logistic yards, heavy equipment repair shops, chemical plants and military bases, to name a few.

"Bailey's electric carry deck cranes are ideal for any indoor and clean room use," he said. "They include the option to include hybrid propane back-up. Very quiet to operate, they boast over eight hours of heavy use on a single charge,



Manitex offers the 10-ton capacity CD100i, with multiple steering modes, out-and-down outriggers and the ability to move a full load 360 degrees.

and the crab steering allows for easier maneuvering in tight spaces."

Batteries included

Bailey Crane's BC-18 boasts an 18,000 pound capacity and a max tip height of 46 feet. With a rated load indicator, this crane actually produces zero emission. A high efficiency AC traction and pump motors, in addition to load-sensing hydraulics, add to the appeal of the 9-ton crane.

"Sales are steady and consistent," said Mike Brooks Jr., product manager at JMG USA. "JMG USA is finding more interest and activity in the industrial maintenance sector than ever. Rentals are strong. JMG's bestselling unit is the MC22."

Often an added perk of the carry-deck cranes, the smaller footprint offers a much more "green" use of heavy machinery. However when it comes to what sets carry-deck cranes apart, there are a multitude of significant attributes. They can be used in confined work areas, are designed for interior use and have the control mechanisms and safeguards to protect sensitive infrastructure.

"They are compact enough to be maneuvered through the width of an average double door, yet powerful enough to lift thousand-pound machines like pumps and mixers, raise filter screens, move or replace motors, generators and more," Brooks said.

JMG's product line ranges in lifting capacity from 2 to 63 tons. They are

available in fully electric models, eliminating exhaust fumes, noise and the risk of leaking. Most models are also available in non-marking, white treads. These cranes can be driven or operated via radio remote (some of the smaller models are only available in a radio-remote version). The JMGs' Electronic Load Moment Indicator (LMI) delivers some of the industry's most precise control and safety measures. It displays the weight of the load lifted, the maximum admitted load, tilting percentage, operating radius, angle, outreach and more. It also includes



Broderson produces eight carry deck cranes, with all but one offered with diesel, dual fuel or LPG engine options.

a series of warning indicators to alert an operator of abnormal status conditions.”

The number of industries that have come to appreciate a pick and carry crane’s versatility continues to grow, according to Brooks, because of their specific design for easy indoor use and precision control.

Clean operations

The key benefits of the electric or battery powered models are that there are no fumes or exhaust, no potential for leaking, no noise and less dirt/oil/residue generation. There is also the overall lighter impact on the environment.

However, different cranes and engine types are suited for different projects.

A benefit of diesel-powered carry deck models is that they are not limited by the life of the charge as the battery or electric-powered models are. A battery powered model might have eight or so hours of life before recharging. One can just refuel and resume operations with a diesel-powered crane.

“The electric [engine] is kind of for the niche market,” said Manitowoc’s Baxter. “I know it’s more expensive and there’s usually a pretty big reason why they’re going to that, for environmental reasons they don’t have to worry about the

The Bailey Cranes BC-18 boasts an 18,000 pound capacity and a maximum tip height of 46 feet. With a rated load indicator, this crane produces zero emission.



exhaust. Environmentally they’re pretty friendly, but it is expensive to do that right now. The diesel engines are probably the most widely used and most familiar to the crane and construction equipment industries. Some of the advantages are the longevity of the engine, the resale value and the power you would get from the diesel engine.”

Baxter also added that because the SCD15 carry deck is less than 75 horsepower, it doesn’t need to be accompanied by diesel exhaust fluid. This makes it the perfect candidate for rental companies.

But with constant demand, what new machines can be expected to hit the

market to diversify this line of machines?

According to Brooks, the newest JMG is the MC580, which is currently the largest pick-and-carry crane in the JMG family. It has a maximum lifting capacity of more than 63 tons, and has a reach of 47 feet (with extensions). This battery operated electric crane also includes the ability to control all movements via radio, which allows the surrounding spaces to be checked.

The advantages of the MC580 are its performance in relation to its size, the removable counterweights for transport and hydraulic boom extension of the axle that increase the capacities in the various configurations. ■

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Lift planning with a twist

Liebherr describes its new Crane Planner 2.0 as intuitive, accurate and fast.

With its new Crane Planner 2.0, Liebherr offers the latest planning software for its crawler crane portfolio, LR 1100 – LR 1300. The new system assures accurate lift planning and increases safety for heavy lifts, according to the company. Liebherr contends that this new software takes the company from an equipment manufacturer to a fully integrated system supplier.

“Job site installations can be very challenging for planners and engineers,” said Wolfgang Pfister, head of strategic marketing and communications for Liebherr-Werk Nenzing. “Lack of space, difficult soil conditions or limited crane capacity are all relevant factors. In such situations, Crane Planner 2.0 is the ideal tool for selecting the perfect equipment for the particular application.”

This saves both time and money, and it ensures that safety standards for challenging heavy lifts are observed, Pfister said.

Crane Planner 2.0 combines highly detailed, interactive 3-D models with all relevant planning data, based on the machine's load moment limitation, according to Liebherr.

Any change in the crane's geometry instantly triggers a new calculation of the entire situation. The software displays a warning should it recognize potential collisions between the crane, the load and the surrounding area or non-compliance with safety distances.

Additionally, typical dimensioning such as lifting height or radius can be activated and user-specific dimensioning (in both metric and imperial units) can be defined accordingly.

As such, this application is the ideal tool for all planners and engineers who



A general view of the new Crane Planner 2.0 software system that takes lift planning to a new level, Liebherr said.

demand both up-to-date as well as accurate 3-D models of the utilized crane configuration, Pfister said.

The possibility to supply any configuration of all supported cranes in all positions is unique to Liebherr, he said. Crane Planner 2.0 also has new features for easy selection of the optimum crawler crane for the job.

Quick reconfiguration

By means of the Quick-Config, the person developing the lift plan can quickly reconfigure various dimensions of the crane during the lift planning process, (for example length of the main boom from 194 feet to 223 feet) and have the system recalculate the entire lift. The program was designed for intuitive handling and helpful support features.

Within the Crane Planner 2.0, the

Rigging Editor enables the generic definition of lifting accessories. The lift planner can choose from six different templates and has the ability to define customer-specific heights, lengths, widths and weights of the lifting devices involved, according to Liebherr. Based on such specific criteria, the system calculates the resulting angles and lengths taking into account the originating geometry for the evaluation of potential collisions.

Any planning data like the load capacity (including individual load charts for all angular adjustments), ground pressure distribution and specified geometric information can be exported in a lift plan for each defined work step. Additionally, technical drawings from all perspectives, including the activated dimensioning, can be exported into PDF

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format. Dimensioning functions as well as various import and export options are targeted at the tasks of planners and engineers, according to Liebherr. A comprehensive search function is well suited for project managers and sales executives.

"The new Crane Planner 2.0 is notably faster and considerably more user-friendly than the preceding version," said Pfister.

In addition to Crane Planner 2.0, Liebherr has recently introduced its new positioning system LIPOS to the market.

Exact positioning and precise execution of drilling processes are crucial for the success of deep foundation machinery. While thousands of satellite-supported systems are in operation, Liebherr's LIPOS positioning system allows for direct integration of Differential Global Navigation Satellite Systems (DGNSS) machine control solutions from Trimble or Leica into the process data recording PDE and reporting systems PDR.

The LIPOS add-on kit includes a fixture for the easy and quick installation of two GNSS antennas, mounted on the pivot

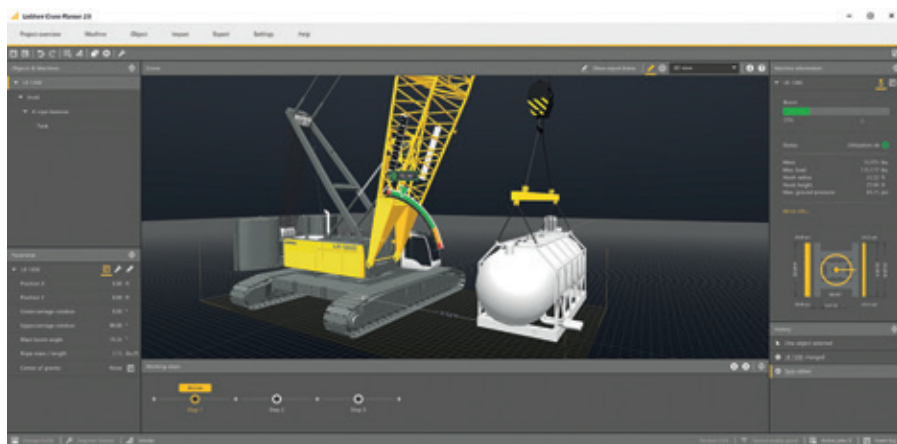
point of the leader inclination cylinders.

