

ACT

The magazine for the crane, lifting and transport industry

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INTERVIEW

Link-Belt's
Melvin
Porter

PRODUCT FOCUS

Truck
cranes

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domestic
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Then and now

The first time we compiled our list of North America's top crane-owning companies was in December of 2005. Back then, our first **ACT50** had 46 companies on it. The

top five companies on that initial list were:

- 1 Maxim CraneWorks
- 2 ALL Erection & Crane Rental
- 3 Lampson International
- 4 Essex Crane Rental
- 5 AmQuip Corporation

Here we are almost 12 years later and our **ACT100** has 103 companies on it (there was a three-way tie at Number 71) and here are the top five companies:

- 1 Maxim CraneWorks
- 2 ALL Erection & Crane Rental
- 3 Lampson International
- 4 Bigge Crane & Rigging
- 5 Mammoet North America

Isn't it interesting that the top three are still the top three and that Number 4 and Number 5 in 2005 are now a part of Number 1, Maxim Crane Works in 2017. Also interesting is that back in 2005, Bigge was Number 17!

The best part of our **ACT100** list each year is getting to check in with the companies that submit the survey data and looking at how their fleets have changed. It's always nice to see when a company's largest crane is replaced with a larger unit.

This year's list is the most comprehensive ever because all but two companies fully updated their data. That is amazing and it means that the **ACT100** list has evolved into a crane industry tradition. So all that said, I feel like we are close to getting 150 companies to participate. So what do you think about a 2018 **ACT150**? It's on our radar.

Link-Belt Cranes' new president and CEO is Melvin Porter. I chatted with him for a bit at ConExpo and we sat down for an interview in mid-May. While he has big shoes to fill replacing Chuck Martz, I don't think Link-Belt will skip a beat under his leadership. Our interview starts on page 28.

Beyond the **ACT100** this issue has a lot of good information. Hannah Sundermeyer reports on the truck crane and articulating crane markets. Plus there's our Crane Rental Roundtable.

Drop me a note about what's going on with your company, people and equipment.

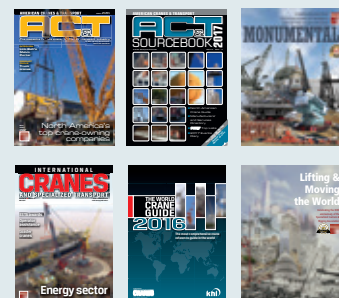
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SUBSCRIPTIONS: Annual subscription rate is \$345. Free subscriptions are given on a controlled circulation basis to readers who fully complete a Reader Subscription Form and qualify under our terms of control. The publisher reserves the right to refuse subscription to non-qualified readers. www.khl.com/subscriptions/act



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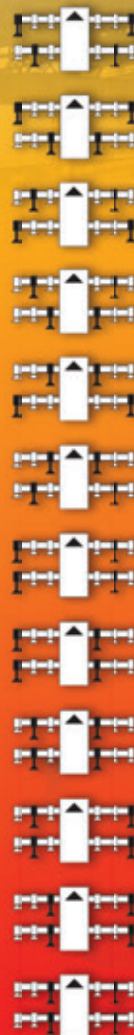
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The **ACT 100** features North America's top crane-owning companies. The list and analysis starts on page 49.



ISSN 1555-1830



Circulation is audited by BPA Worldwide

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American Cranes & Transport is published 12 times a year by KHL Group Americas LLC, 3726 East Ember Glow Way, Phoenix, AZ 85050. This issue is mailed on May 31, 2017. SUBSCRIPTIONS: Annual subscription rate is \$345. Free subscriptions are given on a controlled circulation basis to readers who fully complete a Reader Subscription Form and qualify under our terms of control. The publisher reserves the right to refuse subscription to non-qualified readers.



Produced in cooperation with the NCCCO



Official domestic magazine of the SC&RA



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Mammoet acquires George Young

Mammoet has finalized a deal to acquire George Young Company.

Mammoet, established in 1807, operates worldwide with 5,000 employees and in more than 90 locations.

George Young Company has been in existence since 1869 and specializes in rigging, millwrighting (machinery installation) and heavy hauling. The company primarily operates in the

Northeastern U.S. with offices in Philadelphia, PA and Swedesboro, NJ.

"Both George Young Company and Mammoet are renowned for their professionalism and safety records over their extensive histories," said George Young, George Young Company CEO and fourth generation leader. "With no natural successors at hand, my sister Meredith and I have taken a deliberate approach to ensure the continuity and growth of the company. This extends our good working relationship with Mammoet by combining both companies' expertise to expand our market offering. Together we can offer comprehensive factory-



George Young Company, in business since 1869, specializes in rigging, millwrighting and heavy hauling.

to-foundation services – allowing us to potentially add precision millwrighting to Mammoet's services in this region and deliver and commission components from every part of the world. So, ultimately, Mammoet is the perfect 'fifth generation' for George Young Company. We are excited about this deal and

the commercial opportunities it entails."

George Young Company will now operate under the name George Young Mammoet. "In short, it is a natural fit of two companies that share 358 years of experience," said Keith Guiochet, Mammoet Canada vice president of operations.

HIGHLIGHTS

■ Sales at Manitowoc in the first quarter of 2017 were \$305.8 million, down 28 percent on the \$427.4 million in the same period of 2016. An operating loss of \$23.7 million was reported for the quarter, against an operating income of \$0.8 million in the first quarter of 2016. For the full year 2017 Manitowoc forecasts a decrease in revenue of 8 to 10 percent year-on-year.

■ Sales at Terex Corporation for the first quarter of 2017 were \$1,006.9 million, down 9.6 percent on the \$1,114.3 million in the first quarter of 2016. First quarter 2017 net sales in the Terex Cranes segment were \$263.9 million, down 16.45 percent from the \$307.3 million in the first quarter of 2016.

LGH hosts Lift & Move USA

"Buildings weren't constructed by a guy behind a desk." This sentiment was echoed throughout the Lifting Gear Hire Lift & Move USA event Wednesday, May 3 at the LGH headquarters in Bridgeview, IL. Serving as the host for the most recent Lift & Move USA,



500 students filled the massive work space to visit a variety of informative and hands-on stations.

Lifting Gear Hire brought in the infamous Batmobile, lifted with a Lift Systems 44A gantry.

Josh Harris and Casey McManus, stars of Discovery Channel's *Deadliest Catch*, were also in attendance and spoke to the love of their job and the importance of a strong work ethic.

SC&RA, NCCCO, SkillsUSA, Barnhart, Imperial Crane, DICA, Union 136, Dearborn Companies, Local 150, ITI and many other organizations were in attendance, interacting with the high schoolers while donating their time, energy and resources.

With the use of a Lift Systems 44A gantry, students watched as the infamous Batmobile was lifted in the air.

"This was one cohesive unit," said Pat Clark, national rental support manager for Lifting Gear Hire. "Everyone just came together as one team, despite maybe being competitors with one another. For five hours, these guys put down their swords and came together like super champs. I couldn't be more proud. That's what this industry is all about, it's working together to get a mission accomplished."



■ Maeda USA announced that the entire line of Maeda Mini Cranes will now be available for sale in Arkansas through its partnership with Tanner's Crane Service. Family owned since 1979 and based near Little Rock, Tanner's Crane Service recently purchased the MC285CGRM/LP-2 mini crane, which fits through a standard doorway and extends to lift up to 6,210 pounds at 32 feet and the MC305-2 CRME mini crane, with the ability to lift up to 6,560 pounds at 47 feet while fitting through a standard double door.

