

ACT

The magazine for the crane, lifting and transport industry

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PREVIEW

SC&RA Crane & Rigging Workshop

INTERVIEW

Wes Mollno

RIGGING MATTERS

LMIs/RCIs



Official domestic
magazine of
the SC&RA

Covid and crawlers!

How is the pandemic impacting the market?

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Mask up!

Back in late March, I optimistically predicted that by late June the Covid-19 crisis would be winding down and things would start feeling normal again. Wow, was I wrong. As the July issue goes to press in late June, Covid cases are surging in many areas of the U.S., including in Texas where I live. With the phased in opening of the economy, residents of my state let their guard down. If we don't voluntarily go on lockdown, the state government may have to lock us down again. It's my belief that we don't have to shut down the economy to shut down Covid. So all that said, be diligent. Wash your hands, practice social distancing and wear a mask – at work, at the grocery store, wherever you go.

As far as when things will feel normal again? I'm going to go out on a limb and say that it probably won't happen before the end of the year. Our new normal may push far into 2021. Until then, you can count on *American Cranes & Transport* to bring you the news and views that are pertinent to your business.

Last month we reported on an issue that is bubbling over in the crane sector and stems from a U.S. Commerce Department investigation into whether mobile crane imports threaten national security. Manitowoc Cranes filed the petition late last year, claiming that low priced imports and intellectual property infringement by foreign competition has harmed the domestic crane manufacturing industry. The Section 232 investigation could lead to tariffs on cranes imported into our country. The SC&RA Board of Directors met on June 24 and unanimously agreed to provide members information regarding the issue and encourage them to comment directly to the Department of Commerce to ensure their voices are heard. SC&RA will also submit comments to the U.S. Department of Commerce in support of free and fair trade without tariffs. The Federal Register notice provides specific criteria including guidance on how and where to file comments. We will keep you updated on this important development.

This issue is chock-full of news and views. Our Q&A with WCS Permits and Pilot Cars' Wes Mollno is a good read. Hannah Sundermeyer writes about the latest in LMI/RCI technology as well as load securement issues in our Specialized Transportation Forum. There's also a Site Report about a small but mighty Maeda crawler crane working on the border wall project. Don't miss our preview of the "virtual" SC&RA Crane & Rigging Workshop that will be held in September.

Our August issue will showcase the SC&RA Jobs of the Year. Until then, have a safe summer, and let us know what's going on with your company, people and equipment.

D. ANN SLAYTON SHIFFLER**Editor**

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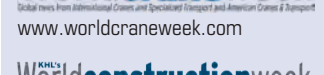
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The Tadano Demag CC 3800-1 has become a go-to crane for installing wind turbines. See our Product Focus Crawler Cranes on page 26.



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Unprecedented times call for unprecedented solutions, which is why the SC&RA Crane & Rigging Workshop is going virtual.



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PRODUCT FOCUS 26 CRAWLER CRANES

While lattice boom crawler cranes are working on construction jobsites across the country, OEMs do not expect sales to pick up significantly until 2021. D. Ann Shiffler reports.

PROJECT DIGEST 30 REFINERIES AND POWER PLANTS

Installation of a huge combination tower at a refinery in Beaumont, TX required expert planning and execution by the team at Deep South Crane & Rigging.

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■ As of April 2020, Crane Industry Services is authorized to deliver re-certification and written exam testing for NCCCO Mobile Crane Operator, Tower Crane Operator, Overhead Crane Operator, Digger Derrick Operator and Rigger Level 1 and Rigger Level 2.



Break exemption extended

FMCSA has granted SC&RA's request for the 30-minute break exemption extension under the Hours-of-Service rules. SC&RA member firms will experience no lapse in coverage as the new extension was set to be filed in the Federal Register in mid-June.

This exemption will continue to save SC&RA members thousands of dollars in moving their freight more efficiently, according to SC&RA Transportation Vice President Steven Todd. SC&RA filed for an extension in March and will issue more guidance in the coming weeks.

TCNA Conference moves online

The Tower Cranes North America (TCNA) conference will now be held as an online event on October 22, 2019. The conference was originally scheduled for Miami in June 2019 before being switched to Chicago on October 22 in response to Covid-19. The shift to an online format reflects continuing uncertainty over whether large gatherings will be permitted by October. The virtual TCNA will be a shorter event but retaining many of the high profile speakers already confirmed, with full details to be announced soon at www.khl-tcna.com



Covid impacts construction equipment sales

Global construction equipment sales are expected to fall 19 percent this year from the 2018-2019 peak of 1.1 million machines to 891,000 units, according to revised forecasts from specialist market research and forecasting company Off-Highway Research.

The mildest impact is expected in China where Off-Highway Research's previous forecast of an 8 percent fall in sales compared

to 2019 remains unchanged. Off-Highway Research said the Covid-19 pandemic impact on the Chinese market was relatively brief and the bounce-back has been strong since early April. In the other major regions of the world, the expected downturn ranges from 19 to 30 percent this year.

"One of the striking aspects of our forecast is the variation from country to country," said Chris Sleight, managing director, Off-Highway

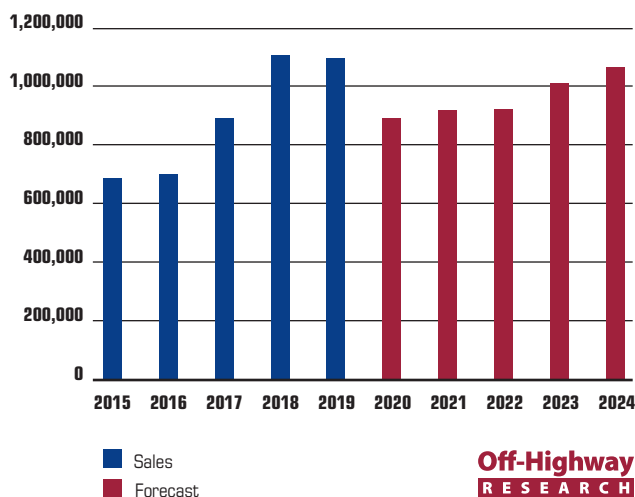
Research. "Nations which reacted quickly and were able to control the spread of Covid-19 are expected to see milder impacts on their equipment markets – China and Germany are two examples. Other countries where the spread was less well contained will see more profound impacts in equipment demand."

Looking further ahead, Off-Highway Research expects a moderate improvement in sales in 2021, but Sleight said there was uncertainty in this forecast.

"Everyone would agree that we are in uncharted territory," Sleight added. "Our forecast is somewhat based on the assumption that the second quarter of 2020 will be the worst for the industry and that an improvement will start in the second half of the year in most countries. The ongoing recovery depends on the safe easing of lockdowns and assumes no second spike in infections. It also depends on robust government policy responses to stimulate activity. Those might be needed for some time."

■ For more information, visit www.offhighwayresearch.com

GLOBAL CONSTRUCTION EQUIPMENT SALES



Manitex Valla recently held an open house at Manitex's headquarters in Chicago, IL. The event recruited potential dealers looking to represent the Manitex Valla pick and carry crane line in North America. Valla had its full rental product line on display. Pictured is the Valla team along with Steve Filipov, CEO of Manitex International, and Steve Kiefer, president and COO of Manitex International.



■ The SC&RA Board of Directors met on June 24 and unanimously voted to provide members information regarding the U.S. Commerce Department investigation into whether mobile crane imports into the U.S. threaten to impair national security. SC&RA will also submit comments to the U.S. Department of Commerce in support of free and fair trade with lack of tariffs.



■ Sarens Canada has purchased two new National Crane NBT30H-2 units and a new long reach NBT55L. Strongco supplied the boom trucks to Sarens Canada at a handover ceremony held in early June.

■ Kirby-Smith Machinery (KSM) has opened a new facility in Waco, TX. The seventh location in the state, the KSM facility will help better serve customers in the greater Waco area and surrounding counties for central Texas.

■ H&E Equipment Services has opened a new branch in Sun Valley, CA, serving the Los Angeles market. The 15,000-square-foot facility sits on 4 acres with offices, parts warehouse and a repair shop.



16 Link-Belt cranes headed for ALL

Link-Belt Cranes will deliver 16 new cranes to the ALL Family of Companies over the next few months and into 2021. The package of cranes includes four 60-ton HTC-8660 truck cranes, four 50-ton TCC-500 telehandlers, four 80-ton TCC-

800 telehandlers, one 140-ton TCC-1400 telehandler, one 100-ton 100 RT rough-terrain crane and two 200-ton 248-HSL lattice boom crawlers.

"Link-Belt truck cranes and RTs are staples of our taxi fleet," said Joe Ruddell, retail sales manager, Dawes Rigging

& Crane Rental, a member of the ALL Family of Companies. "The variety Link-Belt offers helps us to serve a wide range of customer needs."

ALL purchased four of the new TCC-800 models, the sixth telehandler model Link-Belt has introduced.

"To us, it's an ideal upgrade to the TCC-750 that we've loved and relied on for years," said Ruddell. The new TCC-800 model offers a similar feature set to the 750, but with an additional five tons of capacity and five more feet of boom for 120 total feet. The TCC-800 is the first in Link-Belt's telehandler lineup to feature the variable equipped and monitored track positions (V-CALC) system. It offers a full range of operating gauge widths between the extended track position of 17 feet and the retracted 11-foot, 5-inch position.



Faymonville unveils WingMax trailer

Faymonville's new WingMax trailer is part of the TeleMax flatbed semi-trailer series. Features include a hydraulically lifting and lowering gooseneck and pendular axles to allow negotiation of obstacles such as roundabouts. Also hydraulic is the steering and the suspension, to give the sharpest possible steering angle and maximum stroke for long suspension travel. Versions are available with three or four axles.

The loading platform has a 4-fold extension and the length of the gooseneck is compatible with 5-axle trucks. The 19.5-inch pendular axles offer a steering angle up to 60 degrees.

"In combination with the

hydraulically lifting and lowering gooseneck, the new WingMax can virtually overcome any obstacles that cross its path, such as roundabouts," said Rainer Noe, product manager, Faymonville.

Sliding load supports for the blade tip frame allow the trailer to be shortened even under load. They help deal with winding roads. Hydraulic

support legs simplify extension and retraction of the telescopic loading platform. Double-sided locking of the telescopic stages is for greater driving stability and the two-axle bogie's 6-foot track width gives maximum lateral stability. The locking positions for extension are reinforced to help the transmission of pulling and braking forces.



Faymonville's WingMax can move the longest wind turbine blades.

LTM 1250-5.1 joins Quickline Crane fleet

Canadian construction company Eagle Builders specializes in the design, engineering, fabrication and building of precast concrete structures. Its subsidiary, Quickline Crane, is supplying all the

heavy lift requirements for the parent company. In response to project requirements getting more complex and the demand of higher load capacities, the company purchased a Liebherr LTM 1250-5.1, which is proving ideal for taxi crane jobs.

The 300-ton LTM 1250-5.1 is mounting precast concrete components using its erection jib and second hoist winch.

"We looked at the market projection and what we had coming up for projects and decided now was a good time to purchase a larger crane," said Craig Haan of Quickline. "We looked at many options

but ultimately decided that a 300-ton mobile crane was the right choice. From both a lifting capacity and mobility within seasonal road bans – this crane checked off the requirements."

The new LTM 1250-5.1

is the largest crane in the Quickline Crane fleet and will be utilized on major Eagle Builders' projects. The up to 194,000-pound heavy ballast of the LTM 1250-5.1 can be operated with two different ballast radii.



Liebherr USA moved into its newly expanded campus in Newport News, VA which now houses employees who work in administration, finance, human resources, sales, information technology, marketing, product support and distribution for the nine product units under the Liebherr USA umbrella.



Caldwell fabricated a custom beam for PA overpass project

The Caldwell Group recently provided a custom 75 foot-long, 50,000-pound capacity beam for lifting 60 rebar cages on an elevated roadway project in Philadelphia, PA. James J. Anderson Construction is the contractor on the job.

The two-piece beam is being used beneath the hook of a 275-ton capacity Grove mobile crane to lift the large pier cap rebar cages, as required for concrete reinforcement during the rebuild of an 8,500 foot-long, 100-foot-wide overpass. The cages vary in weight, up to 46,000 pounds, and length, up to 85 feet.

"The beam was designed, manufactured and built in two sections due to the overall pick length required," said Tom Eicher, director of engineering, Caldwell. "It can be used both bolted together at its full length or in individual sections, if required. The rebar cages require support at multiple points from the lifting beam by means of the lower rigging. Multiple lower rigging lugs allow riggers to distribute the weight of the cage to minimize cage deformation. Caldwell supplied the two two-leg chain slings above the beam that are rigged at angles to share the load when both sections of the lifting beam are bolted together.

The 75 foot-long, 50,000-pound capacity beam is being used for lifting 60 rebar cages.



Grove TMS700E erects steel building

A Grove TMS700E purchased by R.G. Smith in October 2019 is helping to erect a 300,000-foot structural steel building that will house a large cheese production facility in Hiram, OH.