On the software side, DGNSS data are integrated using a software enhancement of the process data recording system. LiDAT data transmission enables automated transfer of PDE data via GSM and GPRS to the reporting software PDR for visualization and analysis purposes. Reports generated in the PDR system are used for traceability, documentation and quality assurance of drilling processes.

With the launch of the new Crane Planner 2.0 and the LIPOS add-on kit, Liebherr has added further value to its crawler crane portfolio and its deep foundation machinery, Pfister said.

"As a system supplier, Liebherr utilizes crane data to support operators facing the choice of the most suitable machine for a particular job or in determining the accurate position for drilling purposes," he said. "And with further IT tools for simulation purposes, transfer of crane data or the recording and analysis of crane performances, Liebherr sets the pace for the way to the digital construction site."

Crane Planner 2.0 offers various perspectives of the lift.



>45

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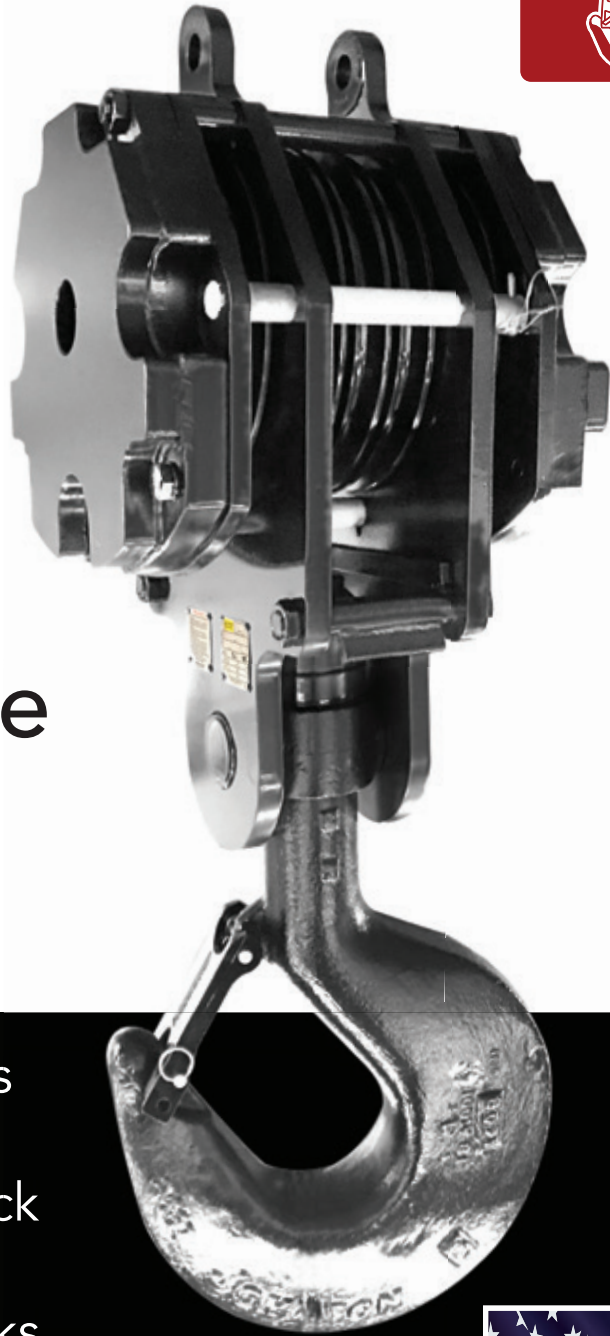
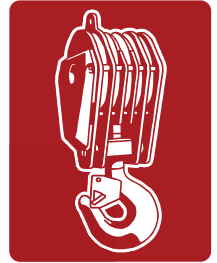
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Win, win

Besides the obvious safety and productivity attributes of lift planning software, it can also help you win jobs.

“A variety of lift planning tools are available on the market to assist crane users with crane configuration and creating lift plans,” said Tawnia Weiss, president of A1A Software. “But the right lift planning product is more than that. It’s also a communication tool, a sales tool and a risk management tool.”

For more than a decade, Weiss has been providing customers with lift planning tools that are easy to use, economical and effective at pre-planning a lift, small or large. Weiss’ company developed 3D Lift Plan, one of the top lift planning tools in the industry.

OSHA regulations continue to drive demand for lift planning tools, and there is a growing trend for construction owners and general contractors to demand a comprehensive lift plan in the bidding process, Weiss said.

She pointed out that more and more contractors, developers and owners are requiring software-generated lift plans for bidding on and performing work.

“They see the risk mitigation benefits of lift planning software tools,” Weiss said.

She pointed to five key features she recommends crane owners compare when shopping for lift planning software.

1. Ease of use

Some lift planning tools provide incredible detail and accuracy but require extensive training to be able to use. 3D Lift Plan was designed to be used by people with all levels of crane and rigging knowledge and computer/technology savviness, Weiss said.

“Designed as a self-guided wizard, the tool asks the user to input specific data that automatically generates accurate job sites and lift plans, Weiss said.

2. Crane database

When comparing crane databases, it’s

More and more contractors, developers and owners require software-generated lift plans for bidding on and performing their jobs.

important that the available load charts represent the cranes in a fleet and provide an easy way to add in new models acquired. Customers need to be able to request the addition of any crane, even those that are one-of-a-kind, and even custom cranes, such as a barge-mounted crane.

Link-Belt, Manitowoc and Tadano Mantis sponsor the data for their respective crane models in 3D Lift Plan. 3D Lift Plan has close to 2,500 models in its database, Weiss said.

3. Detail and accuracy

Weiss said a common mistake when planning lifts is to use load chart data provided in sales brochures rather than the full in-cab charts. Lift planning software should be based on the crane OEM’s charts, which in the case of some all-terrain cranes for instance, translates to thousands of pages of load charts.

“When purchasing a lift planning tool, it’s important to know what the data is based on in order to assess the accuracy of the lift plan output,” Weiss said. “Three-dimensional graphics, the ability to import CAD drawings or Google Earth imagery, individual crane model graphics that represent each specific crane and the ability to add in rigging or environmental obstructions are all features that make 3D Lift Plan highly detailed and accurate. We provide hundreds of custom 3-D objects, enabling you to deliver a realistic rendering of your lift plan to the customer.”

An expanded rigging gear database now includes a greater number of common

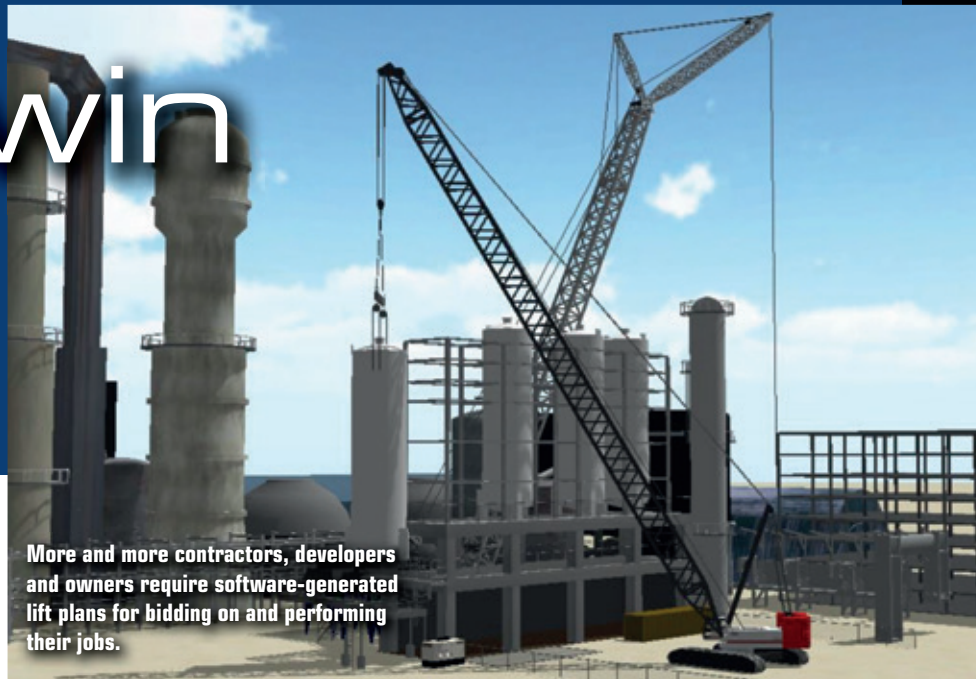
sling configurations, spreader beams, hook blocks and shackles, she said. 3D Lift Plan calculates capacities based on configuration, allowing lift planners to confirm appropriate rigging selection. Knowing the full range of force exerted through each outrigger or through the loading points on a crawler track has become a hot-button issue for crane owners. In March, A1A added data DICA FiberMax and SafetyTech outrigger pads in 3D Lift Plan’s crane mats library.