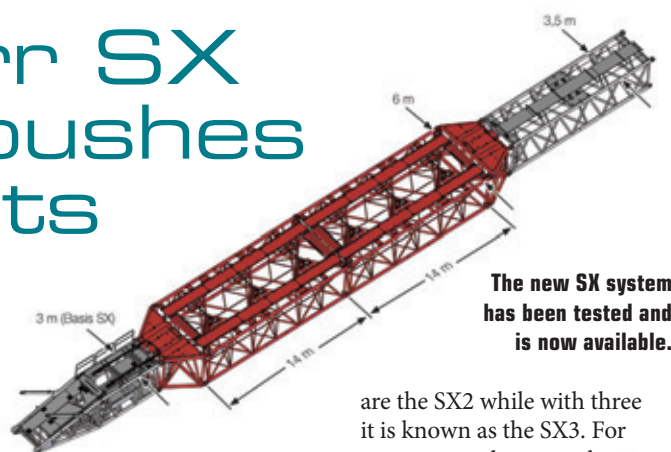
Mexico City, Mexico-based crane and logistics company GSL has expanded its fleet with the addition of a new Demag AC 220-5 all terrain crane – the first crane of its kind working in the Americas. As a company that prides itself on having the most innovative equipment in the industry, GSL's newest 5-axle Demag crane comes equipped with innovative technology advancements, including the IC-1 Plus control system, the company said. The system increases the crane's versatility and reduces transportation costs. It was designed to provide the maximum lifting capacity, based on the slewing angle, for every crane configuration. This is particularly useful when working with reduced outrigger settings and reduced counterweight.



Liebherr SX boom pushes the limits

Liebherr's new SX boom gives more capacity and increases lifting height for its 750-ton capacity lattice boom crane models. It moves the LR 1750/2 crawler and LG 1750 truck crane into the 1,000 ton class for wind turbine erection, Liebherr said.

Turbines with a hub height of 541.3 feet and component weights up to 120 tons can be erected using the new system. This capability was previously exclusive to 1,000-ton class cranes, the manufacturer said. Instead of a 9.9-foot wide boom the SX is 11.5 feet wide and the sections have been



made lighter. They increase lateral stability to cope with lifting heavier loads. In addition, a boom and fixed jib up to 541.3 feet long can be raised.

Most noticeable, however, is an extension to the SX boom in the form of a 19.7-foot wide section to further increase lifting capacity. Two 46 by 19.7-foot wide sections

are the SX2 while with three it is known as the SX3. For transport and storage the 19.7 foot wide sections can be split down their length, according to their open triangulated structure, before being offset longitudinally and then meshed together like gear teeth. In this way the width for transport is reduced to 11.5 feet. Bolting together and separating the two halves can be done quickly, the manufacturer said.

Goldhofer debuts high capacity semi-lowloader

Goldhofer has added to its STZ-VP range of semi-lowloaders with the STZ-VP (285). The company said the semi-lowloader gets its name from its 285 mm tires, which means it can carry heavier loads. According to Goldhofer, the STZ-VP (285) is the highest load carrying capacity lowloader semitrailer it produces.

The semi-lowloader is available in configurations with between three and ten axles and a choice of decks (vessel bridge, crawler deck and flatbed). Goldhofer said that the semi-lowloader has an axle load of 16 tons and a flatbed deck profile of just 7.8 inches.

The STZ series features a combination of extremely wide excavator recesses and relatively short bogies, explained Goldhofer. The company has also utilized



The STZ-VP (285) is now the highest load-carrying capacity lowloader semitrailer Goldhofer produces.

its pendular axle technology, which means the geometry of the axle suspension has been precisely calculated to ensure free oscillation of the wheelsets, which results in optimum distribution of the load to all the tires and helps the semi-lowloader remain perfectly level, even on uneven terrain.

A steering angle of up to 65 degrees is designed to ensure good maneuverability.

Goldhofer added that the axle suspension is available with a choice of tapered roller or compact bearings to meet customers' requirements in terms of mileage and maintenance intervals.

Goldhofer said that with the STZ-VP (285), the STZ family now has a version that can handle much heavier loads thanks to the bigger tires and a maximum fifth-wheel load of 52 tons.

Stevenson named Link-Belt dealer

Stevenson Sales & Service has been named the authorized Link-Belt Crane distributor to provide sales, service and parts throughout central and northern Illinois and northwest Indiana. Stevenson Vice President Ken Martinek, a long-time veteran of Northern Illinois' lifting industry, will be leading this new endeavor for Stevenson.

"We're excited to announce this new partnership," said Skeeter Collins, North American sales manager for Link-Belt Cranes. "With the leadership of Ken Martinek and the can-do attitude of the Stevenson organization, we expect Stevenson Sales & Service to be a tremendous addition to our Link-Belt family providing a high level of expertise in sales and technical support."

"My objective has always been to provide my customers with high specification products and outstanding service and support," said Martinek. "I believe that Stevenson Sales & Service, in combination with Link-Belt Cranes, will quickly become a market-leader of lifting solutions in this territory."

Stevenson is a family-owned and operated business with locations in Bolingbrook and South Holland, IL.



After purchasing formed boom sections from an overseas supplier for several years, Link-Belt made the decision to fabricate its own boom sections for economic and delivery reasons.

Link-Belt produces 10,000th formed boom

Almost nine years after it produced its first formed boom, Link-Belt Cranes has produced its 10,000th boom. It will be installed on a 140-ton TCC-1400 telescopic crawler.

After purchasing formed boom sections from an overseas supplier for several years, Link-Belt decided to fabricate its own boom sections. A small team of engineers and technicians developed all the processes required to cut materials, precision form the plates, weld the shell pieces together, inspect and complete the weldment to the highest

quality. The team specified and/or designed the cutting, bending, welding, inspection, and material handling production equipment. The majority of the fabrication of this production equipment was done in-house by its fabricators and welders, Link-Belt said. Automated controls and computer programs were developed to support the flow of the fabrication process, ensuring quality.

In 2014, Link-Belt's parent company Sumitomo Heavy Industries named Link-Belt the Gold Prize Winner of its President's Award in the area

of quality and innovation for the equipment designed and built to produce the booms.

"We're very proud of the men and women who have worked very hard to make this formed boom process the success it is today," said Dan Harrington, director of production engineering. "This is just typical of all the great people that make Link-Belt the world-class crane manufacturer that it has been in years past and still is today. Link-Belt will continue to innovate and grow for the benefit of our dealers and customers, who expect the best products from us." ■

GTC-800 goes to work for American Iron Inc.

A new Tadano Mantis GTC-800 was delivered to American Crane & Rigging and bare leased to American Iron Inc. in the state of New York by Empire Crane

Company. The 88-ton telescopic-boom crawler crane will be erecting steel on the new Sullivan County Jail.

Michael Hoy, who owns both American Crane & Rigging and American Iron Inc., was thrilled with the new machine.

"Self-assembly is a fraction of the time in comparison to conventional rigs in this class, and the hydraulic boom gets this crane built in a smaller footprint unlike conventional crawlers," said Hoy. "With adjustable load-charted track spans, pick-and-carry, out-of-level load charts and no outriggers to crib, these cranes have advantages over RTs as well. This rig fits our

erecting steel and our rental market needs perfectly. It is also designed for pile driving."

The new GTC-800 features a five-section, 141.1-foot main boom, plus a 58.1-foot bi-fold jib. The crane has automatic switching load charts for operation at up to four degrees out-of-level; the level ground charts for Tadano Mantis are for slopes to 1.5 degrees. The GTC-800 boasts the Tadano AML-C rated capacity indicator with Opti-Width (Tadano Mantis' system allowing asymmetric track positioning in reduced width configurations), HelloNet telematics and a Cummins 310hp QSB6.7 Tier 4f engine. ■



The 88-ton telescopic-boom crawler crane will be erecting steel on the new Sullivan County Jail.

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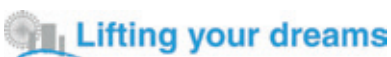
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Talbert debuts 55SA-TELE

Talbert Manufacturing has rolled out the new 55SA-TELE heavy-haul trailer. The deck length of this innovative unit is 54-feet when open, which allows users to haul a wide range of large equipment, such as bridge beams, conveyors, generators, pressure vessels and tanks. Operators can then retract the trailer to 32 feet 6 inches. This shortens the overall trailer length to 53 feet, eliminating the need for over length permits, saving time and money, Talbert said.