The TMS700E is being lauded for its mobility and easy setup, the company said.

"For that job we needed a very mobile crane that could easily move back and forth," said Geoff Nicely, owner, R.G. Smith. "The TMS700E is quick and easy to dismantle and move. And there was no need for additional trucks or operators, which was a great advantage."

The Canton, OH-based industrial contractor has been deploying the TMS700E at various jobsites throughout the north of the state, often battling muddy conditions, as the region has experienced higher-than-average precipitation levels.

The new TMS700E is the fourth Grove crane to join the R.G. Smith fleet, which also has RT650 and RT700 rough-terrains and a GMK3050 all-terrain crane.



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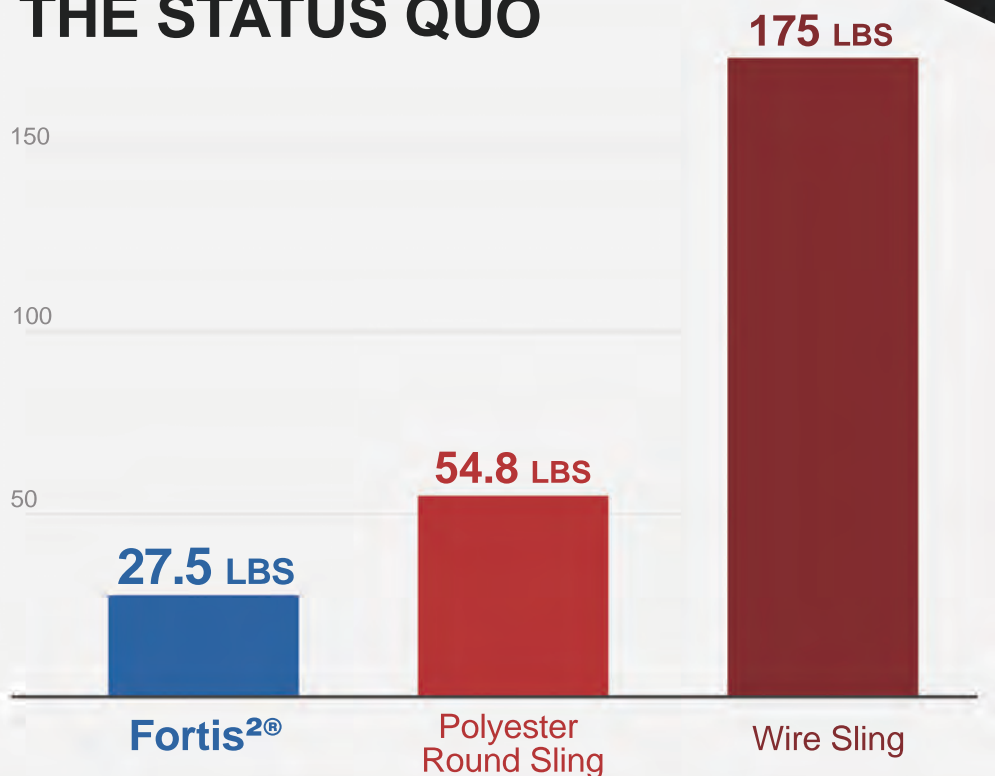


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A virtual reality

The Crane & Rigging Workshop will include all the educational forums and presentations normally expected, as well as a VR Exhibit Center, that will provide a fun, immersive experience.

Unprecedented times call for unprecedented solutions, which is why the SC&RA Crane & Rigging Workshop is going virtual.

Keynote speakers

Both days of the Crane & Rigging Workshop will kick-off with keynote speakers. One of the hottest issues in Washington, D.C., and the top advocacy initiative in SC&RA's strategic plan, is the infrastructure bill gaining steam on both sides of the aisle. An influential federal elected official will share the latest developments on how this legislation will affect the industry.

Keeping with the federal theme, **Scott Ketcham**, Director of the Directorate of Construction at OSHA (featured in SC&RA News on page 40) will share the latest regulatory updates impacting the crane and rigging industry. Topics include inspections, Covid-19 recording obligations, revised powered industrial truck standard, tree care operations standard consideration and the long-awaited Compliance Directive for Cranes & Derricks in Construction.



Scott Ketcham,
OSHA

The Covid-19 crisis has created many challenges for the crane, rigging and specialized transportation industry, but it also has prompted a bevy of solutions. The SC&RA Crane & Rigging Workshop is a long-running event that has never been cancelled, even after the 9-11 terrorist attacks and Hurricane Katrina.

This year, amid the global pandemic, the event will also happen, albeit in a new virtual reality (VR) format, September 16-17, 2020 and feature the largest offering of educational sessions ever presented.

When many companies in the industry are using VR technology for training, SC&RA and AIA Software, along with show sponsors National Interstate Insurance Company and NBIS (NationsBuilders Insurance Services), are now extending that technology for the first time ever to the Crane & Rigging Workshop.

"The new VR format is being developed as we speak," said SC&RA Crane & Rigging Group Chairman Randy Sever, PSC Crane & Rigging. "We are working with member company AIA Software to develop a workshop platform that will allow us to do most of the things we would normally do at the workshop, just not in person."

Sever explained that in a year where social interaction has been limited and access to customers severely restricted, SC&RA wants to give attendees and exhibitors a unique opportunity to learn and share in a more dynamic way.

The Crane & Rigging Workshop will include all the educational forums and

presentations normally expected, as well as a VR Exhibit Center.

"The Crane & Rigging Workshop Exhibit Center will feature the look and feel from past workshops that attendees have come to expect," said SC&RA Senior Vice President Crane & Rigging Beth O'Quinn. "Whether attendees choose the VR option with glasses or use their computer, they will be able to visit booths and interact with booth representatives and other attendees for a fun, immersive experience. This is a chance for companies to show their products and services in a different way, across a longer time frame than the typical Exhibit Center hours, and hopefully to more attendees than ever before. And best of all, it is budget-friendly."

Attendee and exhibitor registration is open at www.scranet.org/Workshop2020. Sponsorship opportunities are also available.

EDUCATION SESSIONS

This year offers the largest selection of Crane & Rigging Workshop topics, including several key sessions on operations:

■ RIGGING AND LIFTING WITH BLOCKS

with TactiLearning's **Skip Ohman** and **Greg Kane**, will train attendees on the principles of blocks including capacity, parts of line and mechanical advantage, reeving and selection and



Skip Ohman



Greg Kane

>12

ABOUT

WHAT

SC&RA Crane & Rigging Workshop

WHEN

September 16-17, 2020

WHERE

Virtual meeting

INFORMATION/REGISTRATION:

www.scranet.org/workshop2020



Mike Gelskey, Sr.

proper operation of block systems.

■ **WHAT'S YOUR SYNTHETIC CHAIN & RIGGING I.Q.?** will be presented by **Mike Gelskey, Sr.** and

Mike Gelskey, Jr. of Lift-It Manufacturing. They will cover synthetic chain assemblies that are used for a variety of load handling (lifting) and load securing (lashing) applications.



Mike Gelskey, Jr.

■ **RIGGING WITH HEAVY LIFTING STRAND JACKS** will be discussed by **Michael Beres**, Enerpac. The session will cover application considerations for electing to use a heavy lifting strand jack system along



Michael Beres

with application examples by market.

■ **AeroGo's Randy Manus** will address **SAFE AND FAST: RIGGING HEAVY & AWKWARD LOADS WITH AIR CASTERS**. He will demonstrate how to improve safety and reduce downtime on the job by learning best practices for rigging procedures when moving heavy



Randy Manus

and awkward loads using air casters.

■ **ITT's Mark Parnell** will discuss **BULL RIGGING PROJECTS IN-ACTION**. Participants will witness first-hand how ITI, Barnhart Crane & Rigging, Omega Morgan and NessCampbell Crane + Rigging execute a bull rigging project, together.



Mike Parnell

Compliance and risk management topics are always popular and this year, the workshop features several:

■ **Kent Miller** of National Interstate Insurance and **Danny Cain** of Edwards



Kent Miller

Moving & Rigging will present **DEVELOPING DEFENSES**. Attendees will gain a strong understanding of why accidents occur, and then the focus will be placed on methods



Danny Cain

Ask the expert

New this year to the Crane & Rigging Workshop will be Ask the Expert virtual sessions that focus on one topic, with ample question and answer time. Topics will focus on hot issues and common challenges.

to minimize accidents by developing defenses throughout an organization.

■ **LET B30 WORK FOR YOU: DEFEND AGAINST PERSONAL INJURY ACTIONS**, presented by **Michael Rubin** of Goldberg Segalla, and NCCCO's **Thom Sicklesteel**, will take a deep dive into the B30.5 Standard to understand



Michael Rubin



Thom Sicklesteel

who is responsible for what (among the various entities/players on a crane jobsite) and how those responsibilities may be allocated for three main types of hazards: below the ground, at ground level and above the ground hazards.

■ **CRANE OPERATOR QUALIFICATIONS: ONE SIZE DOES NOT FIT ALL** will be presented by **Bill Smith** of Nations Builders Insurance Services (NBIS). He will explain how companies with one crane, to companies with a multitude of crane types, will benefit from taking a close look into each step of being compliant with OSHA Subpart CC so that crane operators are qualified.



Bill Smith



Jennifer Gabel

■ **Jennifer Gabel**, JK Crane, will present **CONSTRUCT YOUR HEALTH**. She will discuss how educating employers and employees on health-promoting behaviors and strategies can improve safety, save money from reduced

workers compensation and insurance costs, and most importantly, save lives.

■ In the session titled **TAKE CONTROL OF COVID-19'S IMPACT ON YOUR BUSINESS**, TrueNorth's **Stuart Haker** and USI Insurance Services' **Jeffrey Haynes** will teach companies how to take control of their own underwriting



Stuart Haker



Jeffrey Haynes

using a qualitative and quantitative approach to assessing and managing risk.

Best practices for crane operators and crane companies are at the heart of every workshop. This

year's topics include:

■ **UNDERSTANDING CRANE INSPECTION TECHNIQUES AND EQUIPMENT** by Stephenson Equipment's **Ray Feidt** will familiarize attendees with inspection techniques and equipment that can address hard-to-inspect components and areas, and by using



Ray Feidt

ASME B30.30 Wire Rope Standard, recognize what classification of wire rope is correct per application and what is not. ■ **HOW INDUSTRY COMPANIES ATTRACT, TRAIN & RETAIN WORKERS** is a panel that includes NCCCO's **Dan Belcher**, Lift & Move USA's **Tracy Bennett**, Sims Cranes' **Bob Berry** and Bennett International's **Kris Rzepkowski**. This session will focus on real-world examples of programs being implemented in companies today and how



Dan Belcher

to integrate such programs in local schools, build strong partnerships with workforce development organizations and create a pipeline for new workers while retaining existing ones.



Tracy Bennett



Bob Berry



Kris Rzepkowski

■ **TOWER CRANE CONTRACT LANGUAGE: LESSONS LEARNED**

presented by Morrow Equipment's **Peter Juhren**, Bigge Crane & Rigging's **Thom Bostrom** and NBIS's **Bill Smith**, will cover contract language – what to avoid and how to remove terms from contracts, what language is necessary to protect your company and lessons learned from the field. SC&RA's new sample contract, addendum and checklist will be featured as part of the session.



Peter Juhren



The CC 3800-1

Whatever the Challenge.

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The stock market recovery of the last few months shows investors are banking on a fairly swift return to normal.

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.

Bouncing back

Markets continued their rebound in May following the sharp dip seen in March when the shock of the Covid-19 pandemic took hold. The NASDAQ was particularly strong, almost returning to the record high seen at the start of the year.

There may be some logic in this index bouncing back so sharply as it is heavy with tech, IT and Internet stocks. However, there also has been a (less dramatic) recovery in both the S&P 500 and Dow Jones Industrial Average, which include more traditional bricks and mortar companies.

While this is encouraging to see, are the markets being over-optimistic? First quarter results didn't tell us much about the impact of Covid-19 as only a few weeks of the most severe impacts of the pandemic in North America and Europe fell in that reporting period.

Second quarter results are likely to be much uglier, particularly for companies in travel, tourism, entertainment and hospitality. Besides that, there is a huge amount of bad news to depress the markets, from the 20 million plus coronavirus-related job losses to the far-reaching impacts on the global economy.

Why the rise?

So why are the markets rising?

The key point is markets are forward-looking. Share prices do not reflect the economic situation today, but what investors feel it will be over the next 12-18 months or so. Recent growth is because investors believe things will be better than they thought back in March in the grip of panic.

It is still a tough one to fathom. Things are far worse in terms of job losses than 2008-2009 – only the Great Depression is comparable.