“The recent Cranes & Derricks in Construction rule specifically requires crane users to identify and plan for ground conditions and the ground’s ability to support the pressure exerted,” she explained. “In fact, it’s one of the first items OSHA inspectors look for when conducting an investigation. Crane users can identify this critical information using 3D Lift Plan’s Ground Bearing Pressure tool.”

By working with manufacturers to obtain technical specifications, whether they make cranes, rigging gear or outrigger pads, 3D Lift Plan is able to more accurately generate lift planning data than using generic information, Weiss explained.

4. Communications tool

Detailed lift plans should be presented so that non-crane professionals can understand them. Look for lift planning tools that can fully generate a simulated lift. Snapshots through the load’s travel path, printouts of the full plan or URL links displaying the crane and rigging configuration, crane capacity, load



details, notes and company information are convenient and effective ways to communicate with customers, Weiss said.

As a communication tool with the construction owner, general contractor or other trades, a lift plan can improve safety and overall job project coordination. The 2014 ASME P30.1 Planning for Load Handling Activities identifies the need for both standard and critical lift plans. While standard plans are not required to be written, critical lift plans must be.

"Your lift plan should allow you to create reports showing the area required to assemble the crane and prepare critical lift worksheets, including a pre-lift checklist," Weiss said.

5. Training

Before selecting a lift planning product, it's important to consider the level of product support. Can you get help learning to use the program and with troubleshooting, or are you on your own to become proficient?

"To fully realize the features of the program, we encourage users to participate in training," said Weiss. 3D Lift Plan offers free online instruction and boot camps at its Florida facility.

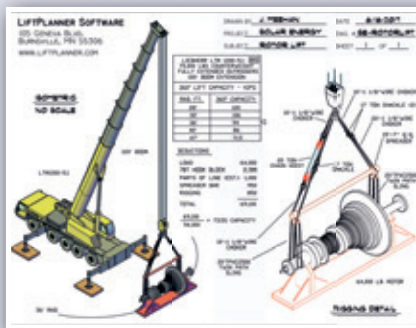
Predicted versus actual

Lift planning software offers the advantage of being able to predict a lift before it happens. To introduce this predictive ability to clients, Jim Meehan, developer of LiftPlanner Software, suggested that crane companies create a "Sample Lift Plan" book or brochure with a computer-generated lift plan and a photo of the actual lift adjacent to it.

"The correlation between the 'predicted' versus 'actual' becomes apparent as the prospective client flips the pages," said Meehan. "Most clients give you a chance to prove your predictive skills, and after your initial success, they may become consistent clients. After experiencing the certainty and comfort that you provide, clients often will not tolerate the uncertainty of using crane contractors without lift planning capabilities."

A key tool for the lift director, lift plans can be shared with everyone involved in the lift – riggers, operators and safety personnel. For complex lifts, a series of step-wise diagrams can illustrate and help explain the lift. Lift plans are often used in tool box safety meetings.

LiftPlanner Software is based on AutoCAD or BricsCAD.



A crane lift diagram is combined with the load rigging diagram.

"Often drawings are prepared in AutoCAD," he said. "The cranes of LiftPlanner can be directly inserted and operated in these plot plans. The CAD basis of LiftPlanner allows detailed modeling of complex, irregular loads."

Meehan said more companies are gathering site lift information with drones and laser scanners. This information is handled in an Autodesk product called ReCap and can be imported to work with LiftPlanner. "New elements are always being added to the library, most recently swivel hoist rings and polyester round sling configuration creators," Meehan said.



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Berard Transportation
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New Orleans. **Hannah
Sundermeyer** reports.

Bridging a 74-year gap between the past and the future, Berard Transportation played an influential role in bringing an historic U.S. Naval artifact back to life.

In 2013, the National World War II Museum contacted Berard about a special project to move a fully restored and operational Patrol Torpedo boat (PT-305) – nicknamed *Sudden Jerk* – from the museum's restoration pavilion to the Mississippi River. Today the boat is a fully functional exhibit on Lake Pontchartrain, where guests can ride across the waves at over 20 knots, just as soldiers did across

ABOUT THE PT-305

The National WW II Museum acquired the PT-305 from a boat yard in Texas in 2007. The ramshackle war relic was hauled to New Orleans where it became a 10-year restoration project.

"The decade that followed brought hundreds of volunteers, millions of dollars in monetary and in-kind donations and dramatic changes to PT-305, according to the Museum.

Patrol torpedo (PT) boats have a particular kinship to the city of New Orleans because close to 200 of the vessels were produced there by Higgins Industries. A combat veteran, the PT-305 saw action in the Mediterranean Sea operating with the British Royal Navy Coast Forces. After the war, the PT-305 saw duty as an oyster boat.

Louisiana-based Higgins Industries was also known for designing and producing the "Higgins Boat" or LCVP, an amphibious landing craft. The Higgins Boat was made famous as the vessel that Allied Forces used to land on the beaches of Normandy, France on D-Day.

Relaunching



The World War II-era PT-305 was restored as closely as possible to original drawings, including three hand-restored Packard V-12 engines.

the Mediterranean Sea in 1943. For the U.S. Navy, the PT boat was a critical asset during World War II, especially after the bombing of Pearl Harbor when the United States was short on larger vessels and facing an onslaught of attacks in the Pacific and European theaters. The actions of PT boat crews in the Philippines and Solomon Islands represent a compelling example of the American Spirit in action. These boats were also served during the D-Day invasion, patrolling beaches and forming a barrier against German S-boats. Fast and agile, the PT boat was torpedo armed and utilized as a fast-attack craft.

Restoring a relic

This project to move the restored PT-305 spanned the course of 10 years and involved complete restoration of the vessel. Once restored and ready to be hauled to the river, Berard's team took the helm. The first operation was determining the weight and center of gravity of the vessel. This information would be needed for transportation logistics, rigging design, crane lift planning and barge transit calculations. The route involved transporting the boat through New Orleans' warehouse district, past the convention center and to the Erato Street Cruise Ship terminal.

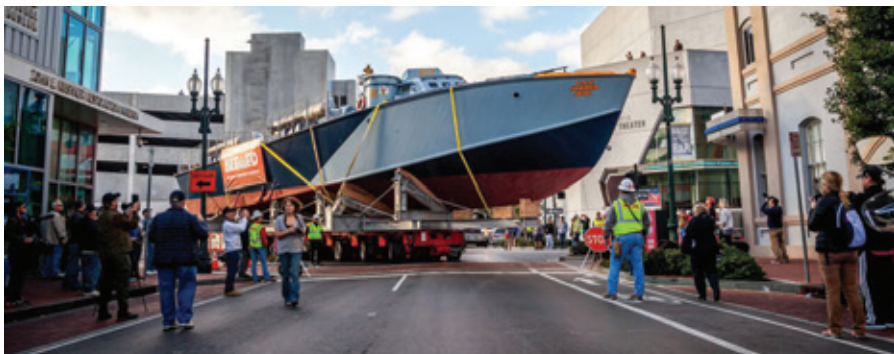
"This is a very special project for the Berard family and the National WWII Museum in New Orleans. A piece of American history – Patrol Torpedo Boat 305," said Brett Berard, vice president of operations at Berard Transport. "This wasn't just any cargo, this cargo had a role in changing the world forever."

The boat was restored as closely as possible to original drawings and included the use of three hand-restored Packard V-12 engines. However, the boat was upgraded to current U.S. Coast Guard standards to allow passengers. Berard was tasked with weighing the boat, jacking the boat within the restoration building to transport height, navigating the boat out of the building, travelling on city streets to the launch site and securing the boat onto a deck barge for transit to the lake testing site.

The boat weighed in at 102,000 pounds, measured 78 feet long, 20 feet wide and 22 feet tall loaded out on a Goldhofer transporter.



a WWII hero



Onlookers lined the streets to witness the transportation of this significant wartime artifact.