"Our customers have always played an integral role in the development of our product line and the 55SA-TELE is no exception," said Troy Geisler, Talbert Manufacturing vice president of sales and marketing. "Our customers needed a way to minimize costs to remain competitive

when transporting the ever longer loads, and the retractable deck helps them do that. The 55SA-TELE gives customers the long deck length they need to transport equipment, yet offers the retractable option to fall within legal length on return trips."

Talbert designed the 55SA-TELE with a 90-inch swing radius that can be extended to 114 inches with the use of a gooseneck extension. This optimizes the

deck length while keeping it within the legal 53-foot limit when retracted.

Users can set up the trailer as a four-axle close coupled, 2 + 2 spread axle or 3 + 1 spread axle configuration. The third and fourth axles can be flipped or removed, plus a 24-inch pinned and hinged gooseneck extension can also be flipped. This, along with its 24-inch flip-up extension, shortens the deck to 32 feet 6 inches.



The 55SA-TELE offers strong lift and load heights thanks to the robust, four-cylinder hydraulic removable gooseneck, Talbert said.

The unit features a 29-foot wood deck in the front and a 3-foot Aplitong platform in the rear with beams stretching between. The trailer expands and locks in 4-foot increments.

The 55SA-TELE also is equipped with Talbert's ENitro nitrogen assisted dampening system. ENitro provides a safe and stable platform that virtually eliminates bridging of the spreader, which can occur if an entire load rides on the rearmost axle. The system's nitrogen accumulator oscillates around a central self-tracking pivot point to provide proportional weight distribution in each axle grouping. It sets the axle load capacity and keeps it there as the system equalizes up and down articulation.

The trailer also features a 20-inch deck height.

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New customized National for Irving

Irving Equipment has taken delivery of a customized National Crane NBT45 to strengthen its product offering in Canada's Maritime provinces.

The Saint John, New Brunswick-based company took delivery of the 45-ton

boom truck last fall, and has since used it on jobs that would have otherwise called for a hydraulic, truck-mounted crane, the company said.

Victor Murty, operations manager for Irving Equipment, said the NBT45 has enabled the company to offer an

alternative lifting option to its customers.

"When we took a close look at our fleet, we realized we had a service gap that we needed to fill," he said. "A lot of the jobs we do involve high-reach, low-capacity lifts. We would usually use a hydraulic, truck-mounted crane or an all-terrain crane for these jobs, both of which require a separate truck to haul extra counterweight. The NBT45 gives us the reach we need along with added mobility to get more work done for our customers in less time."

Equipped with 142 feet of main boom, Irving's NBT45 is currently the longest-reaching crane on a commercial truck chassis working in the Maritime provinces. The configuration, build and delivery of the crane resulted from a collaboration between

Irving Equipment, Manitowoc Cranes, Shawmut Equipment and Universal Truck and Trailer.

"This boom truck is not a typical design compared with other models found in this area," Murty explained. "It's a tandem steer with three axles in the back as opposed to a single steer with a cluster in the back – the pusher axle is in the front of the rear axle instead of behind, as is usually the case in other provinces or states. We purchased the chassis from Universal Truck and Trailer and sent it to Manitowoc for the custom assembly. It was a lot of time and effort, but well worth it to be able to give our customers such an innovative, cost-effective lift solution."

Irving Equipment now owns 14 National Cranes, all of which are serviced by Shawmut Equipment. ■



This latest delivery is the 14th National Crane for Irving Equipment, all of which were supplied by Shawmut Equipment.

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Superior capacity ratings results in higher crane rental rates

■ For the year 2016 Liebherr Group posted total sales of \$9.79 billion dollars, down 2.5 percent on 2015, which was a record year.

■ LUBE-A-BOOM, a leader in specialty lubricants for the lift industry, continues to expand its dealer base worldwide. At ConExpo 2017, LUBE-A-BOOM signed Cropac Canada, Imperial Oil Australia, Capital Crane LTD Newfoundland, Salten Bilberging A.S. Norway and TMC Lifting United Kingdom as authorized dealers for its line of products.

■ Canadian crane monitoring system specialist Rayco Wylie Systems has added wired and wireless aluminum load cells and wireless load pin shackles to its product line. The aluminum load cells range between 6.5 to 500-ton capacities and the wireless shackles range between 6.5 to 2,000-ton capacities.

New AC 220-5 for CraneWorks

Houston, TX-based CraneWorks will soon take delivery of one of the first Demag AC 220-5 cranes in the United States.

"With this acquisition, CraneWorks now has 370 machines in North America including 46 cranes from Terex and Demag," said Keith Ayers, CEO of CraneWorks. "This 245-ton AC 220-5 for our sales fleet joins the 120-ton Demag AC-100 we recently added to our rental fleet, giving our customers the ability to easily handle their toughest jobs."

First unveiled in 2016, the 5-axle AC 220-5 reduces operational and maintenance costs through its single-engine concept with start-stop functionality and intelligent motor management system.



The AC 220-5 is equipped with Demag's IC-1 Plus control system.

With the longest boom of any 5-axle crane on the market, it has a 256-foot main boom that can be extended to 325 feet with jib extensions. The AC 220-5 is highly maneuverable with all-axle steering, independent rear-axle steering and a launch control feature that helps the operator position the crane in confined spaces, Terex said. ■



(From left) Tadano Vice President Ron Dogotch, Exact Owner Jack Swan and Tadano America President/CEO Ingo Schiller.

Exact becomes Tadano dealer

Tadano America has appointed Exact Crane & Equipment as a dealer for its line of rough terrain and all terrain cranes. Under the agreement, Exact will be responsible for the sale and support of Tadano's cranes in the states of Ohio, Michigan and Kentucky.

"We have had a long-standing relationship working with Tadano to promote and support sales and customer service relationships with several customers in North America," said Jack Swan, owner of Exact Crane & Equipment. "We are happy to solidify our dealership position and to represent Tadano and their excellent line-up of crane products."

For the North American market, Tadano produces rough terrain cranes that range in capacity from 15 to 160 tons. The company produces all terrain cranes that range in capacity from 75 to 660 tons.

"Exact Crane has been a big supporter of Tadano crane products and we are pleased to have them officially on the Tadano team," said Ingo Schiller, president/CEO of Tadano America. "Our customers deserve the best possible experience when they invest in a Tadano crane, and Exact has the experience and know-how to provide service excellence to our end-users."

A foundation for success

Construction of one of the world's largest Ferris wheels is underway in New York City.

A Grove GMK6400 owned by Maspeth, New York-based New York Crane & Equipment was used to help contractors build the foundation of the attraction.

The 60-story structure – dubbed 'the New York Wheel' – will stand 630 feet tall when it is completed on

the northern shore of Staten Island. The Ferris wheel is projected to bring more than 3 million visitors to Staten Island each year. It is set to open to the public in early 2018.

According to Manitowoc, a team of contractors used the GMK6400 for the project's most critical phase: the installation of four steel pedestals that weigh 96

tons each and serve as the Ferris wheel's foundations. Manitowoc said the team chose the 450-ton all-terrain crane for its capacity and maneuverability on the job site. The team had only one week to perform the necessary lifts for the project.

New York Crane & Equipment also contributed engineering services on the job site prior to each lift. ■



Four steel pedestals, weighing 96 tons each, were lifted into position using a Grove GMK6400.

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Terex introduces new hammerhead

Terex Cranes has added the SK 452-20 to its hammerhead tower crane range. The SK 452-20 is based on Terex's SK 415-20 hammerhead tower crane and, as such, shares up to 90 percent of its parts with the previous model. But the new model features a number of key mechanical and structural enhancements.