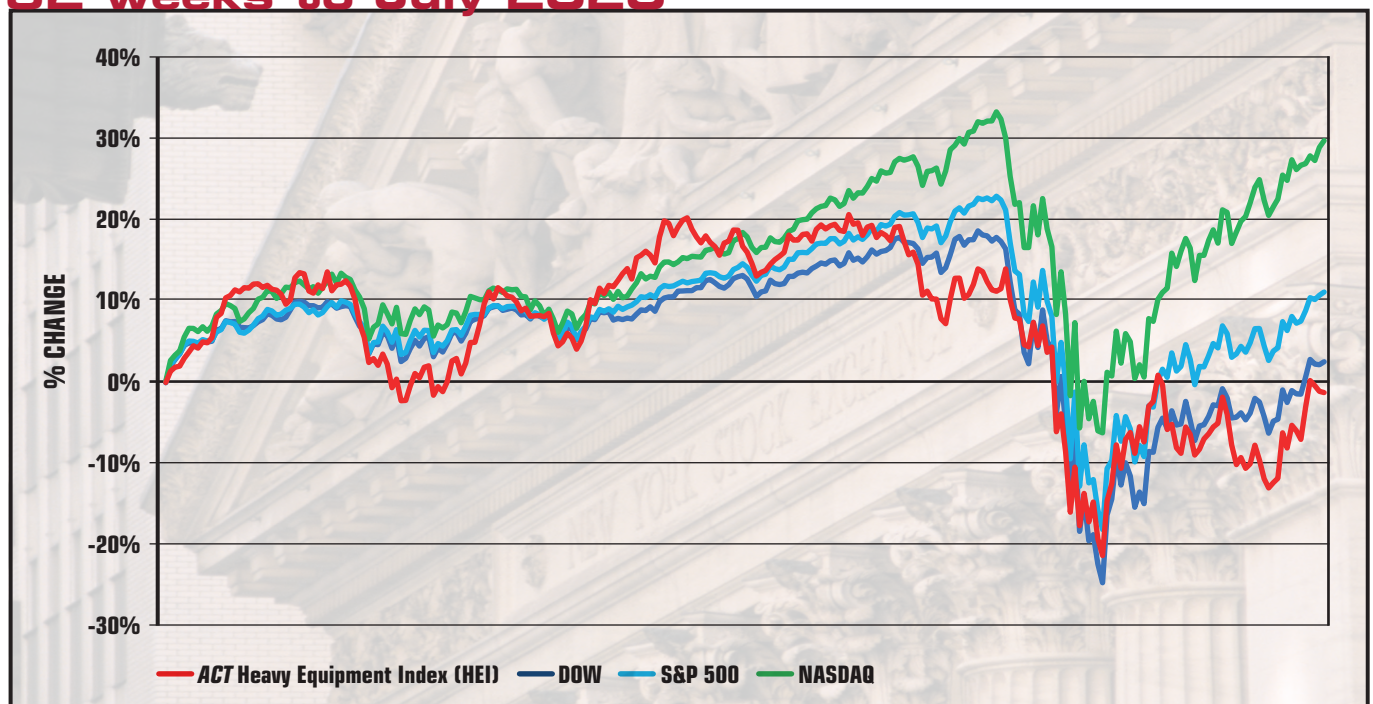
But the belief is that many of those jobs have only been lost temporarily and will open up again soon. There is also expectation of stimulus when the economy is able to function more normally again.

That all remains to be seen. Second quarter results might not say much other than that it was a grim three months for most companies. That would hardly be unexpected. More telling will be third and fourth quarter numbers, which will tell us more about whether the recovery has materialized.

It is always risky to try and forecast stock market performance, but it is hard to imagine a situation without major corporate fallout from the Covid-19 pandemic, particularly for the parts of the economy that have been shut down by the outbreak.

A further sharp drop in share prices therefore remains a possibility. ■

52 weeks to July 2020



A visionary

Wes Mollno is an inspired leader who impacts the specialized transportation sector on a variety of fronts. **D. Ann Shiffler** reports.

Wes Mollno is a “big picture” kind of person, which is a good thing, because he deals in a lot of big stuff. His company, WCS Permits and Pilot Cars, makes the way for huge payloads to travel down the road or across the country. An authority in the specialized transportation sector, WCS provides oversize load permits, trip and fuel permits, superload permits, route surveying, pilot car dispatching, consulting and safety equipment to clients throughout the U.S. and Canada.

WCS Permits and Pilot Cars is one of those “started in a back bedroom” success stories. In 1998, Mollno and his brother-in-law Steve Osborn teamed up to offer pilot car and permitting services in Southern California.

Osborn had recently retired from the Marine Corps and Mollno was looking for a business opportunity that would allow his wife to work part-time to be able to spend more time with their kiddos.

“The early goals were simple,” said Mollno. “I could not have imagined the support we would get from the industry or the amazing people that would eventually join our team.”

Mollno had a background in the permit business, working for his Dad’s company that offered permitting in California. The younger Mollno had the vision to expand the company’s services and essentially “go national.”

“I decided to go down my own path which led to the start of WCS,” he said, admitting that he had always had a fascination for oversized loads and the realm of specialized transportation. “I always admired my dad and the industry he was in when I was growing up. I always looked for oversize loads when I was a kid and it seemed like they always left an impression.”

I have met Mollno at various tradeshow and heard him speak at SC&RA events. He is bright, thoughtful and engaged, always thinking about how

to move the transportation industry forward and make things better.

WHAT KEEPS YOU ENGAGED IN THE REALM OF SPECIALIZED TRANSPORTATION?

I have always loved puzzles and problem solving. The orchestrating of the routes for oversize loads and superloads in particular is like piecing together a puzzle and requires advanced problem-solving skills. Every load is different, and I enjoy routing as well as teaching, so staying engaged has never been a problem.

As the business has grown, I have found that much of my inspiration comes from my co-workers. My management team consists of unique people with a great passion for what they do and what they bring to the team. I need that, and our company needs that as it allows us to keep finding ways to be better at what we do. I enjoy the whole process of learning new aspects of business. We are a democracy. Listening to department heads share their ideas, cultivating those ideas and ultimately shaping our future as a team keeps us all passionate.

WHAT ARE THE BIGGEST CHALLENGES FOR YOUR BUSINESS IN TERMS OF THE COVID-19 CRISIS?

With our current business model, we had no problems moving to home-based as all our computer programs and company procedures were designed with remote working in mind. It took us only three days to completely convert all of our departments to working remotely. The stress of where our industry was going was a challenge early on as we worried about funding for lost revenue.

The biggest concern was how we were going to make sure we kept everyone on the payroll. We’re a family and we had to find a way to make it work, which we did. One of our biggest advantages going into this crisis was being a 100 percent debt-free company. When you go into a crisis and you don’t have debt, it makes it easier to make decisions.

Another big challenge was understanding government’s day-to-day changes and who was available to help us. It seemed like we had a new set of rules to decipher every day. From a permitting perspective, permit turnaround times, government procedures, who was at work, new Covid-19 permits, were just a few of the day-to-day fluctuations. From a management standpoint, we are still trying to iron out the “new normal.” We will more than likely continue to see changes throughout the months to come.

WHAT ARE THE BIGGEST CHALLENGES FOR YOUR SECTOR OF THE INDUSTRY?

The biggest challenge is the lack of regulation in the pilot car industry. Trucking companies and services like WCS are left to self-regulate the industry. There are various levels of piloting and a chase car does not equal a surveyor. The skill sets are completely different. Many states have no regulations and those that do, do not differentiate between chase cars, lead cars, high poles and surveyors. The pilot car industry’s rule set needs to be completely overhauled.

Harmonization amongst government agencies has taken some great leaps forward thanks to the SC&RA and people like Steven Todd. Having said that, there are still challenges, and we must continue to work for more streamlined rules and procedures with both state and local government agencies.

AS A COMPANY THAT OFFERS SERVICES ACROSS THE U.S., HOW DO YOU KEEP UP WITH ALL THE CHANGING RULES AND REGULATIONS?

We have an amazing staff, and with effective communication and teamwork, we stay in constant communication with states on changing rules and regulations. We also published and maintain an online oversize permit manual, *OversizeLoadAssistant.com* that is updated daily and used by all of our staff,

as well as subscribing trucking companies nationwide.

APPLICATION OF TECHNOLOGY HAS BEEN A HALLMARK OF WCS PERMITS AND PILOT CARS, AND THE COMPANY HAS BECOME A THOUGHT LEADER IN THE PERMITTING AND PILOT CAR SPACE. HOW HAS THIS STRATEGY HELPED THE COMPANY SUCCEED?

We work hard to develop tools that make it easier for our customers to do business. When you do something that makes a job easier for someone, they're going to tell their friends about it. At tradeshow, you're also able to demonstrate how your apps and programs work, which gives a leg up over people who haven't invested in these kinds of tools. We develop every tool – from our apps to our online permit calculator – with ease of use in mind so

we can help people to have knowledge at their fingertips and get better at what they do with less effort. Knowledge is power.

WHAT IS YOUR TAKE ON THE ADVENT OF PILOT CAR CERTIFICATION?

It is the single most necessary thing in our business right now. There needs to be certification on a federal level, and there should be a licensing process and an insurance minimum that people have to carry. There should be a minimum of three levels of licensing. Chase/lead cars, high poles and surveyors should be the basic levels of licensing. There have been many state harmonization advancements over the last 10 years, and I believe it is time to shift some focus to the pilot industry which has had very little attention paid to it in the last 20 years.

“ [Pilot car certification] is the single most necessary thing in our business right now. ”

WES MOLLNO,
President/Owner,
WCS Permits
and Pilot Cars

WCS SELLS SIGNS, DECALS, SAFETY CLOTHING AND OTHER EQUIPMENT PERTINENT TO THE HEAVY HAULER. WHAT IS THE RECEPTION TO THIS AREA OF THE BUSINESS?

It has been great. A large percentage of our customer base purchases equipment from us, and we sell and ship products throughout North America every day. We stock all the equipment we sell, and all signage is made in-house. We are a manufacturer, so we can offer material like freeway grade reflective vinyl, high-quality aluminum and custom-made products at a wholesale price to the industry.

IS IT THE GOAL FOR WCS TO BE A ONE-STOP SHOP FOR THE SPECIALIZED TRANSPORTATION SECTOR?

We have been working at it since 1998, and we believe we are a one-stop shop. We offer core services to our industry, but our products and service offerings go well beyond. In addition to our permitting tools like the *Oversize Load Assistant*, permit calculator and permit portal, we also have dedicated superload and pilot car departments, and as mentioned, we offer online equipment sales.

WHAT IS YOUR BUSINESS PHILOSOPHY?

Hire quality people who bring value to the business and work family. Seek out people that fit the model, see the vision and believe in the company. Follow up with putting the proper tools and technology at their fingertips. These core values may seem basic, but I believe they need to be at the core of any business looking to achieve long term success.

I also believe in a debt-free business model. Being a debt-free business allows you to take advantage of opportunity when it's in front of you without risking your future.

WHAT IS YOUR ADVICE FOR ACHIEVING A WORK/LIFE BALANCE? WHAT DO YOU DO TO UNWIND?

It is important to have a balance of good work ethic, a release from that such as exercise or a personal hobby and most importantly make time for family. To unwind from work, I enjoy spending time with my wife and kids and love being outdoors in Big Bear, at the beach or pursuing one of my many hobbies. Work hard, play hard, but find time to relax and reflect. ■



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Operator aids come in all shapes, sizes, functions and designs as LMI and RCI technology continues to become more sophisticated. Sarah Nell, marketing assistant at WIKA Mobile Control said that even compared to just a few years ago, LMI's have increased in size and have exceptional color and clarity, giving the operator a significantly improved viewpoint. Today's sensors and load algorithms have improved system accuracy which gives the operators an increased level of confidence.

Eliminating operator guess work, LMI/RCI systems serve as the driving force behind safe and successful crane and equipment operations.

"Today's LMI technology helps the crane operator to ensure that the equipment is operating within the appropriate working capacities of the crane," added Nell. "LMI systems improve operator productivity by providing valuable data regarding lift positions. In addition, improved work zone limitations have also helped to clarify the cranes critical lift areas and capacities. Having the ability to display geodata, combined with modern lift planning software, has also reduced setup time."

System datalogging has also proven

to be a valuable feature. Additionally, component quality has significantly improved which helps to reduce service cost, machine down time and consequently extends the life of the machine.

"The RCI itself is indispensable to the operator for efficient and safe lifting," said Manon Huard, OEM sales manager, RaycoWylie. "Remote access to the RCI is key to the fleet manager to optimize operation and maintenance, but furthermore to quickly identify if a crane is overused, avoiding unnecessary maintenance costs."

With industry standards continuing to develop, LMI/RCI technology will also need to improve alongside it. This could include better quality, sensory technology and a more user-friendly interface.

"As system integration continues to evolve, this will offer more machine data at the operator's fingertips," said Nell. "There is also the potential that telematics for live system access will become an essential requirement in years to come."