“Returning PT-305 to Lake Pontchartrain is truly a sensational feeling; we’re all thrilled that she’s finally back on water, and we couldn’t have done it without the tireless work of our volunteers,” said Stephen Watson, WW II museum executive vice president and COO. “Last November, we watched her ride downriver toward the next chapter of her life. After she completed sea trials, we moved her to a beautiful boathouse equipped with a dedicated training space, workshop and boat-side exhibit area. By restoring and preserving PT-305, the Museum can now offer new generations an even deeper connection to the ‘Greatest

Generation’ – the chance to actually walk, and ride, in their footsteps.”

For its ride to the river, the boat was jacked up and a Goldhofer transporter was positioned beneath the hull. Once the transporter was positioned beneath the cradle, the jacks were removed and the boat was secured for transport. A glass wall in the museum had to be removed to allow the boat to exit the building.

A huge round of applause erupted once the boat was successfully positioned outside the building. Departing the Museum also involved the most challenging turn of the entire route. There were mere inches of clearance between signal light posts. The boat then traveled through incredibly congested streets – cars, equipment and dumpsters along the route made maneuverability critical. Once the team arrived at the dock, a crane lifted the vessel from the dock to the barge. Once on the barge, the boat was secured by Berard’s team and delivered to a local shipyard for final outfitting and launching into the water.



The boat was lifted onto the barge by Coastal Cargo of New Orleans.



A labor of love

The boat weighed in at 102,000 pounds, measured 78-feet long, 20-feet wide and 22-feet tall loaded out.

Berard donated all services associated with the project by providing load cells to weigh the boat and determine center of gravity, jacks to lift the boat onto the transporter and an eight-axle Goldhofer PST-SLE transporter to move the boat. Berard also executed securing and lashing operations of the boat on the deck barge. Other donated equipment and services included a deck barge provided by Canal Barge, a tugboat provided by Marquette Transportation, lifting gear provided by Versabar and a floating crane provided by Coastal Cargo of New Orleans.

Berard’s team coordinated all police, utilities, permitting and traffic signal relocation along the two-mile route on crowded New Orleans streets. The project involved 65 man-hours of planning spanning three years, and 45 man-hours of execution to accomplish the move.

The priceless cargo was built by hand with 105,000 volunteer man-hours. Transporting the huge vessel through narrow and crowded streets required careful and expert planning. Berard was also tasked with convincing other vendors to donate their services to provide a turn-key and efficient complete project solution.

With “parade-like” crowds, the Berard team’s safety plan assured that all employees and spectators were safe during the move.

“The entire Berard team was very proud to be a part of this project,” said Berard. “An amazing team preserving a great piece of American history. Family and crew members not assigned to the project came out to support their colleagues by witnessing the parade and festivities.” ■



Berard’s team provided its services and equipment free of charge.

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Kickin' it in KC

The 2017 SC&RA Crane & Rigging Workshop kicks off September 19 in Kansas City, MO.

U.S. infrastructure improvement is a huge and hot topic, and the big question is whether federal, state and local entities are ready to ante up and spend the significant dollars needed to repair and replace failing bridges, dams, roadways, and electrical and utility grids. Stephen Sandherr, chief executive officer of the Associated General Contractors of America, will address this topic at the Opening Session of the SC&RA Crane & Rigging Workshop slated for September 19-22 at the Sheraton Kansas City Hotel at Crown Center in Kansas City, MO.

In a presentation titled "The Future of America's Infrastructure," Sandherr will discuss the expensive facelift that the nation's aging infrastructure currently needs. Sandherr will talk about how the Trump Administration is tackling this challenge and how the government's plans will impact the economy and more specifically the crane and rigging sector.

Even the American Society of Engineers grades U.S. infrastructure as a D+, and estimates that it will take \$4.6 trillion in the next 10 years to get U.S. infrastructure up to par. In fact, some economists claim infrastructure spending is the key to wiping out poverty, creating economic growth and increasing employment.

Sandherr's presentation is just one among many don't miss events and activities on the jam-packed schedule of this year's Workshop.

Another important industry topic that will be addressed at the Workshop is electronic logging devices (ELDs). In December 2016, the Federal Motor Carrier Safety Association (FMCSA) published its final rule mandating the adoption and use of ELDs by all drivers, including mobile crane operators.

"ELDs – Not Just a Trucking Issue, It



Stephen Sandherr,
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of the Associated
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discussing the expensive
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aging infrastructure currently needs.

PHOTO: VISIT KC (DAVID ARBOREAST)



The barbecue capital of the United States, Kansas City, MO is the host city for the SC&RA Crane & Rigging Workshop September 20-22.

Applies to Cranes Too!" will be presented by Chris Nelson, vice president of ISE Fleet Services. During this session, attendees will learn the basics of the ELD mandate, how the rule applies to crane companies, the grandfather clause, the timeline for compliance, the pros and cons of ELDs, AOBRD versus an ELD and what questions to ask when researching an ELD vendor.

Rigging gear trends and issues are another subject of interest that will be covered at the Workshop.

Tony Fastuca, vice president of ASC/Python America, will moderate a panel titled "Wire Rope Challenges for Crawler Cranes." This session features four industry experts who will share their insights on the behavior of wire rope when used on all types of crawler cranes and provide guidelines for inspection, repair or replacement. Panelists include: Justin Brown, product manager of Uniropo Limited; Roman Priedl, senior

WHAT:

SC&RA Crane & Rigging Workshop

WHEN:

September 20-22

WHERE:

Sheraton Kansas City Hotel at Crown Center, Kansas City, MO

REGISTRATION INFORMATION

www.scranet.org

sales manager of Tuefelberger; and Dave Sleightholm, manager of customer technical support of Bridon Bekaert.

"Below the Hook Lifting – Slings and Hardware" is another rigging topic that will be presented by Tim Klein, director of engineered fabrications for WireCo WorldGroup. He will discuss common types of slings and hardware, sling selection and inspection and safe usage. Klein will cover the rigger's responsibilities regarding lift planning and execution as well as safety. He will also discuss and provide the requirements set forth by ASME and OSHA for slings and riggers.

Another compelling session is titled "Unbreakable: The Dewey Bozella Story." Bozella, the 2011 Arthur Ashe Courage

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Custom Mobile Open House/Tour

Prior to the SC&RA Crane & Rigging Workshop, Custom Mobile Equipment is opening its doors Tuesday, September 19 for all workshop registrants to visit and tour its manufacturing facility in Baldwin City, KS. See the Versa-Lift line of five forklifts with capacities ranging from 17,000 to 140,000 pounds and that are designed specifically for machinery moving. Attendees may also see a working demonstration of the new 17/25 Versa-Lift rigger truck and meet Custom Mobile Equipment's management team and staff, including Gary Dick, president and CEO.

Custom Mobile welcomes registrants to visit its manufacturing facility in Baldwin City, Kansas.



Award winner, will take participants through his journey of incarceration and his dreams of professional boxing that helped him identify seven key life aspects that shaped his perspectives, relationships and opportunities. The audience will learn how he harnessed the aspects of fear, commitment, persistence,

forgiveness, determination, hope and faith to never give up and become the inspirational boxer, philanthropist, mentor and motivating man he is today.



“Unbreakable: The Dewey Bozella Story” is the compelling story of the 2011 Arthur Ashe Courage Award winner. Bozella takes the audience through his journey of incarceration and his dreams of professional boxing.

WireCo World Plant Tour

On Friday afternoon, attendees are invited to an offsite tour of the WireCo WorldGroup plant. Located in Sedalia, MO, a 90-minute drive from the host hotel, WireCo is opening its plant to Workshop attendees, providing the unique opportunity to see the manufacturing process from beginning to end. Experts will be on hand to answer questions regarding wire rope production, testing, handling, storage, installation, inspection and maintenance plus provide information on synthetic crane ropes and winch ropes. Transportation and lunch will be provided.



WireCo WorldGroup will open its doors to attendees, providing the opportunity to see the manufacturing process from start to finish.

Breakout sessions

Workshop breakout sessions are centered on pertinent and timely trends and concerns of the crane and rigging industry.

■ **DON MAHNKE**, president of Hydra-Slide, will present “Unbreakable Laws: Physics of a Move,” a session about why loads rotate, shift and swing; load stability and how to understand control mobility; internal and external forces and restraint and choosing the most economical equipment for a job.

■ **ZACK PARNELL**, president & CEO of Industrial Training International, will discuss the evolution of technology, the growth of the skilled labor gap, alongside the growth of automation, machine learning and artificial intelligence. His presentation is titled “Virtual & Augmented Reality and the Future of Work on all Media.”