The SK 452-20 has a maximum capacity of 22 tons and a jib tip capacity of 2.75 tons at 262 feet. It can be erected on two different tower systems – the TS212 and HD23 – and has a maximum free standing height of 289 feet. The SK 452-20 offers increased performance and quick setup via a new control system. The speed of hoisting, trolleying and slewing can all



be customized. Trolley speeds range up to 312 feet per minute while slewing can reach up to 0.9 rpm. A new hoist winch system allows for a hoisting speed of 623 feet per minute and a drum capacity of 3,248 feet.

Remote access is possible, enabling crane data, historical crane data, weather conditions, working hours, active alarms and an alarm history to all be remotely checked.

"The SK 452-20 is a new model based on our popular SK 415-20 and our customers had an important role on the development phase," said Angelo Cosmo, product

The counter jib platform on the new SK 452-20 has been redesigned to improve ease of access and maintenance, according to Terex.

marketing manager at Terex Cranes. "We've increased winch speeds by 70 percent and the crane's rope capacity by 90 percent - the equivalent of an additional 30 floors of working under hook. We've also made structural changes that will make set up and transportation faster and easier. These enhancements will help contractors lower operating costs while getting a high return-on-investment." ■



The fifth International Tower Crane conference convened May 10-11 in London with 255 delegates. Attendees included the world's major tower crane manufacturers and rental companies from Europe, the Middle East, Australia and the U.S. Users and buyers included NFT, Bigge Crane & Rigging, HTC, Wolffkran, Arcomet, Matebat and Select Lifting Solutions.

Keynote speaker Simon Marr, director with Marr Contracting, said tower cranes have a central role to play in infrastructure and civil engineering projects and not just high-rise jobs. "The tower crane industry needs to think differently about how we use the tower cranes – not just on high-rise projects but any construction project," he said.



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- Seattle
- St. Louis
- Tampa
- Toronto

Demags get two-year warranty

A two-year warranty is now standard on all new Demag mobile cranes, according to Terex Cranes. The warranty covers all components from defects in workmanship.

"Our customers trust Demag cranes because they have the confidence that the equipment is ready to work every day," said Steve Filipov, Terex Cranes president. "Doubling our previous standard warranty period for all Demag models demonstrates our dedication to our customers' success."

Terex reintroduced the Demag brand in 2016. Models launched include the 3-axle AC 55-3 and AC 60-3 ATs and four five-axle models, the AC 130-5, AC 160-5, AC 220-5 and AC 250-5. More new Demag models are in the pipeline, the company said.

Heavy capacity crane used for coke drum lift

Heavy lift and transportation specialist Mammoet recently completed an impressive coke drum lift at the Phillips 66 Lake Charles Refinery in Louisiana.

Mammoet used its PTC 140 for the lift. The Mammoet-designed crane is one of the largest in the company's fleet, with a capacity of up to 5,000 tons.

The required boom length

for the project was 489 feet. However, the available assembly space was limited to 354.3 feet. To overcome this challenge, the company used a process designed in-house that assembles a portion of the crane in the air. During the assembly process, Mammoet said it completed over 30 critical lifts, each over 25 tons and that throughout the project's lifting scope,

Mammoet executed 16 critical lifts, the heaviest weighing 600 tons. Mammoet reported that the lifts were completed on schedule and with zero incidents.

"The PTC140 was designed exactly for projects like this," said Pierre Mille, sales director at Mammoet USA. "No other crane in the world can provide the same level of flexibility and lifting power combined with state-of-the-art safety features. We're proud to add this project to a long list of very successful projects, all of which have saved our clients valuable time and money."



The Mammoet-designed PTC 140 is one of the largest cranes in the company's fleet, with a capacity of up to 5,000 tons.

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Value added

SC&RA's Annual Conference in Arizona in April was enlightening, engaging and all together excellent.

AWARD WINNERS



Outgoing SC&RA President John McTyre recognized NBIS President Bill Tepe with the President's Award for "outstanding performance in membership recruitment."

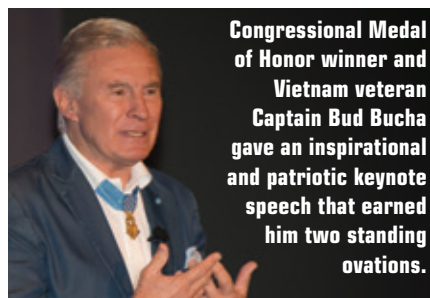


Winners of the Rigging Job of the Year awards are Fagioli's Edoardo Ascione, Emmert International's Terry Emmert and Barnhart's Barry Carroll.



Winners of the Trucking/Moving Job of the Year awards are Fagioli's Edoardo Ascione, Barnhart's Chris Howe and Emmert International's Terry Emmert.

As the new president of the Specialized Carriers and Rigging Association, Terry Young is grateful, honored and humbled. "I am honored to become president of the Specialized Carriers and Rigging Association," Young said at the Closing Night Awards and Recognition Reception and Dinner on the last evening of the SC&RA Annual Conference. "I want to thank Earl Johnson Jr. and Southern Industrial Constructors for getting me involved in this organization 20 years



Congressional Medal of Honor winner and Vietnam veteran Captain Bud Bucha gave an inspirational and patriotic keynote speech that earned him two standing ovations.



At the Closing Night Awards and Recognition Dinner Terry Young said it was an honor to be president of the SC&RA.

ago. I want to thank all the members for supporting my company. And thanks to Beth O'Quinn for her hard work in making the Crane and Rigging Group the leader in the industry."

Young, who is president of Raleigh, NC-based Construction Safety Experts, said the SC&RA has helped him grow his business, and he has fostered life-long friendships through SC&RA.

The 2017 Annual Conference, held April 18-22 at the Westin Kierland Resort in Scottsdale, AZ, drew more than 750 members from throughout the United States and around the world. International attendance was strong with more than 60 members representing eight countries attending the conference.

Rafael De los Santos of Tradelossa, based in Mexico, is the new 2017-2018 Transportation Group Chairman.

>22

SPORTING EVENTS



An early morning start didn't dampen the spirits of those who participated in the Fun Run/Walk.



More than 21 players participated in the Tennis Tournament.



Golf was a mix of camaraderie and competition. Some 36 foursomes for a total of 144 golfers played in the tournament at the beautiful Westin Kierland Golf Club.



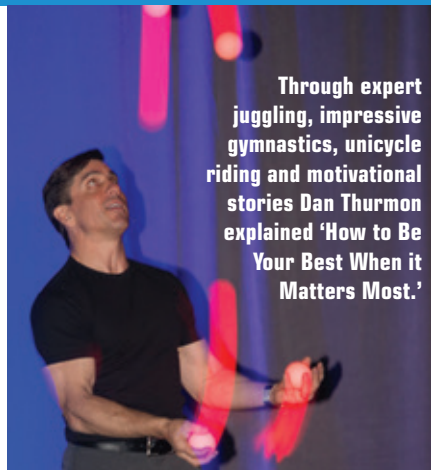
The Ladies Group enjoyed Salsa dancing lessons at one of their Spouses Time Out events.



The Fiesta-themed Foundation Gala on Thursday evening was fun and a huge success, raising nearly \$39,000 for the SC&R Foundation.



Convenient "dip jars" allowed members to quickly use a credit card to donate to the SC&R Foundation's Fund a Future campaign to support Lift & Move USA, a joint effort of SC&RA, NCCCO and KHL Group to recruit young people to the crane, rigging and specialized transportation industry. The campaign raised \$20,580.



Through expert juggling, impressive gymnastics, unicycle riding and motivational stories Dan Thurmon explained 'How to Be Your Best When it Matters Most.'

Tradelossa has been a member of SC&RA for 20 years, and de los Santos vividly remembers the first Annual Conference he attended in Florida.

"I was very impressed and I was very welcomed by everyone," he said. "After leaving that week in Florida, I was very inspired by who I met and what I learned. In my mind, this organization represents the best of the American spirit: wonderful people, successful businesses and a drive to lead by example. Today we should remember to never underestimate the unforeseen results of a kind, and heartfelt action of the American spirit."