This development is reflected in the



CraneSmart's latest LMI4 touch-screen user interface benefits customers utilizing LMI systems.

advanced telematics on the latest system from RaycoWylie which provides users the ability lock the machine or only allow slow speed from a distance. This could be useful for when the crane is being used by an unauthorized person, for preventing theft and misuse of the crane, said Huard.

As the technology continues to advance, ACT surveyed several leading manufacturers for information about their latest product.

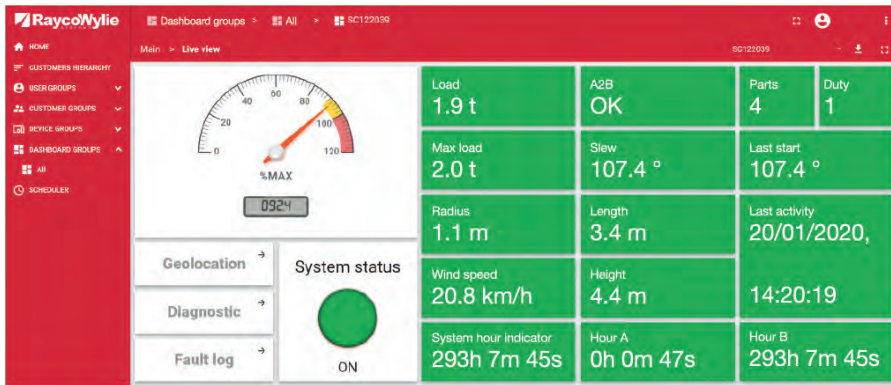
CraneSmart

Cranesmart has been manufacturing wireless safety equipment, operator aids for cranes and other heavy equipment for over 30 years. The company's newest LMI4 touch-screen user interface (display panel) serves customers with LMI systems, utilizing advancements in technology and industry feedback to make equipment simpler and more effective for operators.

Employing the LMI4 system on jobsites around the world will help crane service companies effectively and safely complete work, while having the assurance that they are meeting jobsite safety requirements for their cranes, the company said. Operators can expect to feel more confident in their daily



WIKI's qSCALE maestro LMI is an aftermarket solution for the DS150G, DS350G/GW and existing maestro systems in the field.



The RAYConnect's i4500 lift management system is user-intuitive and can be accessed from a computer, tablet or cell phone.

operations with the additional aid or knowledge of real-time operational parameters; including any combination of load on the hook, boom angle, boom length/radius, wind speed, boom direction and list/trim of the machine. The modular panel design and wireless transducers allows for any combination of functionality to be added at any time with relative ease, the company said. The USB port in the back of the LMI4 panel provides easy access to operator logs and post-sale modifications in programming to be uploaded if required.

RaycoWylie

In response to demand, the RaycoWylie i4500 lift management system is now available with a telematics solution. The RAYConnect remote access service has all of the necessary features to facilitate fleet management and efficiency. RAYConnect is user-intuitive and can be accessed from a computer, tablet or cell phone. It uses simple icons and menus to present a live view of critical information for each piece of equipment, including GPS location, working hours, safe working load, over hoist input (ATB), wind speed, outrigger positions, engine data and more.

Alarm notifications can be set for specific critical safety occurrences or for maintenance cycles. This solution also permits remote diagnostics, eliminating useless travel to the job site for troubleshooting.

WIKI Mobile Control

WIKI Mobile Control offers three different LMI solutions that provide OEM's and end-users flexibility in meeting their lifting requirements.

The qSCALE Ix is a standard LMI solution which meets the requirements for both OEM and aftermarket

applications. The system provides the operator with a graphic display of the crane's boom length, boom angle, load radius and current load (both actual and allowable). The color graphic display is available in either 4.3 or 7 inches and includes an integrated bar graph to provide the operator with the crane's current utilization. The system offers the flexibility of using both wireless and hardwired sensors, and also features

a simplified calibration procedure using a menu-driven process, which reduces calibration time. For OEM's looking to fully customize their LMI, the qSCALE offers the flexibility to modify and add system options beyond a standard LMI solution. This includes machine specific graphics and adding additional sensors based on specific application requirements. This system is also equipped with the option of custom communication with non-LMI functions such as air conditioning, engine diagnostics and outrigger monitoring.

The qSCALE maestro LMI is an aftermarket upgrade solution for the DS150G, DS350G/GW and existing maestro systems that are currently in the field. The qSCALE maestro offers a flexible design that converts existing software eliminating the need for recalibration. The system features a user-friendly 4.3-inch color display that exhibits actual and allowable load, boom length, boom angle and load radius. With an IP 66/67 rating, the console can be mounted either in or outside of the cab. ■

A team effort

The first Terex 4792 RCL system was installed by Custom Truck in 1999 under the supervision of Greer. Load King is continuing a long history of collaboration with Greer on their newest crane, the Stinger 80-160. Greer has introduced a new computer – The MG6 – which will be incorporated into the entire Load King line. The most significant benefit of moving to the MG6 computer from the MG5 is the serviceability of the unit in the field. The MG5 had pressure transducers, relays and a power controller inside a sealed enclosure. Failure of any part in the enclosure meant replacing the entire assembly. The MG6 now utilizes external components that can be remote mounted and individually replaced. Remote mounting also simplifies hydraulic routings and removes points of failure. Power distribution has been moved to an upgraded wiring harness and a separate CAN-based controller. This increases serviceability, reliability and improves the diagnostic capability of the system.

Migrating to the MG6 also allows Load King to introduce the TS7 touch screen display on the new Stinger 80-160 boom truck. This display features a 7-inch glass-front, glove-friendly touchscreen, enhanced clarity and full color graphics in an IP67 enclosure. Load King boom trucks under 40 tons will continue to use the Insight display together with the new MG6 computer. Load King will be bringing more CAN-based controllers to the entire line. Moving to the CAN-based MG6 is a first step, the company said. Future enhancements will include things like CAN keypads for outrigger controls and upgraded remote controls.

"Load King values our long-standing partnership with Greer, which has allowed us to provide our customers with innovative and quality products," said John Lukow, senior vice president, cranes, Load King. "The RCL enables our customers to work at a high-level of efficiency, furthering their business goals. We're proud of the technology we're able to offer within our product lines thanks to this collaboration."

Greer's MG6 computer system will be incorporated into the entire Load King line.





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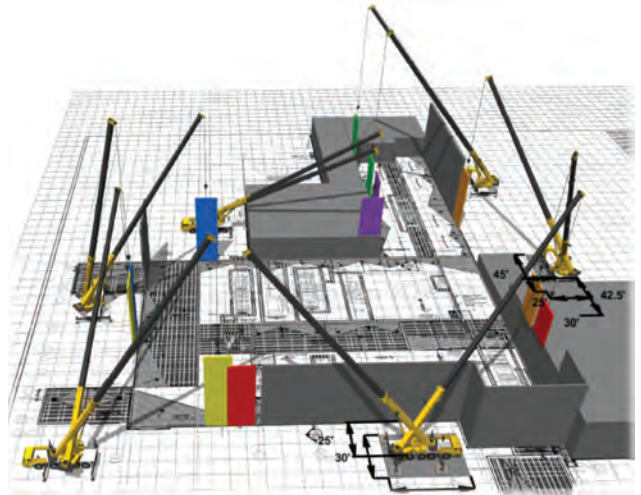
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Four industry experts discuss load securement dos and don'ts and their latest innovations.

Safe and secured

When it comes to smooth cargo hauling, Tim Sanders, sales specialist, US Cargo Control, says there's no such thing as overdoing it.

"Plan ahead, make sure you have enough equipment to get the job done right and inspect it frequently," he said. "A load that is well secured with good equipment will keep everyone safe and eliminate a lot of headaches during a roadside inspection."

In our Specialized Transport Forum, *ACT* picked the brains of four industry leaders on all things load securement, and cargo tie downs. This forum features responses from Michael J. Gelskey, Sr., CEO and owner, Lift-It Manufacturing; Jaime Serdan, managing director, Cargo Lift USA; Mark Grote, director of marketing, Durabilt by Durbin; and Tim Sanders, sales specialist, US Cargo Control. Keep reading to check out the latest market offerings and securement tips from these pros.



Michael J. Gelskey, Sr., CEO and owner, Lift-It Manufacturing



Jaime Serdan, Managing Director, Cargo Lift USA



Mark Grote, Director of Marketing, Durabilt by Durbin



Tim Sanders, Sales Specialist, US Cargo Control

WHAT ARE THE MOST IMPORTANT DOS AND DON'TS IN LOAD SECUREMENT ON TRAILERS?

GELSKEY: Some of the most important dos for surface transportation would be the protection of tie downs (load securement) devices from damaging edges and/or abrasive surfaces. As a commuter on the highways of America, unfortunately this is sadly lacking. Cargo movement, combined with tension and vibratory forces, may damage tie downs resulting in tie down failure. Another serious shortfall I observe regularly is the use of synthetic tie downs that are clearly cut, abraded and/or ultraviolet damaged.

SERDAN: Always inspect the products before using them to prevent damage, protect the public, protect yourselves and comply with DOT regulations. Always use certified products and know the weight of the product that you are going to lift or lash in order to use the correct product for each application. And remember to request training of the products that are going to be used. Never use products that are damaged or that don't meet the capacity of the load you are securing.

GROTE: All users must be trained in tie down selection, use and inspection and personnel and environmental effects. Be sure to inspect and protect tie downs for damage before each use to prevent shifting against loss of load. Do not exceed the work load limit, do not use if a tie down is damaged in any way or if it has been repaired, don't use a handle extension and do not use for lifting.

SANDERS: One of the most important considerations when securing a load is

to make sure you have the appropriate type and amount of securement equipment. It's critical that the number of straps and chains being used have enough aggregate working load limit to secure the cargo being hauled and that you have the appropriate number of tie downs for the length of the load. It's also important to know the difference between "direct" and "indirect" tie downs and how that can affect the number of tie downs needed.

For example, if a "direct" tie down method is being used to secure a piece of equipment, the effective working load limit of each tie down is cut in half and you will need to use more tie downs. Avoid dragging load securement on the ground. This can cause premature wear and reduce the lifespan significantly. It's common for cargo to shift and tie downs to loosen in transit. Once you're on the road, make sure to check your tie downs frequently to make sure they are tight and secure.

WHAT ARE SOME OF YOUR COMPANY'S LATEST TIE DOWN PRODUCT INNOVATIONS?

GELSKEY: The most profound development for surface and ocean transportation load securement would be the introduction of Green Pin Tycan Synthetic Lashing Gear made from DSM Dyneema DM20.

SERDAN: The Green Pin Tycan Lashing Chain. It's an innovative chain made from Dyneema, a super soft and at the same time super strong fiber. It is eight times lighter than steel, super soft to the touch, extremely strong, reduces the risk for injury on workers, minimizes damage to vulnerable cargo and is the

>24

“ A load that is well secured with good equipment will keep everyone safe and eliminate a lot of headaches during a roadside inspection. **”**

TIM SANDERS, Sales Specialist, US Cargo Control

next generation of lashing equipment. The Quick Loader is a new generation tensioner with a band for handling. It improves the grip of the load on trucks with an automatic winding system of the band.

GROTE: Durabilt's newest product innovation is the Lash-2-E-E, ratcheting, lashing binder. This superior quality design with 1-3/8-inch screw diameters and contoured eyebolts, caters to superload tie downs with the most beneficial means achievable. This binder's exceptional quality is equipped with a working load limit of 28,000 pounds. The contoured eyes now allow for G-100 connecting links and a variety of other G-100 style end fittings to be easily coupled to the eye bolts.

SANDERS: Padded windshield covers. This is an 8 by 8-foot tarp with a 4 by 4-foot pad sewn into it with grommets and D-rings. It can be used to protect windshields when hauling machinery and can also be used in a variety of other applications where extra protection is needed.

Traditionally, Grade 70 has been the primary grade for transport chain but

lately we have been seeing more interest in higher grades of alloy chain, especially in heavy haul applications. US Cargo Control offers transport chains and binders in Grade 70, as well as grades 80, 100 and 120. The advantage to the higher grades is the ability to achieve higher working load limits with lighter chains.

WHAT IS THE MOST UNIQUE LOAD SECUREMENT PROJECT THAT YOU HAVE HELPED FACILITATE?

GELSKEY: The most interesting load securement project we have participated in was the fabrication of a load securement system for the U.S. Department of Energy that was used to restrain a vessel containing sensitive materials inside a truck trailer during an impact test. The trailer with the vessel was deliberately placed on railroad tracks and a locomotive was run into the trailer to validate that the vessel would remain intact after sustaining the impact force of the direct hit.

SERDAN: I would say one unique item Cargo Lift has helped move were wind turbine blades. Cargo Lift was selected to help install wind turbines in the biggest

Eolic Park in Northern Mexico (Parque Eolico Ventika) and one of the biggest in Latin America. The blades were 177 feet long, weighed 16 tons each and were installed in 84 generators along the park. It was a complex and massive job and Cargo Lift was the only company certified to provide the lifting products for the job.