■ “Is Your Lift Director Qualified?” **HANK DUTTON**, senior technical specialist, construction risk control at Travelers will answer this question and discuss the role of the lift director and the key skills and requirements necessary for this important role.

■ **JOE PENLAND, SR.**, president of Quality Mat, will explore risk mitigation and the history of crane matting then and now, as well as the path forward in engineering and standards for safety, strength and

stability in the crane matting industry.

■ “Is Your Company Prepared for Litigation?” This important discussion will be moderated by **FRED MARCINAK**, attorney at Smith Moore Leatherwood. Panelists include Bill Smith, executive vice president at Nations Builders Insurance Services; Matt Stone, attorney at Smith Moore Leatherwood; and Jim Wiethorn, principal engineer/chairman of Haag Engineering.

Networking and more

The Exhibit Center will bring together 90 of the industry’s top manufacturers, software and training providers, insurance representatives and media. It gives exhibitors the opportunity to meet face-to-face with customers and attendees the chance to experience the latest in services, software, technology and equipment. A buffet lunch will be served.

In case you missed the presentations at the Annual Conference in April, or if you want to see the winning jobs again, don’t miss the 2017 Rigging Jobs of the Year presentation. These projects exemplify best safety practices, ingenuity, specialized engineering and in some instances defying common misconceptions. Companies that will present their winning jobs are Fagioli, Emmert International and Barnhart. ■

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SAFETY

Behavioural approach to creating a safety culture
Mike Appling, CEO, TNT Crane & Rigging

Anatomy of an accident

Marco van Daal, owner, The Works International

Plan for success in lifting

Keith Anderson, chief rigging engineer, Bechtel Equipment Operations

The Juliana Bridge crane accident: the lessons learned
Gertjan van de Werken, director, Peinemann Kranen

ROUND-TABLE: managing multi-crane lifts

Keith Anderson, chief rigging engineer, Bechtel Equipment Operations

Richard Krabbendam, heavy lift specialist

Klaus Meissner, director product integrity, Terex Cranes

Gertjan van de Werken, director, Peinemann Kranen

WORKFORCE OF THE FUTURE

Recruiting tomorrow's workforce: the Lift & Move USA programme

Brett Melvin, executive director, Lift & Move USA

Encouraging women to work in the crane industry

Jennifer Gabel, owner, JK Crane

TECHNOLOGY & SITE APPLICATIONS

Reunion Island barge gantry crane

Jeroen Naalden, global director, Enerpac Heavy Lifting Technology

Closing the knowledge gaps for synthetic fiber crane ropes

Jim Plaia, R & D engineer, Samson

Update from ESTA on ECOL operator training scheme

Ton Klijn, secretary, ESTA & managing director, Wagenborg Nedlift

OEM PERSPECTIVES

China's crane market: readjusting and recovering
Speaker to be confirmed, XCMG

ROUND-TABLE: OEM Q&A session

Christoph Kleiner, managing director sales, Liebherr-Werk Ehingen

Barry Pennypacker, CEO, Manitowoc

Bill Stramer, VP marketing, sales, customer support, Link-Belt

- Speaker to be confirmed from XCMG
- Other participants to be confirmed

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Transport & assembly of 44,000 t offshore platform in Canada

Andrea Gazzola, area sales director (Americas), Fagioli SpA

Challenges for Europe's specialized transport industry
Speaker to be confirmed

Speeding up big projects with Self-Propelled Modular Transporters (SPMT)

Bernd Schwengsbier, managing director, Transporter Industry International Sales (Tii Sales)

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Topics for this year's Workshop include:

- Wire Rope Challenges for Crawler Cranes
- Beneath the Big Lifts - The Time for Engineering, Safety, Strength and Stability!
- Crane Accident Litigation Preparation
- Virtual and Augmented Reality and The Future of Work
- Unbreakable: The Dewey Bozella Story

- Register now at www.scranet.org/workshop2017.



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Adapting to the modern labor force

Worker shortages and changing environments.

According to the latest jobs reports, the economy only added around 360,000 jobs in a three-month stretch between March and May of this year. The total was the worst result in five years.

The Bureau of Labor Statistics reported nearly six million jobs open at the end of March – which is nearly a record. The economy is approaching a decade of expansion. First-time unemployment claims trend consistently downward (meaning less people are being fired). The unemployment rate is under five percent (4.3 percent during the above three-month stretch). And yet there are tons of open positions.

A new dynamic

Some industry insiders are wondering if employers have run out of employees to hire – a notion that Daniel Gross at *strategy+business* described like this: “Employers could be starting to run out of workers they can hire on their own terms, at the wages they want to pay, and with the skill levels they require.”

Gross pondered whether or not employees are failing to adjust to the changing environment – adding: “The economy has added payroll jobs for a record 80 straight months. But employers don’t seem to be willing or able to do what is necessary to get people to change jobs, or to get off the sidelines: pay more and offer training.”

Not too long ago, while the aforementioned expansion was just revving up and unemployment was much higher than today, companies enjoyed a deep pool of eager, often overqualified, workers who were willing to get to work as soon as possible. But the steady increase of expansion, coinciding with a decrease in unemployment, has caused what Gross described as a shift in the “balance of power.”

Companies are finding it harder and harder to fill pivotal positions, but they’re making it even more difficult on themselves by not adapting to the new dynamic.

Beneath the protection of a relatively steady economy, skilled workers, as well as potential stars, are either staying put with companies willing to pay them (and train them) what they think they deserve, or they’re heading to employers who can. It puts many companies in an uncomfortable position: a lot of employers got used to a labor market in which skilled employees were ready and willing to show up and work – even if they were overqualified – just for a paycheck. But now that paycheck has become a source of leverage within a robust economy.

Gross elaborated: “Over the years, employers have become accustomed to letting employees, or the market, or other employers, or the educational system provide the training and job skills

they require. And, again, when there was a lot of slack in the labor market ... it was often easy for companies to find employees who would show up on Day One fully equipped to do the job. [But] that expectation too has gone out the window. People with the skills and training to build roofs, or drive a truck, or write software are highly likely to be ensconced in a job already. The path of least resistance may be for companies to hire people who may lack skills and then teach them how to do the job.”

Adapting to change

It’s an age-old workforce cycle: companies want, or even expect, to hire the perfect people – qualified, motivated, loyal – and not in need of additional training or wages. But in the modern marketplace, that’s just not realistic. What’s more realistic, as Gross noted in his piece, is adaptation: “... at this point in the economic cycle, companies that need to fill posts may need to adjust the amount of money they will invest in wages and in training.”

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A wise Investment in the

Member companies throw their full support into SC&R Foundation.

The SC&R Foundation is a 501 (C)3 nonprofit that exists to support SC&RA member companies and address the industry labor shortage. The Foundation (www.scr-foundation.org) funds industry-specific research projects and is known for its grant and scholarship program, which awards \$45,000–\$60,000 annually.

The steady growth and impact of the Foundation is a testament to the determination of both the Foundation Board and SC&RA members to keep the industry moving forward by consistently seeking to provide opportunities for current and future industry workers.

Pivotal partnerships

Plenty of opportunities have emerged at the Foundation this year. One of the most recent contributions is the Esary Memorial Grant. In 2017, the Austin Esary Foundation began a memorial in remembrance of son and brother Austin Esary – who took his own life less than one week prior to his 17th birthday. He struggled in school and felt his future was bleak, even though he excelled at mechanics and welding.

Mr. and Mrs. Esary formed a foundation in his memory with the purpose of giving hope to other students who need encouragement and opportunity in non-traditional career paths. The Esary Memorial Grant will be awarded to an individual who has attended a Lift & Move USA event.

The International Union of Operating



Engineers (IUOE) had a similar desire to provide opportunities for individuals and enhance the future of the industry when they established a \$3,000 scholarship through the SC&R Foundation earlier this year.

“We figure this will help someone who’s interested in the crane and rigging industry with their future career,” said IUOE Director Paul Anderson. “We’re going to do this each year; hopefully this scholarship will help someone attend school who might not otherwise be able to afford it.”

The special partnership between SC&RA and the IUOE was also a motivator in getting this scholarship underway, said Anderson. “We’ve partnered with the Association on endeavors in the past – as well as every Lift & Move USA thus far. If we can help people to achieve their goals, and improve the industry in the process, then it’s a win-win.”

Jenifer Gabel owns and operates JK Crane, based in Kenil, NJ. In addition to being a woman-owned crane company, JK Crane is also certified as a Women’s Business Enterprise (WBE) by the Women’s Business Enterprise National Council.