Through realistic and hilarious impressions, singer and comedian Jason Hewlett thoroughly entertained the audience at the Closing Night Awards and Recognition Dinner.



Attendees at the Link-Belt breakfast received a crash course in body language by award-winning speaker and entertainer Michael Anthony.



Bronx educator Stephen Ritz discussed his "Power of a Plant" program. Ritz's student and community family have grown some 40,000 pounds of vegetables while generating extraordinary academic performance.

The Annual Conference offered exceptional value for members. Industry issues were deliberated at the various committee meetings and the educational sessions were engaging and inspiring. The Products Fair was sold out with 94 booths and the networking and recreational activities were well attended and a lot of fun. A highlight of the conference was the Job of the Year competition that featured 30 Rigging, Specialized Transportation and Moving jobs competing for eight trophies. See our photo essay to find out the winners and see a sampling of the week's activities.

The 2018 SC&RA Annual Conference will be held April 17-21 at the Boca Raton Resort and Club in Boca Raton, FL.



More than 60 members from some eight countries around the globe attended this year's Annual Conference. The International Reception was a time for visiting with old friends and colleagues and meeting new ones.



The President's Reception was a time of meeting, greeting and fellowship among friends and colleagues.

The Products Fair bustled with activity with a sellout 94 booths.



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Some glimmers of hope sprinkled among several manufacturers' first quarter results were enough to drive up share prices in the heavy equipment sector.

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.

Q1 boosts field

Further signs that the global heavy equipment industry was coming out of its prolonged slump were provided in several first quarter financial releases from key manufacturers.

Most significant of all in the industry is Caterpillar, which is by far the world's largest manufacturer of construction and mining equipment, with sales more than twice that of its nearest competitor. The company's first quarter results were good if unspectacular, with revenues up 4 percent on the same period last year, but profits down due to restructuring costs.

However, the good news was in the commentary. Caterpillar has increased its revenue forecast for the year from the previous \$36 to \$39 million to \$38 to \$41 billion, "as a result of a stronger than expected start to the year." However, it has revised down its profit outlook as restructuring costs are expected to be higher than previously forecast. This relates

to the closure of two of its largest factories, in Illinois and Belgium.

But the better than expected sales outlook was enough to lift Caterpillar's share price by almost 8 percent on the day of the results announcement. Such is the company's size and influence that several other manufacturers in the sector saw their share prices rise on that day too.

This is illustrated in this month's graph by the sharp, almost vertical, leap upwards towards the right-hand side. This took the ACT Heavy Equipment Index (HEI) to a level almost 30 percent higher than it was a year ago. In fact, this is the highest the HEI has been since September 2014, and of course back then it was on the way down, not up.

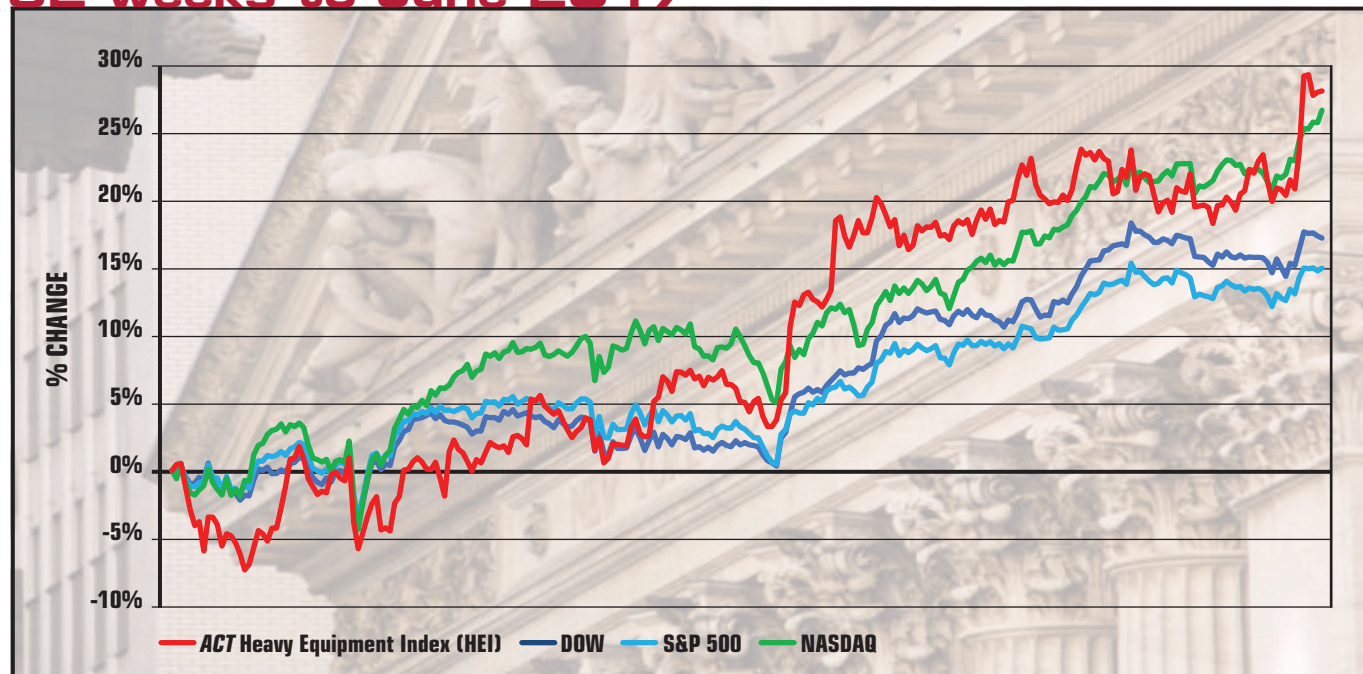
This makes the ACT HEI one of the better performing indexes over the last 12 months, although the NASDAQ has not been far behind. In contrast, the Dow and S&P 500 have put on gains for the year in the late teens.

That is not a bad performance, and it should also be noted that both have continued to set record highs, as has the NASDAQ.

And that illustrates an important discrepancy between the mainstream indicators and the ACT HEI. The heavy equipment sector remains well below the record levels achieved in 2011 following the market bounce-back. The ACT HEI still needs to grow another 17 percent to recapture these highs, and that illustrates that real-world markets are still a long way from health.

The results released over the last few weeks have indicated a step in the right direction. In addition to Caterpillar's improved outlook, Manitowoc reported an improving order position (although revenues this year are expected to be down on 2017), as did Terex. Continuing programs of plant closures and restructuring means this year will more likely be one of transition than a return to robust health. ■