GROTE: Durabilt by Durbin supplied the binders to the company that transported the Space Shuttle Endeavour on its last mission – a 12-mile crawl through Los Angeles on a 160-wheeled carrier. Its final destination was the California Science Center in South Los Angeles. The move cost an estimated \$10 million according to the Exposition Park Museum.

SANDERS: In addition to the common load securement equipment, one of our specialties is making custom items for unique applications. One project we recently did was a custom-made 60 by 80-foot cargo net that was used to secure large plastic storage tanks in a high-wind area of the desert. This net was unique due to the size, but it offered an extra level of safety and durability compared to other options that were considered. ■



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Time will tell

While lattice boom crawler cranes are working on jobsites across the country, OEMs generally do not expect new machine sales to pick up until 2021. **D. Ann Shiffler** reports.

Time. That is what it is going to take for the lattice boom crawler market to recover from the Covid-19 pandemic.

“The market dropped significantly from March 15th through May 30th due to the combination of low oil prices and the Covid-19 forced shutdowns,” said Kobelco’s Jack Fendrick. “The crawler crane business is very resilient and beginning in June, we are seeing contractors go back to work.”

The Covid crisis put a damper on sales at ConExpo, where crawler crane manufacturers had high hopes.

“The timing of the crisis plus the drop in oil prices had a negative impact on the traditional ConExpo Bump,” Fendrick said. “It is very understandable, way too many unknowns during the show and the 60 days after, for a customer to make large investment decisions. Kobelco will be here when the sky’s clear and ready to support our customers lifting needs.”

Fendrick anticipates that the crawler market will tilt more towards rental

The 300-ton (273 metric ton) Link-Belt 348 Series 2 lattice boom crawler crane was shown at ConExpo.

during the second and third quarters and a strong “retail” fourth quarter. He said if everything lines up and an infrastructure bill is passed by the U.S. Congress, the 2021 crane market could rival that of 2008 before the financial crisis.

Wind market interest

“We are starting to see more interest in crawlers 660 to 750-ton capacity due to wind energy projects moving forward,” said Tadano America’s Dan Melnyk. “We are seeing additional large crawlers migrating from Europe due to the economic slowdown.”

He said wind projects in the Midwest, South and West Coast regions have generated interest in the Demag 3800. The Covid-19 crisis has definitely had an impact on sales, as well as project delays and materials shortages.

“It has been felt throughout the supply chain in our industry,” said Melnyk. “The activity and opportunity level were very robust heading into ConExpo. Our customers have been hurt by project delays and an uncertain work condition environment with different states governing or mandating different rules. With most of the states reopening in early June, the activity level has started to trend positively with more cranes starting to move back out on rental contracts.”

He said Tadano Demag is cautiously optimistic that the economy will bounce back as state and local economies open up.

All the OEMs are excited about the prospect of an infrastructure bill.

“This should push higher utilization

The Kobelco CK3300G-2 has a maximum lifting capacity of 330 tons (300 metric tons) for the standard crane, and 385 tons (350 metric tons) with a Super Heavy Lift (SHL) attachment.



PHOTO: BOB DIMMITT PHOTOGRAPHY

of crawler cranes in the 110 to 300-ton capacity class,” Melnyk said.

Monitoring the market

Liebherr-Werk Ehingen’s Wolfgang Beringer says that while North America has always been known as a dominant market for crawler cranes, the market today is stable. Up until ConExpo, the market was solid, he said.

“The overall mood/spirit as well as the sales activity of the fair was very good,”





Exhibited at ConExpo 2020, the LR 1800-8.1 (RIGHT) has a capacity of 880 tons (800 metric tons). The crane features Liebherr's VarioTray innovation.

The Liebherr LR 1300.1 SX (LEFT) has a capacity of 330 tons (300 metric tons). The crane has wind sensors on the main boom and jib.

shift towards rental machines."

While he thinks an infrastructure package from Congress would be a positive for the market, he said Liebherr expects that sales will be close to recent years.

"We do not expect significant growth," he said.

Covid and energy

Over in Lexington, KY, Link-Belt's Pat Collins characterizes the North American lattice crawler market as "a bit down," due to the Covid-19 challenges.

"But the global oil situation is also responsible for some of the market being down," he said. "Drilling activity in particular can have a significant impact on the small to mid-range crawler market."

The market retreated just after ConExpo. "ConExpo had its own strong momentum leading into the show and I think carried through to the conclusion with a strong attendance of crane buyers and with that orders," he said. "Keeping our workforce healthy and protected now and in the future is our number one priority."

As for the balance of 2020, Link-Belt is staying in close contact with market activity.

"We react up or down by communication with our manufacturing/purchasing team, allowing timely adjustments to our build and purchasing activities," he said. "This ultimately provides a responsible inventory level for our distributor network and their customers without creating a backyard full of unsold cranes."

On edge

The North American market has been strong with a considerable amount of construction ongoing across various industries, according to Brennan Seeliger with Manitowoc Cranes.

"The atmosphere has obviously been more on edge since Covid-19," he said. "As economies are opening up, undoubtedly more construction will be ongoing. We are paying close attention to the market



and together with our dealer network we will be ready to address the needs of the market."

'Still demand'

Olga Dubinok said Zoomlion recently commissioned a new 110-ton ZCC1100 crawler into the Southwestern U.S.

"There is still demand within North America and should react positively to the growth in infrastructure projects and energy sectors for specific crawler cranes," she said. "The efficiency that crawler cranes can provide for these types of projects allow for overall growth in these classes of machines and provide a sturdy market despite uncertainties."

Continued uncertainty has influenced timelines for projects and planned fleet updates.

>29



With a lifting capacity of 716 tons at a radius of 39 feet and with a maximum load moment of 9,152 meter-tons, the Demag CC 3800-1 is designed to erect wind turbines with a hub height of up to 384 feet.



With a capacity of 164 tons, (150 metric tons), the Manitowoc MLC150-1 features a main boom of 256 feet and a load moment of 650-ton meters.

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Mike Heacock, Manitowoc Cranes

Forecasts for construction activity

Kenneth D. Simonson, Associated General Contractors of America (AGC)

Tower crane insurance and risk mitigation

Jeff Haynes, USI Insurance Services

Safe assembly & disassembly of tower cranes

Mike Walsh, Dearborn Engineers & Constructors, Inc.

Round-table on crane inspections

Chris Smith (Morrow), **JR Moran** (Brasfield & Gorrie)

& Jeffrey Hammons (JHam Group Consulting)

Rental companies and contractual obligations

Stephen Jehle, P&J/Arcomet

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The 290-ton capacity Zoomlion ZCC 2600 features a main boom length of 272 feet and a maximum reach of 311 feet. The luffing jib has a maximum length of 197 feet.

“Zoomlion has observed interested parties that have incurred delays in commencing projects that may be pushed out, but still on the schedule to start within the next 6 to 12 months,” she said. “We are anticipating continuing discussions with interested parties that have upcoming projects that require equipment that Zoomlion can provide. Zoomlion continues to manufacture mobile cranes while evaluating the current situation and adjusting to the market needs.”

Modest plan

Sany America is also looking to expand its presence in North America, according to Nichole Greco.

“During ConExpo 2020 Sany introduced the all new SCA1000A and SCA2600A, 110 ton and 286-ton crawler cranes,” she said. “We are just entering the market with these new cranes. The traffic in our booth at ConExpo was very heavy all week with particular interest in the cranes. Everyone we spoke with said they were busy and currently have a strong backlog of work. We believe the market for lattice boom crawler cranes in North America is healthy. While the largest part of the market remains in the 100 ton to 150-ton class we are seeing the larger capacity segments growing.”

She said the pandemic did not put a damper on sales or orders taken at ConExpo. “We talked with several people in the industry late last year and early this year

The Sany SCA2600A has 302 feet of main boom with a 138-foot fixed jib and 207-foot luffing jib. It is powered by a Cummins QS612-C400 diesel engine.

in developing our strategic plan for 2020,” she said. “We have a modest plan for 2020 as we initially enter the market with these new products, ramping up to something more reflective of our true capabilities in 2021 but, regarding how we are positioned for the balance of 2020, our strategic plan has not changed.”



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Combo job for

Installation of a huge combination tower at a refinery in Beaumont, TX required expert planning and execution by the team at Deep South Crane & Rigging.

The Deep South Crane & Rigging team perform refinery and power plant work throughout the United States. Generally, refinery work requires know-how beyond the ordinary and a cadre of equipment and tools, according to Christopher Warshaw, P.E. Deep South Crane & Rigging.

Petrochemical plants require constant oversight and new equipment, which is why the Deep South team stands available when a need arises. Often these jobs are planned years in advance so that the equipment needed can be fabricated.

For a refinery job in Beaumont, TX, Deep South provided turnkey services including heavy haul, barging and logistics as well as heavy lift and rigging. The company also performed all the necessary lift planning and engineering work.

“The DA 201 combination tower weighed 555,000 pounds and measured 160 feet long, 18 feet wide and 19 feet 3 inches tall,” said Warshaw. “The first task was to weigh the tower at the fabricator using our compression load cell system.”

Load, haul, load

Once the weight was determined, Deep South's team lifted the tower using its 700-ton capacity J&R Engineering gantry system. The combination tower was then loaded onto Deep South's Goldhofer dual-lane transporters, an 8-line dual-lane system in the front and a 10-line dual-lane system in the rear.

“We transported the tower over the road at a height of 25 feet and an overall length of 242 feet,” Warshaw said.

The route from Cheek, TX to Port Arthur, TX was about 43 miles. Once in Port Arthur, the tower was transloaded using gantries and secured to SPMT transporters.

“Due to a number of bridges and pipe rack obstacles at the refinery, we couldn't get all the way there over the road,” Warshaw said. “We were able to barge them right to the refinery and then roll off inside the facility.”

Two 6-line double-wide Scheuerle SPMT transporters were used to roll the tower into the refinery. The road and barge transport spanned three days.

Deep South had already dispatched

Deep South used its 2,500-ton VersaCrane TC-36000 that was rigged with 450 feet of boom. The tail crane was a 440-ton Demag CC 2400 crawler rigged with 98 feet of boom.



Nevada solar power plant fix

Barnhart Crane & Rigging was tasked with removing and replacing two evaporators at a solar power plant in Nevada. The evaporators were on the third floor of the structure and were surrounded by many obstructions.

First off, the Barnhart team placed jacks and temporary saddles under the evaporator to lift it. A slide system was then installed underneath it.

The evaporator was then slid completely out of the building onto a J&R Engineering 220 gantry system.

Once the evaporator was completely clear of the building it was rigged to a 350-ton Liebherr LTM 1350 all-terrain crane.

The evaporator was swung and set on a six-line Goldhofer. Rigging was removed and it was transported to the laydown area and offloaded to stands. The process was repeated for the other old evaporator and reversed for the installation of the new ones.



The evaporator was slid out of the building and then rigged onto a J&R Engineering 220 gantry system.



combo tower



its 2,500-ton VersaCrane TC-36000 to the refinery and rigged it with 450 feet of boom. The tail crane was a 440-ton Demag 2400 crawler rigged with 98 feet of boom.

While any job like this is a huge challenge considering the size of the combination tower and installing it in the

Once the weight was determined, Deep South's team lifted the tower using its 700-ton capacity J&R Engineering gantry system. The combination tower was then loaded onto Deep South's Goldhofer dual-lane transporters, an 8-line dual-lane system in the front and a 10-line dual-lane system in the rear.

confines of a live refinery, Deep South's team performed the work with safety as the number one consideration. Covid-19 challenges were addressed too.

"With the Covid-19 issues, we were working on a compressed schedule," said Warshaw. "We were able to meet and even exceed the dates given."

Deep South handled every aspect of the project, including lift plans, transport plans, route analysis, permitting and barge transport.

"We did it all," said Warshaw. ■

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Border building

A Maeda CC1485-1 mini crawler installs rebar along the U.S. and Mexico line. **Hannah Sundermeyer** reports.

Valued at nearly \$5 billion, construction work on a wall traversing the four U.S. states bordering Mexico is currently underway. This massive undertaking is the first new wall to be built under President Trump, and the Administration is seeking a 500-mile span to be constructed by the end of 2021, according to *The New York Times*.

Among the contractors enlisted for the infrastructure project is Hardy Hole Drilling, led by owner Levi Hardy. Maeda USA was contacted when Hardy Hole was seeking a small compact crane to hoist and place materials, while also possessing the ability to lift and travel with up to 4,400-pound capacity.

"The Maeda CC1485 fills this role perfectly," said John Carpenter, sales manager, Maeda USA. "The contractor doesn't have to use an excavator or telehandler, equipment that's not designed to be a crane, or a larger rough terrain crane to handle the loads."

The CC1485-1 is being used near Douglas, AZ to install rebar cages into footing holes before filling with concrete, which then becomes the anchoring points for the physical barrier above ground, a.k.a. "The Wall."

An ideal machine

Hardy owns larger rough terrain cranes in his equipment fleet but is using the CC1485-1 because it is compact, nimble and can maneuver quickly around the jobsite in the dirt and rough terrain.