Gabel is extremely proud of this designation, and echoed the WBE mission by presenting a Pink Truck/JK Crane grant to SC&RA earlier this year. In her



Outgoing Foundation President Stephanie Bragg passes the gavel to new Foundation President Jim Sever.

presentation speech, Gabel articulated: “If I’m wearing makeup, a dress and heels, people are often shocked to see a hard hat, steel-toe boots and a safety vest in my truck. All too frequently, we categorize one another into labels and types.”

Gabel pointed to Dana Babbin, the founder of Pink Truck® – an apparel company that began as a way to provide girls who love trucks and diggers with graphic tees in colors not found in stores (like pink).

Gabel met Babbin and explained how actively SC&RA and the Foundation work towards generating interest in the industry to a broader, more diverse audience, and she loved it. “We came up with the idea of doing a Pink Truck grant,” said Gabel. “My intention for the grant is to award it to a young woman who already has so



Paul Anderson, IUOE Director, said the IUOE wanted to help enhance the future of the industry by establishing a SCR Foundation scholarship.



Jennifer Gabel (far right) displays Pink Truck apparel at the 2017 Annual Conference.

future

many barriers to entry in this industry, but hopefully will now have one less."

Bennett International, an SC&RA member company based in McDonough, GA, brought the Taylor Family Foundation to the SC&R Foundation this year. This endeavor was established in 2012 as a means for Bennett to give back to the communities it serves.

The Taylor Family Foundation gives several scholarships a year to help students with education. Since its inception, the charity has given grants to U.S. nonprofits totaling \$1,000,000. "We believe that we should do our part as a company to help our employees, their children and SC&RA students enjoy every chance to advance," explained Vice President Lynette Alt Mathis. "Our relationship with SC&RA and the Foundation has been invaluable."

Boosting Lift & Move USA

The SC&R Foundation joined SC&RA, KHL and NCCCO with support for Lift & Move USA's (www.liftandmoveusa.com) events by committing \$20,000 for 2017. New SC&R Foundation President Jim Sever sees the commitment as a continuation of SC&R's established value system.

"Back in 2013/2014, the Foundation had embarked on some key initiatives to attract people to the industry," he said. "And so, when Lift & Move began to develop, it seemed like a natural fit that the Foundation would support an endeavor that was created to attract the next generation of skilled labor."

Sever describes the relationship as hand-in-glove. "We definitely rely on support from SC&RA membership, but at the same time, we're a catalyst, if you will, in looking at research opportunities and people development, into the industry as a whole. Having this all encapsulated within the



The SC&R Foundation committed \$20,000 to Lift & Move USA in 2017.

Lift & Move process – it's a great vehicle to present not only what the Foundation is offering – grants, scholarships, internships – but also what SC&RA itself represents to the member companies."

Additional excitement at the Foundation was focused this year at partnerships with Industrial Training International (ITI) and the National Commission for the Certification of Crane Operators (NCCCO).

These partnerships will enable the Foundation to award ITI courses and NCCCO certificate courses to worthy grant applicants based on the course preferences they indicate on their applications.

"It's important that SC&RA has a foundation established to serve the needs of young people and their education," said ITI President & CEO, Zack Parnell. "ITI is thrilled to be a part of the Grant program, and respectfully challenges any training institution in the world to be a part of this effort so that we can collectively bring opportunity and skills to those representing the future of the industry."

Graham Brent, CEO at NCCCO, added, "NCCCO is delighted to partner with the SC&R Foundation in this highly worthwhile endeavor. Encouraging those who might otherwise not consider or even be aware of the opportunities presented by the crane and rigging industry is a prime focus for NCCCO. Indeed, securing a CCO certification can be a passport to long-term, gainful employment that will serve them well as they embark upon their careers in this industry."

Worthy recognition

The SC&R Foundation also wants to recognize its Scholarship and Grant winners for 2017.

SCHOLARSHIP WINNERS INCLUDE:

Jacob Bussiere, Cote Crane & Rigging (George Bragg Memorial Recipient); **Braxton Chong**, Hawaiian Crane & Rigging Ltd. (Christopher Lorenz Memorial Recipient); **Chloe Lonergan**, Empire Crane Company; **Brandon Robinson**, Link-Belt Construction Equipment Co.; **Lacey Rucker**, WireCo WorldGroup (Terex USA Continuing Education Recipient); **Kylie Starliper**, Keen Transport; **Brian Winburn**, Link-Belt Construction Equipment (NBIS Continuing Education Recipient).

GRANT WINNERS INCLUDE:

Jakob Green, Farmers Exchange (Anderson Trucking Service Continuing Education Recipient); **Fay Pietrobone**, IB Dickinson & Sons (McTyre Family Continuing Education Recipient); **Jeremiah Rindler**, Lift Systems (Heartland Communications/Crane Hotline Continuing Education Recipient); **Jeffrey Sims**, Sunnyside Construction (Robert Cookingham Memorial Recipient).

The Foundation has \$20,000 remaining to award for Grants. Details can be found here: www.scr-foundation.org/scholarships_grant.

Additionally, coming this fall: interns will be eligible to receive a Scholarship from the Foundation. In order to qualify, applicants must be interning for an SC&RA member company.



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OSHA UPDATE: EMPLOYER QUALIFICATION AND CRANE OPERATOR CERTIFICATION

Whether you are or not, this webinar is essential viewing if you employ crane operators or if you work in, with or around cranes. OSHA's long awaited requirement for crane operators to be certified becomes effective November 10 and time is running out for anyone needing training and certification. Presenters Graham Brent and Joel Oliva will help you navigate your options to ensure you are (and remain) in full compliance with the new law.

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GRAHAM BRENT
CEO,
National Commission for
the Certification of Crane
Operators (NCCCO)



JOEL OLIVA
Director of Operations,
National Commission for
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Distracted driver dilemma

Joseph Doerr discusses trends in driver behavior.

Last month, in Billy Smith's article, "Eliminating the Fatal Four," he listed OSHA's ten most frequently cited safety and health violations, and then quoted OSHA: "One remarkable thing about the list is that it rarely changes. Year after year, our inspectors see thousands of the same on-the-job hazards, any one of which could result in a fatality or severe injury."

What I find interesting is that on my side of the business – the transportation side – OSHA's quote is still relevant. The causes of fatalities in transportation remain largely the same year over year, and they're almost always related to driver behavior. In fact, one problem I'll touch on in a bit – distracted driving – was highlighted in a June 4, 2017, article in *The Wall Street Journal* titled, "America's Truckers Embrace Big Brother after Costing Insurers Millions." The article emphasized the fact that "... smartphones have proliferated, increasing distracted driving." The article went on to say that "Last year, the commercial auto-insurance industry lost an estimated \$716 million before taxes on policies, as costs totaled nearly \$112 for every \$100 of premium they



The curriculum for NBIS' Online Driver Training Program was developed after understanding the most notorious transportation accident-causation factors.

collected, according to researchers at investment-management firm Conning Inc."

Many of you will also recall that back in 2006, the Federal Motor Carrier Safety Administration (FMCSA) released results from its "Large Truck Crash Causation Study." The study was commissioned by FMCSA to review the causes of, and contributing factors to, crashes involving commercial motor vehicles. While previous data focused

on specific crashes and/or individual causes of crashes, this study was the first nation-wide examination of all pre-crash factors.

In March of 2006, FMCSA issued its first press release on the study with the headline: "New Study Concludes Driver Behavior Causes Most Truck Crashes."

Why do I bring this up? I bring it up because past is often prologue, and driver behavior is still the biggest crash causation factor. But before we delve any

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By the numbers

Each year, FMCSA issues a report titled Large Truck and Bus Crash Facts (LTBCF). LTBCF is a recurring annual report that contains descriptive statistics about fatal, injury, and property-damage-only crashes involving large trucks and buses. The most recent report, 2015, details the following:

■ FATAL CRASHES INVOLVING LARGE TRUCKS OR BUSES

2005 to 2009 – **34-percent decrease**
 2009 to 2015 – **20-percent increase**
 2014 to 2015 – **5-percent increase**
 2015 – **4,311 8-percent increase** from 2014

■ LARGE TRUCK AND BUS FATALITIES PER 100 MILLION VEHICLE MILES TRAVELED BY ALL MOTOR VEHICLES

2014 to 2015 – **1.7-percent increase** from 0.138 to 0.140

■ NUMBER OF INJURY CRASHES INVOLVING LARGE TRUCKS OR BUSES

2005 – **89,000**
 2009 – **60,000 33-percent decline**
 2009 to 2015 – **62-percent increase**

As you can see from the statistics, crashes and fatalities are trending in an upward direction, not downward, and this is obviously concerning. The question on everyone's mind is why?