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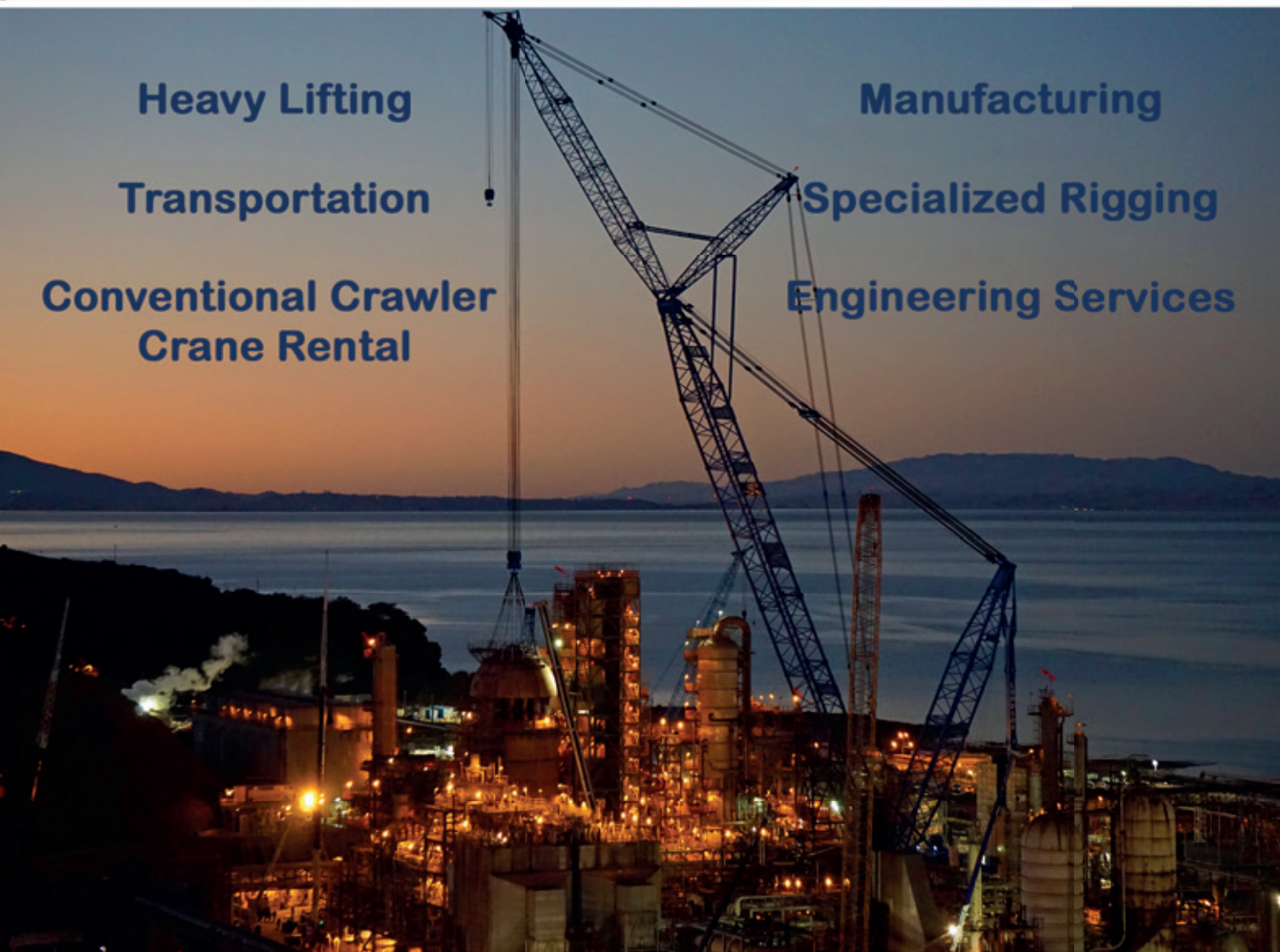
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Licensing board hosts NCCCO Commission

Second Industry Forum draws Hawaii crane community

Crane operators, contractors and others whose working lives bring them into contact with lifting equipment beat a path to the NCCCO Industry Forum on Personnel Qualifications last month in Honolulu. The Forum, only the second ever held (the first was in conjunction with NCCCO's 20th Anniversary Gala in 2015), was an instant hit with the Hawaii crane community who listened attentively to presentations, posed challenging questions and participated in the ensuing dialogue.

Hosted by the International Longshore and Warehouse Union (ILWU), and with primary sponsor Hawaiian Dredging, the Forum featured sessions on the latest regulatory developments at state and federal level (notably the forthcoming OSHA certification requirement – *see sidebar*), NCCCO's ethics and discipline process (including its ANSI-recognized audit program) and the latest certification trends and statistics.

Special focus was placed on two of the more recent CCO certification programs: for crane inspectors (certifiers) and lift directors, both of which are seeing increasing adoption by employers. Finally, delegates were left with an



Brian Haight, Washington State Department of Labor and Industry (top right), listens as Committee Chair, Kenny Shinn, K.J. Shinn (above), delivers his report, and Doug Carson, Carson-Mitchell (right), makes a point at the 42nd Biannual Meeting of the NCCCO Commission.

intriguing insight into the direction CCO certifications may take in the near future.

The Forum followed a week-long series of CCO exam management committee meetings capped by an all-day meeting of the NCCCO Commission. This 42nd Biannual Meeting was hosted by the Hawaii Hoisting Machine Operators Advisory Board (HMOAB) which oversees



the state's crane operator licensing program.

HMOAB Chairman Tristan Aldeguer, stated he was delighted the Board had been able to host these meetings of the NCCCO Commission. "It has been our distinct pleasure to make this event possible as a public service to the crane community of Hawaii," he said. Observing that Hawaii (which has required crane operators to be certified and licensed since 2003 and is still one of only 17 states to do so), Aldeguer added, "This is an example of the way the Board stays ahead of the curve and promotes safety and risk management for the benefit of all."



NCCCO Commissioners at their meeting last month in Honolulu had this message for anyone "not quite ready" for the November deadline for mandatory crane operator certification! The tongue-in-cheek statement had a serious intent: It takes time to get trained and tested in order to earn certification and, with just five months left, this is no time to procrastinate. Find out more at www.nccco.org.

Understanding OSHA: Construction may be more common than you think

OSHA's new crane rule, 29 CFR 1926 Subpart CC, applies to cranes and derricks used in construction. While maintenance activities typically fall under "general industry," which is regulated by 29 CFR 1910, the lines between "construction," "general industry," and "maintenance" are not always clear. Some activities that may seem at first to be "maintenance" are frequently considered by OSHA to be "construction."

First thing to note is that OSHA defines construction as "work for construction, alteration, and/or repair, including painting and decorating." Another frequent surprise is in the delivery of construction materials. While this is typically classified as "general industry," if a crane facilitates a construction activity while delivering materials, then that is considered "construction" and Subpart CC rules apply – including, from November 10, 2017, the requirement for crane operators operating equipment with a capacity of more than 2,000 pounds to be certified.

The moral of this OSHA tale? If in doubt, make sure you're certified!

■ Questions? E-mail NCCCO Regulatory Affairs Department at regs@nccco.org

New Link-Belt President and CEO **Melvin Porter** has big shoes to fill, but he's up to the task. **D. Ann Shiffler** reports.

Big shoes

Melvin Porter appears to be the perfect person to lead Link-Belt Cranes into its next era. Hand-picked by former President and CEO Chuck Martz as his successor, Porter is easy going, affable and astute. His dedication and loyalty to the company, its products and its people runs deep.

But he also has big shoes to fill, and he doesn't take that lightly.

"It's been great walking into a new job and the person before you has been so successful at it and naturally stayed on as chairman," Porter told me recently. "It's very nice having Chuck Martz around to bounce questions off of and have his input. It was great not having to walk into a disaster zone and not have to spend a lot of time having to reinvent the wheel."

This is a testament to Martz and the way he ran Link-Belt, Porter explained.

"He always put the emphasis on teamwork and not on one person or one group of people. Link-Belt has been able to capitalize on this strategy."

Porter will be a hands-on leader and who is approachable and sharp. If there's a problem, he will make sure it's solved as quickly and as efficiently as possible. Relationships are the key to success in the crane industry, he told me.

"I don't have too many worries about this or that," he said. "I just need to keep listening and make sure we are all rowing the boat in the same direction."

Porter has been with Link-Belt for 19 years, which is actually not that long when you consider the tenure of many management team members who have spent their careers with the Lexington, KY-based company.

After college Porter worked in the public

accounting realm as a CPA for about four years. He then took a management accounting position for a publicly traded company, where he worked for about nine years. When his wife was offered an opportunity to work at Valvoline, they both were excited about moving home to Lexington. Right around that time an accounting position that involved forecasting, budgeting and analysis opened up at Link-Belt. Porter loved the idea of working for a crane company.

After about four years working in that role the chief financial officer position opened up.

"I threw my hat in the ring," Porter said. He served as Link-Belt's CFO from 2004 to 2017.

Martz recently told *ACT* that "when you come up through the accounting side, you eventually touch everything."