The Maeda CC1485-1 is equipped with standard steel grouser tracks, which are definitely a great feature to have on the rough, rocky and sandy terrain that is

found in this part of the United States, the company said.

No outriggers are required for this crane to extend and handle the rebar cage unlike larger RTs in the Hardy Hole Drilling fleet. The CC1485-1 also has adequate pick and carry capabilities to handle the rebar cage, other materials and can be positioned closer to the point of installation. Loading and transporting the CC1485-1 to new sections of the wall is also easier and quicker using his off-highway lowboy trailer to relocate.

In addition, the small size of the Maeda CC1485-1 allows for maneuvering and traveling around other equipment, concrete trucks, personnel and staged materials onsite. When it's time to mobilize to a different section of wall, the Maeda CC1485-1 can be loaded and transported quickly and easily to the next worksite. For working and traveling on paved surfaces, the mini crawler crane can be equipped with optional bolt-on rubber track pads.

With the summer sun glaring down at temperatures of over 100°F in Arizona, New Mexico and Texas, the environmental enclosed cab of this mini crawler is equipped with an essential air conditioning system keeping the operator cool in scorching weather. ■

Maeda USA was contacted when a contractor was seeking a small compact crane to hoist and place materials, while also possessing the ability to lift and travel with up to 4,400-pound capacity.

The CC1485-1 is being used near Douglas, AZ to install rebar cages into footing holes before filling with concrete, which then becomes the anchoring points for "The Wall."

PHOTOS: LEVI HARDY, HARDY HOLE DRILLING





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Telehandler operators task force needed to develop NCCCO certification program

In response to industry efforts to comply with OSHA's operator certification requirements, the National Commission for the Certification of Crane Operators (NCCCO) has announced plans to develop a new certification program for operators of telehandlers.

OSHA requires a certified operator when these machines use a winch. NCCCO is developing this program so that users can meet federal certification requirements and garner the same increased safety benefits that users of other equipment have seen through certification. NCCCO's expertise in the development of certification programs in the load handling industry and the widespread adoption of its programs make it the ideal organization to develop such a certification program.

Volunteers for the Task Force that will develop the new Telehandler Operator certification program are currently being sought, with a view to program development beginning this summer. Subject matter experts from all aspects of the industry including

users, manufacturers, consultants, labor, government/regulatory, insurance, owners and associations are invited to apply for a seat on the Task Force. Those who would like to participate on the Task Force are encouraged to complete the application at nccco.org/TelehandlerTF.

Experts in their respective fields will staff the Task Force and will be guided by NCCCO's psychometricians. Other experts will serve as item writers to develop the actual exam questions. As with the current NCCCO certification programs, a professional job task analysis will be conducted to serve as the foundation for exam development activities.

NCCCO Director of Certification & Credentialing Bob Mahlman stated that development of the new certification program would begin in the third quarter of 2020 and continue throughout 2021. "We are developing a schedule where the development of the program could be complete within 18 months of our first meeting," he said.

Like all other certification programs

that NCCCO has developed, this new Telehandler Operator program will rely on three major resources.

"The new program will draw on industry support, subject matter expertise, and psychometric guidance," said Mahlman. "All elements of the new program will be developed according to the same strict psychometric standards that are a hallmark of all of NCCCO's certification programs. The resulting certification process will be fair, valid, reliable, and legally defensible."

NCCCO grants additional extensions in response to COVID-19

NCCCO realizes that COVID-19 has continued to affect the ability of candidates and certificants to test in a timely fashion due to various local government restrictions and continues to make updates to policies accordingly.

Recent updates have been made so that candidates in the process of obtaining certification or recertifying and have been unable to test now have until July 31, 2020, to complete certification requirements if their previous deadline was between March and June of this year. These extensions apply to paper/pencil tests, computer-based tests and practical exams and are automatic, so no request needs to be made by the candidate.

In addition, NCCCO is extending the certification expiration date for certifications expiring in March 2020 through June 2020 until July 31, 2020. This extension is reflected in Verify CCO Online (VCO) as well as the new myNCCCO mobile app.

Visit NCCCO's COVID-19 Response Center at nccco.org/COVID-19 for links to real-time lists of availability and closures, including PSI computer-based testing facilities and paper/pencil test administrations.

NCCCO is seeking volunteers for a task force that will develop the new telehandler operator certification program.



Work and Covid-19

Derek Sather discusses how to minimize workplace risk as companies return to a new normal.

It is probably not news to anyone that the world will soon be divided into before coronavirus and after coronavirus. The past several months have presented one challenge after another as companies have scrambled to adjust to a world where stay-at-home orders and social distancing initially brought business operations to a halt or reduced pace. Now they are forced them to consider how to execute even the most routine of workplace tasks in the future.

Covid-19 first began seriously impacting daily life in mid-March. By the start of April, many communities across the country had instituted stay-at-home or shelter-in-place orders, preventing nonessential workers from physically going into work. The Cybersecurity & Infrastructure Security Agency (CISA) issued guidance and an accompanying list intended to support state, local and industry partners in identifying critical infrastructure sectors and essential workers. Crane, rigging and specialized transportation companies were among those listed as essential.

This was good news, but despite the “essential worker” designation, the crane, rigging, and specialized transportation sector prepared for a slowdown at best – layoffs, job cancellations or indefinite postponements, and more. Now midway through June, we know that some of those fears did come to fruition. Our insured companies did see some jobs cancelled as well as layoffs and furloughs.

American Cranes & Transport reported

at the beginning of June that U.S. construction employment rebounded by 464,000 jobs in May, but the total remained 596,000 below the latest peak in February. The industry’s 12.7 percent unemployment rate was the highest for May since 2012, according to an analysis of government data by the Associated General Contractors of America (AGC). Whether or not unemployment rates will rise again as temporary federal protection measures expire remains to be seen. For now, a fair portion of companies are resuming or ramping up work again, and we are starting to see and hear from our insureds and partner organizations that new jobsite threats are emerging. We at NBIS are committed to helping our insureds and the broader industry manage risk and keep employees safe. The question on everyone’s mind is: how do we move forward?

Our first recommendation isn’t surprising, but it’s so important that we have to mention it as first and foremost.

SAFETY IS FIRST. A culture of safety at the organizational level is of utmost importance. We call it a safety culture because it has to be a total approach. Safety has to be the first and last thing you think of because you want everyone going home at the end of every day.

Many companies have asked us about the exact approach they should take. Our answer has always been that more is better. With the possibility of virus transmission looming and piling on top of existing safety considerations, safety is more important but also more complex than ever. We can’t tell you exactly the guidelines you should have in place, but there are many resources to help your company develop its own procedures and guidelines.

The bottom line is that every business, regardless of industry, will need leaders to carefully examine the specific ways their companies need to be watchful. Heavy construction companies, for example, handle tools and equipment, often creating an extra facet of sanitation requirements. Think carefully and often about every detail of your operations.

UTILIZE TECHNOLOGY. Can you imagine how differently the COVID-19 situation would have unfolded two or three decades ago? Our technology-oriented society has enabled us to stay connected to our jobs and communities even while homebound. Conferences and meetings have migrated online, phone and email have sufficed when in-person meetings cannot occur, and online form submission systems have allowed companies to collect necessary documents, contracts and signatures in a contactless fashion.

You might ask: How can my company use technology to connect and convey information and thus reduce the potential threat of spreading the virus? From a safety perspective, there are a number of ways technology can be your friend. Some of our insureds have said that they have struggled without the ability to hold a traditional daily toolbox talk – an opportunity that would typically allow them to remind their workers of important safety topics. Why not establish the practice of sending a morning email to all staff, with a different safety topic per day?

Training and conveying new safety information can easily be moved to an online format. NBIS offers its policyholders several online training and digital education opportunities that can be completed from anywhere and within a variety of time frames. Why not establish a safety practice that requires workers to log on once every two weeks and complete a training course?

Companies can also disseminate safety information via email and online bulletins or hold virtual “toolbox talks” over Zoom. Finally, utilize scanning and programs such as DocuSign to circulate forms, contracts and other important documents. Communication may be different for a while, but that doesn’t automatically mean it has to suffer or remain limited.

THE DANGERS OF DISTRACTION. The number one threat to workers in the crane, rigging and specialized transportation sector right now is not coronavirus. It’s distraction. The FMCSA has shown that the odds of being involved in a safety-critical event (e.g., crash, near-crash, unintentional



THE AUTHOR

Derek Sather is NBIS’s assistant vice president of risk management, working with claims, business development, program managers and underwriting

to promote risk solutions and develop new products. Joining the NBIS team with more than 20 years of experience, his role includes developing insurance agency and association partnerships and serve as a key resource for the NBIS claims and underwriting teams.

“ Safety has to be the first and last thing you think of because you want everyone going home at the end of every day. ”

lane deviation) is 23.2 times greater for CMV drivers who engage in texting while driving than for those who do not. Smartphone use makes distracted driving a real threat.

What's less obvious is the increased threat of distraction related to national and world-wide issues. Coronavirus poses a threat to physical health as well as mental health. I personally have received a number of sad and appalling calls from colleagues sharing scary news: their own employees or those of peers they work with have succumbed to injury or even death as a result of errors caused by distraction. In my home state, there have been multiple struck-by incidences with heavy equipment, and

RESOURCES

- OSHA (www.osha.gov) has a slate of resources and guidelines for both workers and employers.
- SC&RA's Coronavirus Command Center (www.scranet.org) contains valuable industry specific information.

even a fatal fall.

Enhanced communication tools are for naught if workers are stressed and distracted. If we cannot remove the catalyst of significant and widespread distraction rooted in emotional distress, how do we effectively manage and communicate with our employees?

THE ANSWER IS LEADERSHIP. Take control and make it simple for your employees to conduct their work safely and effectively. If you see that there is confusion over, say, how to handle break times while still maintaining social distance, or whether employees should wear masks, leadership should be the final word.

Let your employees know what's expected by making rules and clearly communicating them. This will remove guesswork and stressful decision making

from their minds and create a consistent environment that gives your team the space they need to execute their tasks. We recommend the SC&RA's "COVID-19 Guidelines for Safe Workplaces," which provides a number of actionable items to help guide you in the establishing of safety practices.

BE THE STRENGTH YOUR TEAM NEEDS. Offer your employees words of encouragement. Empathize with their struggle to stay focused when times are so uncertain and let them know you will work hard to make their professional responsibilities feasible. At the end of the day, there is always work to be done. Creating the atmosphere for them to focus on work by addressing how difficult it sometimes is to do just that can go a long way towards motivating your workforce. ■

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Compliance tools

Working compliance into the value chain.

As companies in the transportation and construction industries navigate the post-COVID landscape, it's incumbent on leaders to assure employees, customers and everyone in between that decisions are being made with both long- and short-term stability in mind.

Trust plays a major role in the new road ahead, but before any organization decides to effectively plug back in to a post-crisis marketplace, leaders within need to solidify that trust by implementing their decisions to the letter of the law.

Especially now, compliance can be a way for your company to build trust and drive efficiency. Too many business owners interpret compliance as an operational practice designed around meeting minimum legal requirements – a “cost of doing business” – but it can actually serve as a distinguisher, comprised of strategic value, for companies that embrace it.

Within a post-crisis period, business leaders should be looking to maximize all logical pathways to success, and in this regard, compliance can undoubtedly serve as both a competitive and cost advantage – which can ultimately attract and maintain customers, create value for stakeholders and instill confidence in regulators.

Long-term bond

Compliance budgets are increasing all the time, and related staff are also evolving. To that end, modern companies within the industry space are finding themselves juggling increasingly diverse demands via regulatory bodies. In turn, those costs

are spreading themselves throughout a company in more complex ways, whether its customer-facing, back-office, executive or IT. More people are handling compliance responsibilities throughout companies – which adds to the risk of compliance failures.

All the more reason to put measures in place assuring that staff, customers and stakeholders across the entire value chain are aware of and engaged in the purpose of a particular compliance activity.

Successful leaders understand the value of knowing how compliance decisions will affect customers and shape the overall relationship and related expectations. Staying competitive is one thing, but maintaining healthy relationships and securing return-work is often more connected to the compliance process than many business owners realize. Customers want to know that they're getting quality products and/or service at a fair price, but the confidence that comes with knowing they don't have to stress about compliance can genuinely shape ROI and further galvanize a long-term bond.

Built for success

These days, compliance processes have become heavily influenced by and often enhanced with tech. Not only can tech improve cost-effectiveness through analytics and increased reliability through the use of both internal and external data sets, but companies are finding additional efficiencies in the areas of natural language recognition, next-gen governance and risk.

Tax obligations and compliance filings,

in particular – often manual processes – can be streamlined and integrated into automated, standardized processes that result in more reliable data, time savings, risk reduction and more accurate filings.

While you're looking to utilize these compliance tools and strategies to solidify your relationships and enrich your processes, there's a predictive element too. You'd only be realizing a portion of the benefit if you didn't also use these compliance strategies to gain insight – whether it's to prevent future failures or get out in front of opportunity.