THE AUTHOR

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

is the Specialized Transportation Program Manager for NBIS.

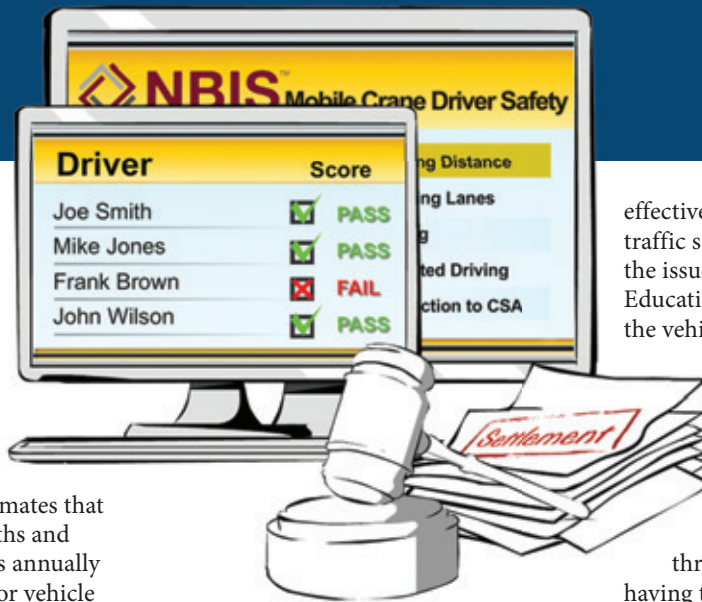
NHTSA estimates 3,000 deaths annually from distraction-affected crashes.

deeper into the specifics of driver behavior, we need to understand some of the background data.

Understanding distracted driving

The U.S. Department of Transportation's National Highway Traffic Safety Administration (NHTSA) estimates that there are more than 3,000 deaths and approximately 400,000 injuries annually from distraction-affected motor vehicle crashes – crashes in which a driver lost focus on the safe control of his/her vehicle due to a manual, visual, or cognitive distraction.

In December 2013, the U.S. Department of Transportation issued a report to Congress titled, "Understanding the Effects of Distracted Driving and Developing Strategies to Reduce Resulting Deaths and Injuries." While drowsiness and daydreaming can be categorized as inattention, the term "distraction" as it was used in the report is specific to the inattention that occurs when drivers divert their attention away from the driving task to focus on another activity. These distractions can be from electronic devices, such as navigation systems and cell phones, or more conventional sources such as interacting with passengers or eating.



According to the report, these distracting tasks affect drivers in different ways, and can be categorized into the following major types:

■ VISUAL DISTRACTION:

Tasks that require the driver to look away from the roadway to visually obtain information;

■ MANUAL DISTRACTION:

Tasks that require the driver to take a hand or hands off the steering wheel and manipulate an object or device;

■ COGNITIVE DISTRACTION:

Tasks that are defined as the mental workload associated with a task that involves thinking about something other than the driving task (National Highway Traffic Safety Administration, 2010).

According to the report, "the most

effective means to combat almost any traffic safety issue are those that address the issue on several different fronts. Education, engineering (both within the vehicle and on the roadway), and

enforcement (including legislation) approaches, in combination, can be effective in changing driver behavior."

At NBIS, we believe that the most effective way to combat traffic safety issues is through education – an area where having the right insurer becomes integral. An insurer that offers training and risk management tools, as well as deductible incentives, will help you start to get a handle on unwelcome driver behavior and trends.

An ounce of prevention

Many of the most common citations can be avoided when drivers are properly trained and understand the current rules and regulations – which is exactly why NBIS developed the proactive Online Driver Training Program. The curriculum for this unique program was developed after understanding the most notorious transportation accident-causation factors. Each course takes around 15 minutes to complete and concludes with a test. And best of all, the program is defensible in court in any situation where a claim arises.

For all of us at NBIS, managing risk is about more than just reducing risk. It's about working together as an industry to come up with new ways to look at old problems.

It's about investing financial resources to protect policyholders. It's about creating deductible endorsements as incentives. (If a driver is involved in an over-the-road claim and has successfully completed all five of the online driver training classes, the company qualifies for a deductible discount.)

So while it's true that accident-causation factors may stay the same year over year, it's also true that training and educating continues to be one of the best responses we can have. Don't wait to train. The time is now to do what you can to help reduce the trend.

“An insurer that offers training and risk management tools, as well as deductible incentives, will help you start to get a handle on unwelcome driver behavior and trends.”