As CFO, Porter also touched everything that had to do with manufacturing cranes.

"Chuck is right," he said. "In the CFO position, you get to see how product development works, you go to meetings on production, sales planning, expansion planning and product support. It helps give you a broad view of the business. And then there's meeting the customers. I really enjoy the relationships."

Link-Belt started structured succession planning in 2006.

"Chuck recognized the need to make sure we were identifying people with leadership skills and training them to become the future leaders of the company," Porter said. "At some point in this process I said I'd like to be considered for Chuck's position when that time came. That got the ball rolling for at least being one of the people to be considered from inside."

About two years ago the ball started rolling faster and it became apparent Porter would be named to succeed Martz. In February, Link-Belt made the announcement that Martz would stay on

as chairman and Porter would take on the job as president and CEO.

Porter agreed to an interview after he officially took the job on May 1. I think readers will be interested in his answers to our questions.

WHAT IS YOUR BUSINESS PHILOSOPHY?

Link-Belt operates with a team philosophy. It's all about teamwork and the team works together to provide new machines and innovation that meet or exceed customers' expectations and follow that up with good service and support. It's all of the members of the organization contributing to the success of the company.

Our core values are safety, quality, cost, delivery and environment. We are providing the safest products possible of the highest quality possible and delivered on time and followed up with genuine quality service, all the while being mindful of our environment by trying to reduce waste and being cognizant of what we are putting in our landfills.

For me personally, I have always run with the KISS philosophy. To keep it

“ This isn't an industry you are going to be able to send an email or text to sell a product. ”

MELVIN PORTER, President and CEO, Link-Belt Cranes

to fill

politically correct, this would be Keep it Simple and Straight Forward.

You can get caught up in overanalyzing and over-designing. It's important not to overcomplicate things.

WHAT DO YOU THINK DISTINGUISHES LINK-BELT AMONG OTHER CRANE OEMS?

It's our people and the stability they bring to the market. I don't want to throw stones, but right now, if you look at some of our competition, you can find a lot of transition and uncertainty.

But Link-Belt is a very stable organization. Our greatest resource is our people. We've got a lot of seasoned personnel, people who have been with us for a long period of time who are well-respected.

That goes a long way when dealing with customers and distributors. They know us.

The crane industry is a relationship business and that bodes well for us out in the market. I think the other point would be the flatness of the organization. When customers come into the office it is not unusual for Bill Stramer (Vice President of Marketing, Sales and Customer Support) or Pat Collins (Director of Product Marketing) to sit in on a meeting with them. You don't have to go through five or six layers of management at Link-Belt. We want to get to know our customers. That's one of the benefits of dealing with us and owning our cranes.

RECENTLY IT'S BEEN SUGGESTED THAT THE LARGER CAPACITY CRAWLER MARKET (700 TO 1,000 TONS) WILL SEE HIGHER DEMAND OVER THE NEXT FEW YEARS. DO YOU ENVISION LINK-BELT GETTING INTO THE CRAWLER MARKET BEYOND 550 TONS CAPACITY?

Demand for this class of crane may see some sustained growth. This probably relates to all the discussion of infrastructure and infrastructure spending [on the federal level]. Hopefully at some point soon we will see our leaders get this back on the table and put together a firm plan so this can actually move forward.

We would really have to understand and evaluate the need for cranes in this market segment – where will the market go and how long can it be sustained? Highway and bridge projects are long term – cranes spend years on these projects. For us to look at the higher capacity crawler market, it gets down to allocation of design resources. If we go to

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Melvin Porter officially took over as president of Link-Belt on May 1, 2017.

larger capacity cranes, we have to ask – can we bring value to the customer in those ranges, and is it a good strategic direction for us to go? We don't want to consume our design and other resources and negatively impact our strong market share in other segments.

There are probably some strong barriers of entry into this market. There are already two or three strong competitors. But we will always consider market needs to see what makes the most sense in terms of return on investment and the use of our resources.

WHAT'S YOUR FAVORITE CRANE IN THE LINK-BELT PRODUCT RANGE? OR BETTER STATED, WHICH CRANE IS THE MOST IMPRESSIVE AT THIS POINT?

(Chuckles.) Well asking me that is like asking me to pick a favorite kid. That's really a hard question to answer. I was really pleased with all the crane classes that we showed at ConExpo. We introduced a number of new products as well as a couple of innovative improvements.

I think the most impressive thing, and what surprised the market the most, was the 250-ton capacity TCC-2500 telescopic crawler. People know we are



PHOTO: ©ROBERT DIMMITT

Link-Belt's TCC-2500 was introduced in the fall of 2016 and was shown for the first time at ConExpo. The 250-ton capacity telescopic crawler took the market by surprise, Porter said.

in that business and we have consistently been moving up in that class of crane, starting with the 45, then the 75 and 110. We replaced the the 45 with a new 50 ton and then introduced the 140 tonner. The expectation from discussions of where we would move to next would be to 165 to 185 tons, somewhere in that range. I think we surprised everyone by making the leap to the 250-ton capacity. But we listened to the market and to our customers. The TCC-2500 took the market by surprise.

We had a lot of positive comments, and we saw a lot of activity. We did something no one expected us to do.

CAN YOU GIVE AN UPDATE ON THE NEW TRAINING FACILITY THAT OPENED LAST YEAR?

This has been an overwhelming success. We've seen a 20 percent increase in technician training in 2016. It seems like we've always got classes going on – service and sales training. We've also utilized it for internal training for our own personnel.

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The facility is pretty much booked week in, week out. By providing training, you are building loyalty in a product. Our distributors now have people who are experts in the Link-Belt product line. We now have a state-of-the-art facility where we are providing the knowledge they need to work on our equipment.

LINK-BELT HAS BEEN STRATEGIC ABOUT ITS APPROACH TO TELEMATICS. DO YOU ENVISION A MORE STANDARDIZED APPROACH TO TELEMATICS BY OEMS?

I think we naturally support any type of standardization. The way we approached telematics, we are more than capable of being able to address [standardization] with our system regardless of how it comes out. We support efforts by AEM and AEMP, and hopefully [the crane sector] can get that in place in the near future. It will be good to get everyone together and on the same page and come up with what that looks like. It won't take Link-Belt very much to be compliant and be ready to go.

WHAT WILL IT TAKE FOR CRANE OWNERS TO EMBRACE THIS TECHNOLOGY?

The top 20 companies on your ACT 100 most likely use telematics for various

aspects of their businesses. But when you get to the companies with mid-sized and smaller fleets, they are not using it as much. Maybe more education needs to be rolled out on our part [OEMs]. Maybe we haven't done a good job of explaining the benefits. If they can't see the return on their investment, naturally they are not going to use it.

Telematics is great for determining proper preventative and predictive maintenance. With this information you can cut downtime costs and unexpected occurrences. I think it will evolve over time and usage will increase. It's all about education.

WHAT DO YOU LIKE ABOUT THE CRANE INDUSTRY? ANY DISLIKES?

I'm going on 19 years in this industry and it's been great. You know, I like the personal interaction. It's a relationship business. When I was in the CFO position, I was fortunate to spend a lot of time with customers and distributors. It's great to be able to sit down with them and understand their issues and their challenges. This isn't an industry you are going to be able to send an email or text to sell a product.

The only dislike, and this is more indicative of the environment and economic conditions, is that it's always a struggle to manage the significant peaks and valleys. I don't necessarily dislike the larger scale peaks and valleys. But it's something you have to deal with and manage. I've been through a few – like 2009. That was a real wake-up call.

WHAT DO YOU DO WHEN YOU ARE NOT AT THE OFFICE?

We have a teenage daughter at home and she keeps us busy with school activities. She's gotten big into band and also plays soccer. She keeps us on our toes. We enjoy family time.

I actually enjoy walking the dog. I come in from the office and we go on a three to four mile hike. It's a great time for me to decompress and get some exercise. She's a golden retriever, a very happy-go-lucky dog. If you are in a bad mood, she can get you in the right mood quickly.