Plenty of organizations today are utilizing regulatory horizon-scanning tools and leveraging third-party databases that track regulations and proposed changes – which can provide advance notice of new compliance requirements and give you a competitive advantage when recognizing where pressures and risks may be increasing.

Implementing compliance tools and strategies allows you to drive down costs and increase effectiveness. You'll build trust with current customers and regulatory bodies alike – while decreasing risk and cultivating opportunity through a system built for success. ■

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Looking back to look ahead
in the time of Covid-19.

How are we

Last month, SC&RA received the results of a survey distributed to members as part of a research initiative connected to the impacts of Covid-19 on crane, rigging and specialized transport companies.

The Association was very pleased with the number of members who took part in the questionnaire, which provided valuable insights on how nearly 80 member companies have navigated the last few months, as well as how they're looking ahead as the country and the world comes back online.

Approximately 45 percent of survey respondents indicated they represented specialized transportation companies, with around 30 percent claiming crane and/or rigging, and an additional near-30 percent comprising supporting services for each. Of note, nearly 80 percent of companies indicated a workforce of between 1 to 100 people.

As part of the initiative, SC&RA also interviewed Scott C. Ketcham MPA, CSP, Director, Directorate of Construction at OSHA (Occupational Safety and Health Administration) for his take on

how OSHA has approached the crisis throughout and positioned themselves both now and for the future in regards to additional Covid-related challenges that may arise in 2020.

Plugging back In

As the pandemic brought the world to a halt in March, SC&RA quickly and successfully lobbied the Department of Homeland Security's (DHS) Cybersecurity and Infrastructure Security Agency to confirm the U.S. crane, rigging and specialized transportation industry and its workers as essential critical infrastructure.

Since that victory, the Association noticed that the impact of Covid-19 has largely depended on where companies are located. Some companies have seen fairly significant impacts, while others have seen an abundance of work.

Nearly 85 percent of survey respondents indicated that SC&RA's proactive move with DHS fell within the categories of *Somewhat Helpful*, *Very Helpful* and *Extremely Helpful*. To that end, approximately 73 percent of those

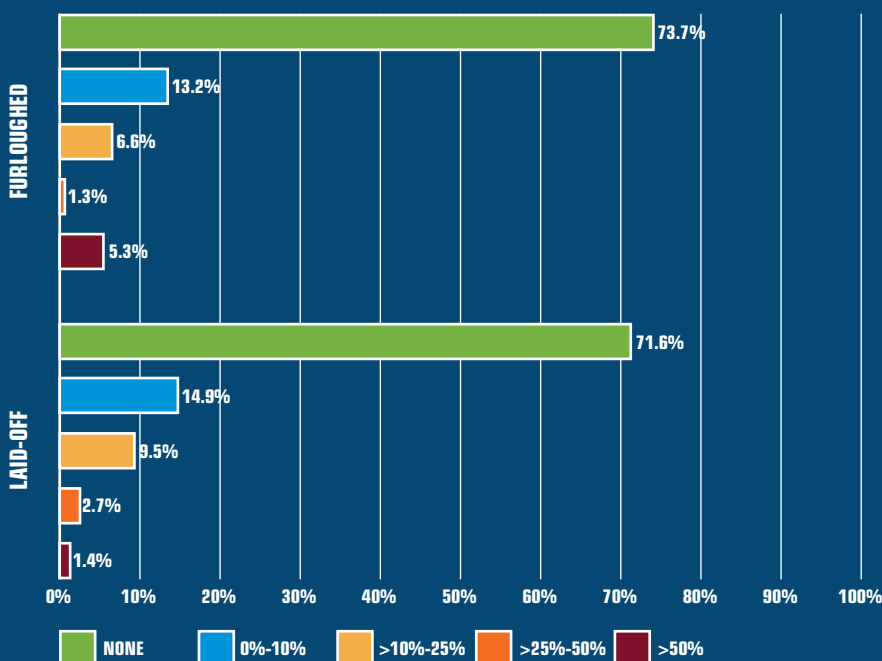
who answered said they didn't have to furlough anyone, and approximately 71 percent specified that they didn't have to lay anyone off. That said, around 13 percent of respondents explained that they did have to furlough 0–10 percent of their workforce, while approximately 15 percent said they had to lay off 0–10 percent of their workers. Drilling down, almost 7 percent answered that they've had to furlough between 10–25 percent of their workers, while nearly 10 percent of respondents indicated they had to lay off between 10–25 percent of their workforce.

On the OSHA side, Ketcham pointed out that, as the industry now plugs back into the marketplace at varying degrees and intensities, they can make use of a guide booklet – *Guidance on Preparing Workplaces for Covid-19* – developed by the Administration for workers and employers who are interested in learning more about keeping their workplaces safe and healthy during the pandemic.

"Measures that promote social distancing and separate workers from one another can help prevent spread of the virus in workplaces," he noted. "OSHA recommends that employers use engineering controls, such as sneeze guards and other barriers, to separate workers from potentially infectious customers or visitors, and these controls may also be effective at preventing Covid-19 from spreading from worker to worker. Wearing face masks in the workplace can also help to contain the wearer's potentially infectious respiratory secretions – including coughs and sneezes."

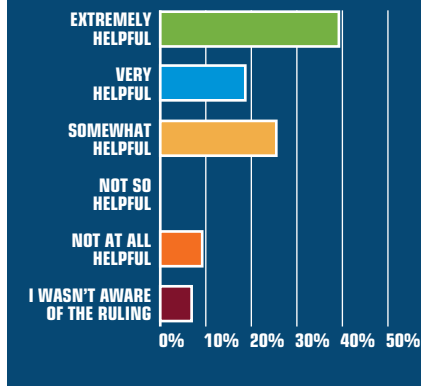
Similar to SC&RA in terms of proactivity, Ketcham explained that, since the beginning of the coronavirus outbreak, OSHA: issued a temporary enforcement response plan to help protect the nation's workers in high-risk industries; issued industry-specific guides for workers in industries such as retail, construction, delivery services and manufacturing; issued five guidances aimed at expanding the availability of respirators for health care workers; published a comprehensive

HOW MUCH OF YOUR WORKFORCE DID YOU FURLOUGH OR LAY-OFF?



doing?

SC&RA SUCCESSFULLY LOBBIED THE DEPARTMENT OF HOMELAND SECURITY CYBERSECURITY AND INFRASTRUCTURE SECURITY AGENCY TO CONFIRM THE U.S. CRANE, RIGGING AND SPECIALIZED TRANSPORTATION INDUSTRY AND ITS WORKERS AS ESSENTIAL CRITICAL INFRASTRUCTURE. DID THIS HELP YOUR COMPANY STAY OPERATIONAL DURING THE COVID-19 CRISIS?



guide for employers to prepare their workplaces for the outbreak; reminded workers and employers about the strong whistleblower laws and regulations; and issued a temporary guidance regarding recordkeeping during the coronavirus pandemic that helps employers focus their response efforts on implementing good hygiene practices in their workplaces and otherwise mitigating Covid-19's effects.

Bringing them back

While SC&RA members explore the benefits of OSHA's hard work during the last several months, those who've had to alter their workforce(s) are doing their best to remedy the issue – with 12 percent of survey respondents confirming they plan on bringing back the 10–25 percent of workers they've had to furlough within the next 60 days, and nearly 20 percent verifying that they plan on doing the same with any laid-off workers.

As for health protocols, more than 85 percent of survey takers said they haven't had any difficulty sourcing masks or other Personal Protective Equipment for their employees. Additionally, nearly

“Employers are and will continue to be responsible for providing a workplace free of known health and safety hazards.”

SCOTT C. KETCHAM MPA, CSP,
Director, Directorate of Construction at OSHA



67 percent of those who answered confirmed that they had both applied for and received a PPP (Paycheck Protection Program) loan, while nearly 20 percent had not, and approximately 13 percent were unsure.

One particular survey question asked participants: *Were Congress to enact future Covid-19 legislation incentives to buy new trucks and/or trailers, like the elimination of the 12 percent Federal Excise Tax, how likely are you to purchase additional new equipment beyond what you would have bought anyway without an incentive?*

Approximately 17 percent answered *Very Likely*, while nearly 35 percent answered *Likely*. Only around 15 percent answered *Not Likely*, while approximately 33 percent answered *It Wouldn't Change My Purchasing Quantity*.

Looking ahead

As they have continued to work with industry throughout the pandemic, said Ketcham, OSHA guidance documents have allowed the agency to have a more nimble response to the ever-changing understanding of the virus.

“OSHA continues to issue industry-specific alerts – such as the *OSHA Alert on Covid-19 Guidance for the Construction Workforce* – that provide targeted guidance on practices and procedures that will help protect workers' health and safety.”

He added, “Employers are and will continue to be responsible for providing a workplace free of known health and safety hazards. OSHA has preexisting requirements and standards that not only remain enforceable and in place, but also apply to protecting workers from the coronavirus.”

Ketcham emphasized that OSHA utilizes existing safety and health standards related to personal protection, hygiene and respiratory protection, as well as the statutory General Duty Clause, and considers CDC guidelines when determining violations of workplace

safety requirements as they relate to COVID-19.

Looking ahead, he pointed out that the coronavirus pandemic is constantly evolving, so workers and employers should continue to visit the Administration's Covid-19 webpage (at www.osha.gov) for the latest information regarding safety in the workplace.

“OSHA is constantly assessing the situation to ensure workplace guidance is relevant and effective. The agency's On-Site Consultation Program offers no-cost and confidential occupational safety and health services to small- and medium-sized businesses to identify workplace hazards, provide advice for compliance with OSHA standards and assist in establishing and improving safety and health programs. On-Site Consultation services are separate from enforcement and do not result in penalties or citations.”

As for SC&RA's survey respondents, one specific question addressed both the near- and long-term future: *As projects start coming back and you're competing with other contractors for work, what are the top ways you plan to establish your competitive advantage?*

Notable percentages (which were multi-categorical so totals will exceed 100 percent) included: nearly 73 percent indicate there is a strong likelihood they will rely on experience and knowledge, as well as industry reputation, while only 16 percent claim they will invest in new technology to gain efficiencies and enhance current capabilities.

And while only 16 percent say there is a *Strong* chance they'll diversify scope of work and expand into different lines of business, almost 27 percent admit there is a *Good* chance of doing it. Relatedly, only around 17 percent indicate there is a *Strong* chance they will focus business lines to streamline operations and gain technical expertise (more specialized), but a full 28 percent confirm there is still a *Good* chance they'll do so.

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Garrison to replace Fearon at Terex AWP

Matt Fearon, president of Terex AWP, is leaving the company August 1. A 25-year veteran with Genie and Terex AWP, Fearon will be replaced by John Garrison, Jr., chairman and CEO of Terex.

Simon Meester, vice president, global sales and marketing administration for AWP, will be promoted to chief operating officer, Terex Aerials. Meester and Clint Weber, general manager of Terex Utilities, the company's other business in the AWP segment, will both report directly to Garrison in his role as president, Terex AWP. The Terex Executive Leadership Team will continue to report to Garrison in his role as chairman and CEO of Terex Corporation.

"I look forward to working closely with Simon and Clint, and their terrific teams at Genie and Utilities," Garrison said. "We congratulate Simon on his expanded responsibilities, and we send best wishes to Matt for continued great success in the years ahead."

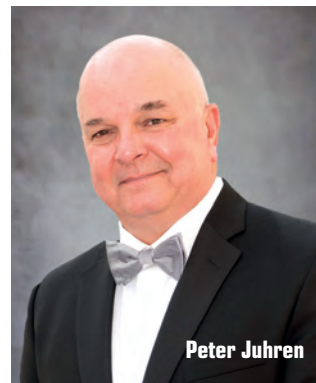
Juhren named Morrow president/COO

Morrow Equipment has named Peter Juhren president and COO of the Salem, OR-based company. He previously served as vice president of operations.

Juhren joined the Morrow organization in 1980 as a service technician trainee and worked his way up to becoming district service manager before managing Morrow's global service operations as corporate service

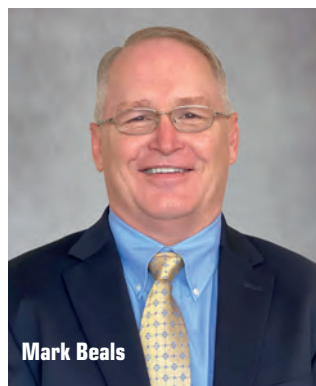
manager starting in 1994, and as vice president of operations in 2015. Juhren is the incoming president of the board of the National Commission for the Certification of Crane Operators (NCCCO) and past chairman of the ASME B30.3 subcommittee on tower cranes. He has also served on the CDAC committee for crane safety with Occupational Safety and Health Administration (OSHA).