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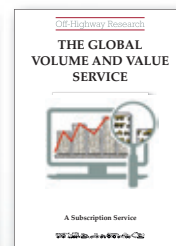
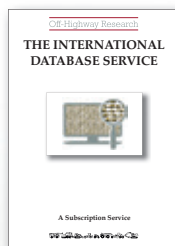
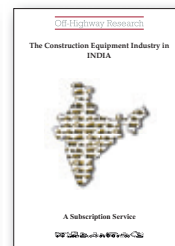
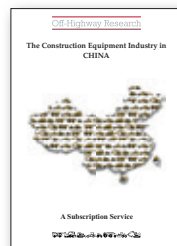
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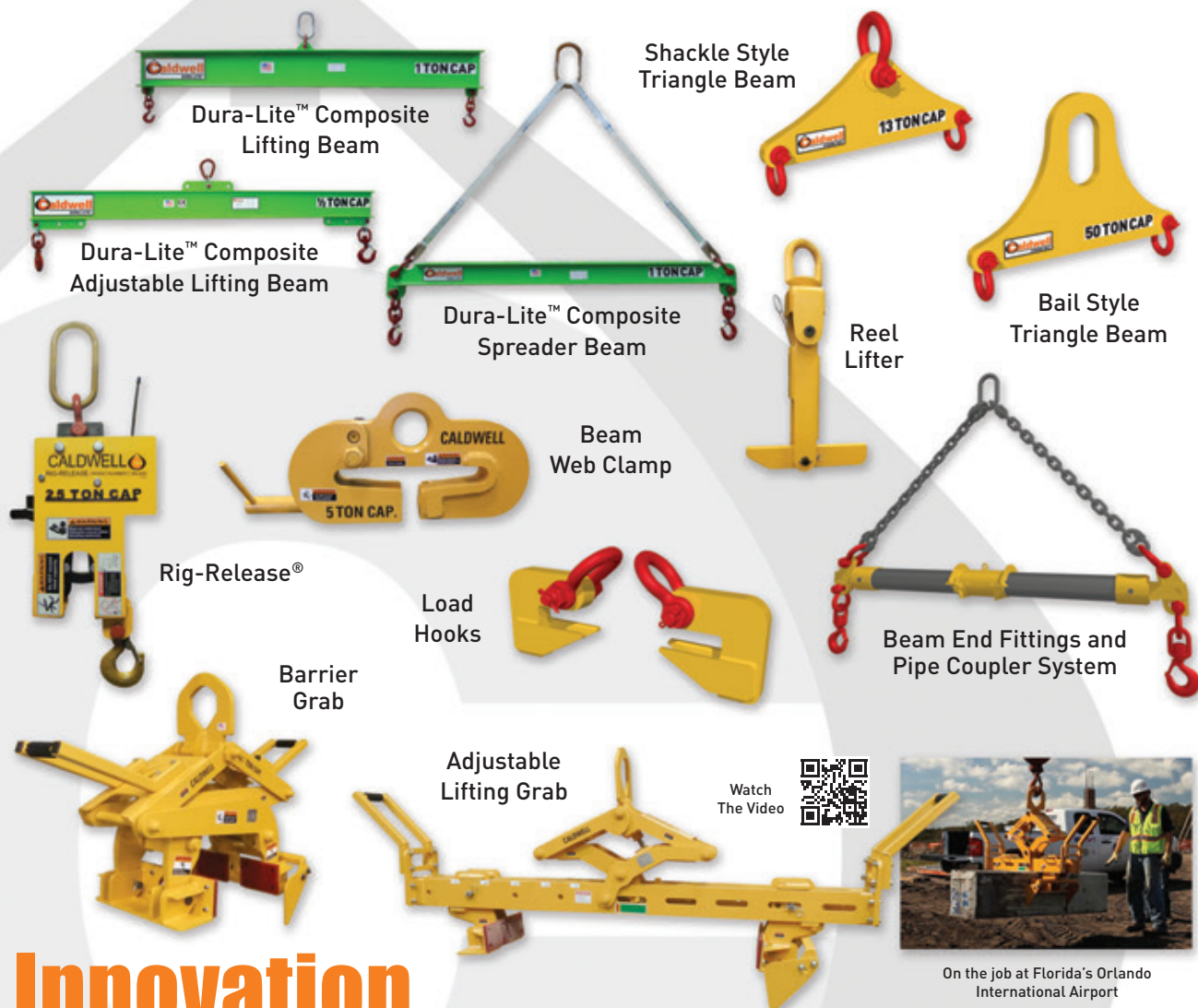
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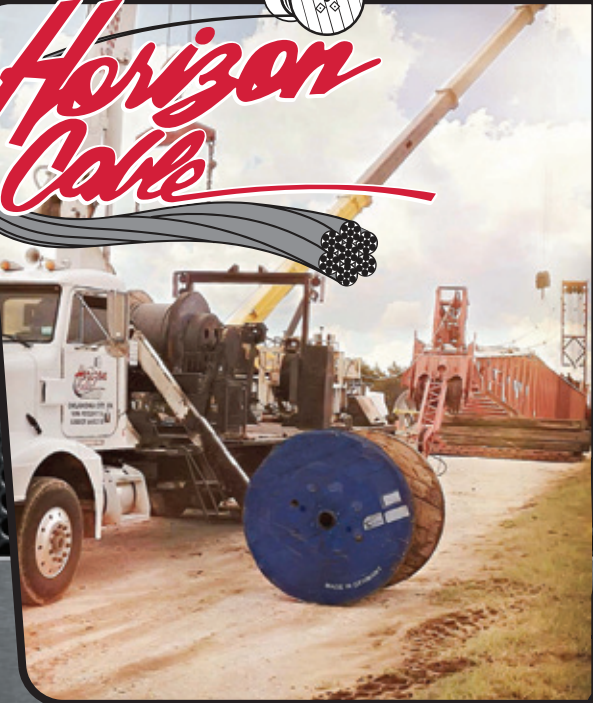
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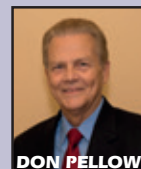
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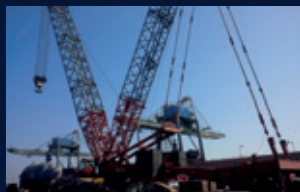
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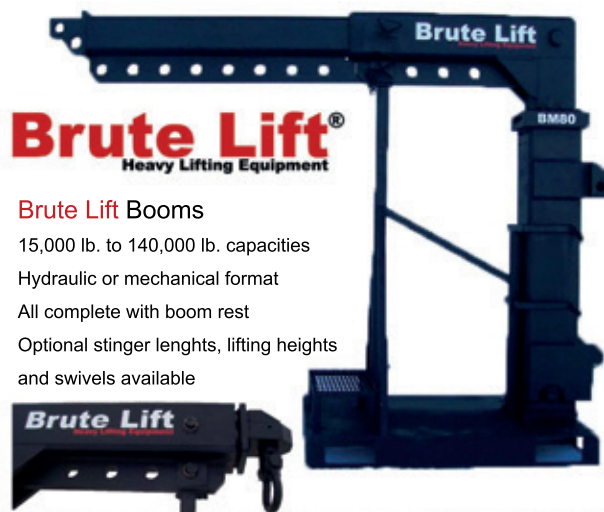
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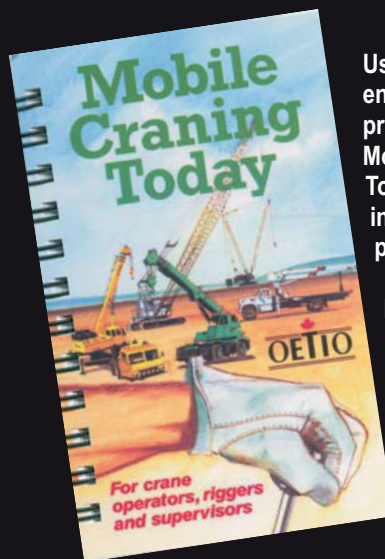
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The image shows the logos for HMR Supplies and Holland Dollie. On the left, the HMR Supplies logo features the letters 'HMR' in a large, bold, orange-to-yellow gradient font, with 'SUPPLIES' in a smaller, black, sans-serif font below it. To the right of this is the Holland Dollie logo, which consists of the words 'HOLLAND' and 'DOLLIE' stacked vertically in a bold, black, sans-serif font, with a registered trademark symbol (®) to the right of 'DOLLIE'. Below the text is a detailed illustration of a four-wheeled orange dollie with black tires and a central axle.

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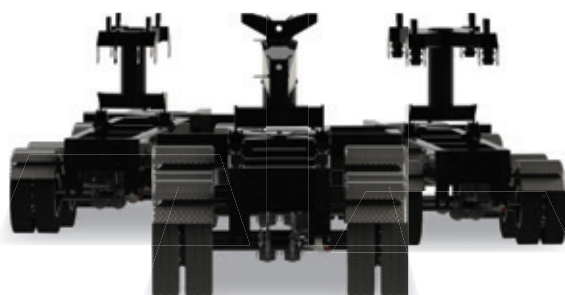
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NCCCO elects Commissioners

The National Commission for the Certification of Crane Operators (NCCCO) elected two new commissioners and re-elected two others to its Commission at its 42nd Biannual Meeting in Honolulu, HI, in May.

Elected to five-year terms on the Commission were Pete Laux, senior equipment manager, Kiewit Equipment Services, and Chuck Wigger, safety director, Lamar Advertising Company.

Laux, who also serves on the NCCCO Board of Directors, brings extensive technical experience to the



Chuck Wigger



Pete Laux

Commission, while Wigger – formerly an Alternate Commissioner – brings a unique perspective from the sign industry. Laux will serve in the User category, while Wigger is alternate to the Public Member.

Also re-elected to additional five-year terms as Commissioners were Roy Bolton, crane operator training coordinator at Cianbro

Corporation, representing the User category, and Bo Collier, president of Crane Tech, representing the Consultants category.

The 30-member

Commission of the National Commission for the Certification of Crane Operators represents all stakeholders that use cranes and rigging equipment through 10 industry groups: Crane Users, Crane Manufacturers, Insurance, Consultants, International, Government/Regulatory, Associations, Labor, Owners (Petrochemical) and the Public. Commissioners are elected by the Commission, subject to Board of Directors review, and serve five-year terms.



Bailey named vice president of Kirby-Smith's crane group

Kirby-Smith Machinery has named Rickey Bailey vice president of its crane division. Bailey is responsible for the strategy and oversight of Kirby-Smith's crane operations, replacing Ben Graham, who recently retired after leading the crane division for over 16 years.

Previously, Bailey served as manager of major accounts for Link-Belt Cranes. He has more than 20 years of crane industry experience with management roles at the manufacturer, distributor and end-user level. Bailey also previously worked for Link-Belt Mid-Atlantic and Bulldog Erectors, Inc.

Jeff Weller, executive vice president and COO for Kirby-Smith, said Bailey will build on the strong foundation that the company has established



Rickey Bailey

for its crane division.

"When choosing a successor for Ben, we needed someone with the right experience who would fit our culture, uphold our expectations for excellence and be

comfortable in Oklahoma. Rickey fits all those criteria," said Weller. "He is a 'known commodity' in this industry, and possesses both a strong work ethic and customer-facing mentality. I trust that he will take great care of our customers and am excited to welcome him to our family at Kirby-Smith."

Bailey is ready to seize new opportunities. "It is an honor to join this great team. Ben and his group have established an incredible division here, and I look forward to continuing the great work already being done," he said. ■



■ The **Lift & Move USA** program promoted careers in the crane, rigging and specialized transport industry to thousands of students and teachers at SkillsUSA's annual conference in Louisville, KY, on June 19-23. Lift & Move USA had a booth at the Skills Conference that was supported by Edwards Moving & Rigging and the IUOE union.



■ The **World Crane and Transport Summit (WCTS)** program has been finalized and published online at www.khl.com/wcts. The day and a half conference has a strong line up, with speakers from a long list of companies that includes Sarens, TNT Crane & Rigging, Bechtel, Peinemann, Enerpac, Fagioli, JK Crane, Liebherr and Manitowoc. The conference will take place on November 7-8 at the Grand Hotel Krasnapolsky in Amsterdam, the Netherlands.

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