In his new role, Juhren will be responsible for overseeing the management of the company going forward, working with the board of directors to continue Morrow's vision to remain adaptive to the industry changes and maintain Morrow's position as "the leader in the industry," the company said.



Peter Juhren

As well, Mark Beals was promoted to the position of vice president and CFO. Previously Morrow's controller, Beals graduated from the University of Colorado in 1993 with a degree in accounting and joined Deloitte as an auditor. Beals started his career with Morrow in 1995 as accounting manager and became a CPA after passing the exams in 1997. He was promoted to the position of controller in 2001. ■



Mark Beals

NCCCO names 2020-21 board

The Board of Directors of the National Commission for the Certification of Crane Operators (NCCCO) has announced the industry leaders who will serve

NCCCO during 2020-2021.

Elected to the office of president for a one-year term is Peter Juhren, Morrow Equipment, Salem, OR. Juhren, who has been a member of the board since 2009, previously served as vice president and secretary/treasurer. Elected to a one-year term as vice president is Tim Watters, Hoffman Equipment, Piscataway, NJ. Watters, who has been a member of the board since 2011, previously served as secretary/treasurer. Elected to a one-year term

as secretary/treasurer is Pete Laux, Kiewit Corporation, Omaha, NE. This is the first officer position for Laux, who has been a member of the board since 2011.

Following his retirement as president, J. Kerry Hulse, Deep South Crane & Rigging, Houston, TX, assumes the position of immediate past president.

Newly elected to the board for three-year terms are Douglas LaCroix, Cianbro Equipment, Pittsfield, ME, and Christopher Trembl, International Union of Operating Engineers, Washington, DC. Other members of the Board are William (Bill) Davis, Zurich Services Corp., Richmond, VA; Ellis Vliet, Ponchatoula, LA; and Stephanie Wood, Terex Cranes, Nicholasville, KY. ■



Christopher Trembl



Douglas LaCroix



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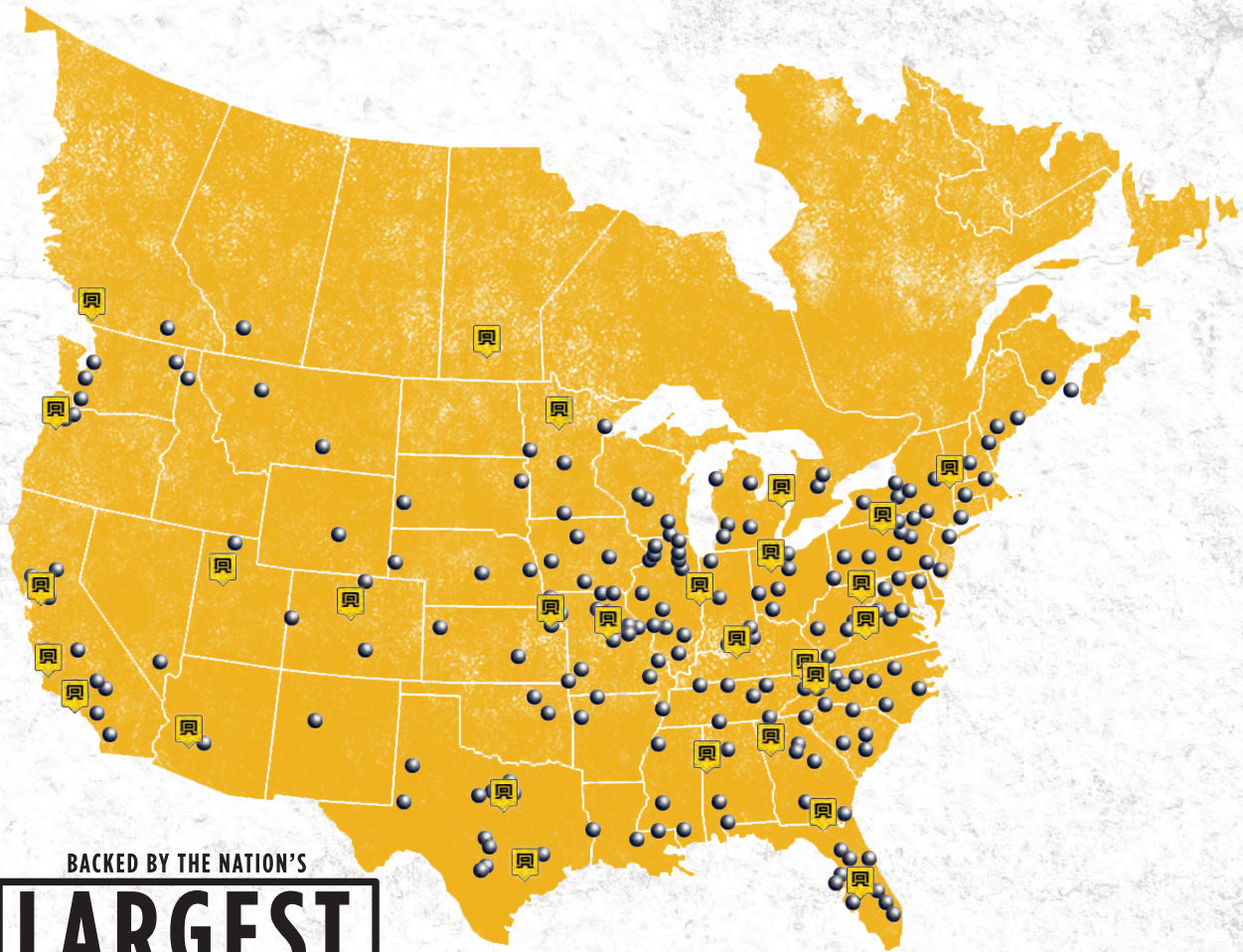


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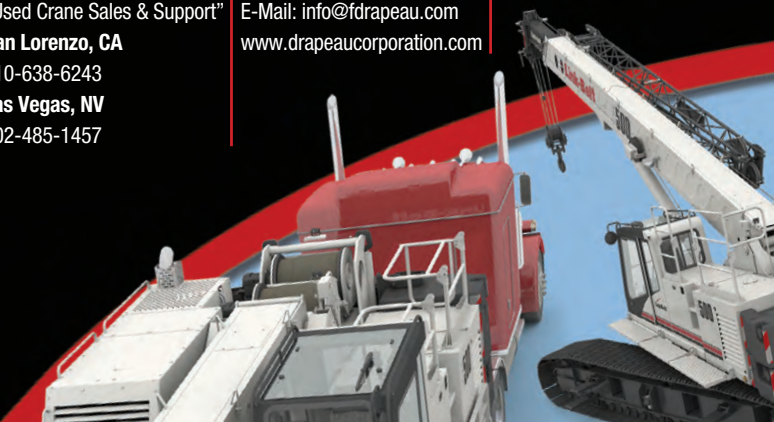
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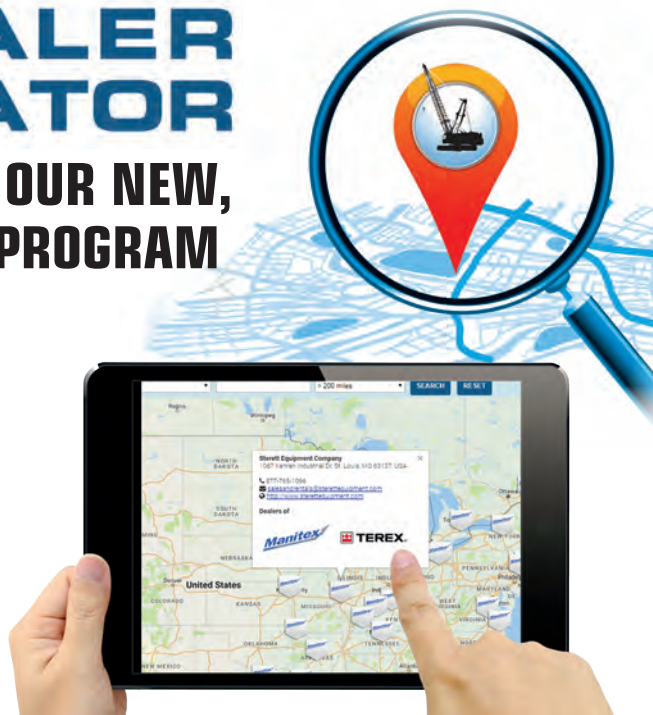
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Year	2017
Capacity	440 USt
Main boom	SSL/LSL (S1) 374 ft
Upper hours	2,262 h
Counterweight	220 USt



Tadano Faun ATF 130G-5

Year	2016
Capacity	143 USt
Main boom	42 - 196 ft
Boom extension	59 ft
Miles	12,437 mi
Carrier hours	1,235 h
Counterweight	46.7 USt



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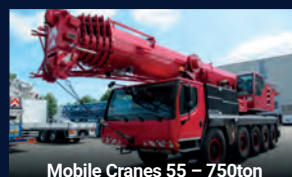
- ↑ Leasing
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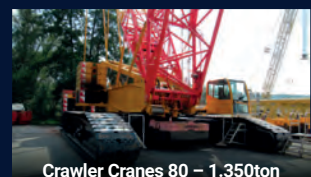
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- Mobile Tower Cranes 4 – 6 axes
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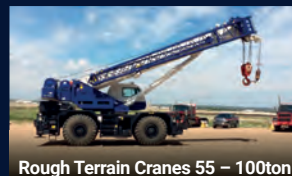
CRANES 4 CRANES



Mobile Cranes 55 – 750ton



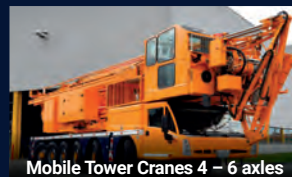
Crawler Cranes 80 – 1.350ton



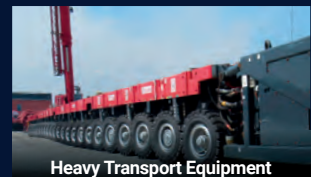
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BOOM TRUCK	BTF	ARTICULATING WINCH	ABW
SWING CAB	TLL	DIGGER DERRICK	DDO
SERVICE TRUCK	STC	RIGGER	RIG-1
LATTICE CRAWLER	LBC	SIGNAL	SGP
LATTICE TRUCK	LBT		

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Rolling!

SPMTs are among the most prolific rigging tools in the world.



The self-propelled modular transporter, better known as the SPMT, is the most revolutionary rigging tool to be introduced in the last 40 years. While cranes make the headlines, the often behind-the-scenes SPMT is one of the most flexible, efficient and cost-effective rigging tools and is suitable for a wide variety of projects. From power plant equipment to refinery vessels to bridge sections, the SPMT is often a part of the most complex rigging operations.

A SPMT is a combination of multi-axle platforms that are operated through a remote-control power pack system that allows for multi-way steering. The modularity allows for unlimited configurations by adding axles (or lines) to the length and width of the trailer. This helps to distribute weight and provide for accurate steering. While the SPMT often falls into the specialized transportation realm, it can also be used as a tailing device, a lifting device and as a towable trailer.

"They are modular, easy to ship, easy to assemble and easy to mobilize in short notice to almost anywhere in the world," said Piet Nooren, vice president and technical director,

Mammoet Americas. "We use them to move objects in almost every direction, and with millimeter precision in some cases."

Modular marvel

As tailing devices, SPMTs can upright vessels from horizontal to vertical while assisting crane lifts. They are used as jacking assistance in rapid bridge replacements and as transport means to move draglines over some of most inhospitable terrain there is, Nooren said.

"We've used them to transport planes, ships and just about everything imaginable that needs to be moved," said John Rowe, Mammoet's sales and marketing director. "Most recently, we've utilized SPMTs to move modules over 10,000 tons, supporting the GCGV project in South Texas."

The first SPMT was launched in 1983 as a joint effort between Scheuerle and Mammoet.

"SPMTs are useful tools that we rely on for ever-increasing solutions."

PIET NOOREN, Vice President and Technical Director, Mammoet Americas

"We're proud to have been involved with the design, utilization and implementation of SPMTs, and very proud to have one of the largest fleets of these machines in the world," Nooren said.

Goldhofer started producing SPMTs in the 1980s, and today Goldhofer and Scheuerle produce most of the SPMTs used around the world. Faymonville's Cometto division and Enerpac also produce SPMTs.

The U.S. Department of Transportation has recognized the SPMT as a machine that has "the ultimate flexibility and speed in moving and installing bridges." Using the Accelerated Bridge Construction (ABC) method, SPMTs are the tool of choice to move, lift and install new bridges quickly.

"ABC is a paradigm shift in the project planning and procurement approach where the need to minimize mobility impacts which occur due to onsite construction activities are elevated to a higher priority," according to the FHWA.

Mammoet even moved its 32,000-square-foot building in Houston into place using SPMTs. *American Cranes & Transport* covered this event in 2011. The company also used an elaborate SPMT system to move its head office building onto its foundation within the Port of Rotterdam in The Netherlands. ■

SPMTs are ideal for lifting, hauling and installing modular constructions, bridges, vessels and power plant and refinery equipment.



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