I also like to sneak in the occasional round of golf, although the rounds have been few and far between recently. With the weather now better, I plan to play a few more rounds. ■



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With a solid following and new models in production, truck cranes are a market mainstay. **Hannah Sundermeyer** reports.

Link-Belt recently introduced a comprehensive light package on the HTC-86110, making working at night more efficient and safe.

Positive headwinds

In a market enamored with the illustrious all-terrain crane, some have predicted that the traditionally low tech truck crane market would eventually fade away. But that is not at all the case with this dependable, affordable and ever-versatile crane class.

While the market for truck cranes remains flat, Mark Phillippi, director of sales at Terex Cranes, said there are positive headwinds for the market, especially coming out of March's ConExpo tradeshow.

John Bair, product manager at Manitowoc Cranes, mirrored this sentiment. "Currently, we feel that the U.S. truck crane market remains strong," said Bair. "During ConExpo, we talked with numerous dealers and customers who felt optimistic about the future of the truck crane market."

He said customers were pleased to see and hear about the most recent addition to Grove's truck crane product line, the TMS9000-2, which Bair said offers best-in-class load charts, 169 feet of main boom and is the lightest truck crane in its class.

"Truck cranes are still seen as an ideal solution for taxi crane jobs, moving quickly from job-to-job with quick on-site setup," said Phillippi. "They provide a cost-effective solution compared to all terrains."

Other truck crane attributes include simplicity of operation, ease of transportation and overall lower costs compared to all-terrain cranes.

"In addition, they offer the advantages of higher travel speeds on the highway and are designed with a purpose-built chassis," said Bair. "Truck cranes can travel from job-to-job with ease, and they set up quickly with minimal rigging time once they reach the job site."

Link-Belt's Rick Curnutte, product manager for telescopic truck and all-terrain cranes, said he felt really good about what he heard at ConExpo.

"There was a lot of optimism that I didn't hear three years ago at the last ConExpo," said Curnutte. "We did hear a lot of positive outlook that we hadn't heard in the past. Quite honestly I'm surprised it hasn't started to pick up yet, with all of the highway bills in place. And infrastructure

is so important in our country. Whatever your political views are, whether you like our president or not, he's right about one thing. Our infrastructure is in really rough shape. That's when we start talking about building bridges and stuff, that's cranes."

Integration and updates

In a sea of new product launches, new and improved truck cranes stole the show for many customers looking for the latest enhancements on their favorite machines.

In Las Vegas, Terex exhibited its new T 110 truck crane and received a plethora of positive feedback from customers. While the model is currently in the testing phase, the Terex's team continues to look for market feedback before production begins. Offering the longest boom length in its class and available maximum tip height of 247.6 feet with jib, the T 110 offers a mobile solution for versatility in long reach applications, according to Phillippi.

With a base weight of 84,000 pounds (including an operator and full tank of fuel) or loaded weight of 93,000 pounds, (carrying 8,000 pounds of counterweight,

>36



jib and hook block), the T 110 is designed to travel and can quickly reach highway speeds of 65 mph, the company said. The T 110 is expected to start shipping early in 2018.

Manitowoc Cranes also unveiled a truck crane at the spring tradeshow, the new 115-ton capacity Grove TMS9000-2.

"Larger-class cranes provide outstanding flexibility to meet a range of lifting needs," said Bair. "For instance, customers will

The reduced gross vehicle weight of Grove's TMS9000-2 enables a wider range of flexibility in carrying counterweight, cribbing and other items, optimizing the crane for a wider variety of applications.

often utilize a larger truck crane with minimal counterweight as a substitute for a lower-capacity-class crane if needed. By doing this, they can benefit from not having to take a fall-off load for counterweight, which saves money and time."

But what exactly separates truck cranes from other popular cranes on the market?

"Truck cranes are built on a purpose built chassis designed to support the crane operation, from the ground up," said Phillippi. "This provides customers with excellent lifting capabilities while maintaining compactness and rigidity to handle heavier loads. Truck cranes with a purpose built chassis allow integration of standard components, from the engine to the tires, which facilitates maintenance and helps with maintenance costs, comparable with commercial carriers."

Hit the road

Truck cranes typically have a simpler drive train and suspension layout compared to all-terrain cranes, Phillippi explained. These units give up some off-road capability but the simpler design leads to reduced maintenance and operational costs over the life of the crane.

Truck cranes are also designed for higher road speeds common in the United States. Terex truck cranes are designed to maintain highway speeds of 60 to 65 mph, minimizing travel time from job site to job site.

According to Manitowoc's Bair, versatility is key, as truck cranes offer multiple counterweight splits to meet diverse roading regulations. In addition, saving weight throughout the design process is critical on a truck crane as it enables the customer to travel with additional counterweight, extensions,



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rigging and cribbing, which can save the customer money on additional trailer loads.

"Many models come with an assortment of boom extension options to satisfy a variety of application needs," he said. "For example, while our new TMS9000-2 has a 169-foot main boom, we also offer a 34.5 to 57.6-foot swing-away boom extension, which is available in both manual and hydraulically off-settable versions. In addition, an optional 26-foot lattice insert can provide an impressive maximum tip height of 263.4 feet. We also offer either a manual or hydraulically off-settable, integrated 11.4-foot heavy-duty jib option that is great for tilt-up panel work or working in low-head height situations."

The crane features a new 169.3-foot, six-section Megaform boom that utilizes Grove's Twin-Lock pinning system. It's a greaseless boom, and the improved reach will enable customers to complete a wider variety of applications with the crane, but from a compact chassis with a width of 8.5 feet and a length of 43.8 feet. The crane will offer manual or hydraulic swingaways, along with additional inserts, to provide further reach options, Manitowoc said.

Link-Belt has long been a strong player in the truck crane market and by many

accounts leads the market in the truck crane class. Two recent models have become Link-Belt's most popular cranes in its truck crane range.

"The HTC-86110, with its recent introduction, is the top seller hot topic right now," said Curnutte. "The 86110 has a 110-ton capacity and has 164 feet of main boom, so it's all about reach when we really talk about anything. A close second is our tried and true HTC-86100 which is 100-ton capacity and has 140 feet of boom, which is just right underneath it."

What makes the 86100 desirable is it has the capability to transport with a little bit more counterweight than the 86110, Curnutte said.

"Reach, capacity and transportability are the key ingredients to your success," Curnutte continued. "The 164-foot boom on the HTC-86110 weighs a little more than the 140-foot boom on the HTC-86100, so it moves with less counterweight. So what we're doing is if you want something that transports a little better and you can live with that reach, the 100 is your machine. If you're wanting something with a little more reach, the 110 is yours, but may not have as much capacity with counterweight."

In a constantly growing, changing and competing marketplace, Curnutte put it best, "it's easy to get to the top, but staying at the top is the real challenge."



Launched as a prototype at ConExpo, the Terex T110 boasts travel speeds of up to 65 mph and a main boom reach of 197-feet. The crane is now in testing with the first units expected to ship in 2018.



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Articulating success

The articulating crane sector is growing as more users understand their attributes. **Hannah Sundermeyer** reports.



The North American market saw the Palfinger PK 165.002 TEC 7 loader crane for the first time at ConExpo in March.

As a Midwest girl spending her first year in a city of four million, it never ceases to amaze me just how often a height-defying skyscraper pops up on the Chicago skyline. Construction is a constant in Chicago and in small and large cities across the nation. A crane that is getting a lot of attention on many of these job sites dominates in capabilities, innovation and adaptation. Cue the articulating crane.

Articulating cranes – sometimes known as knuckle boom or loader cranes – are much more accepted today than they have been in the past, especially in the crane rental market, according to Bernie Faloney, CEO and president of Fasca International. Fasca sells articulating cranes built by the Italian manufacturer Fassi.

“This kind of crane was initially designed for a single use, to handle wallboard,” he said. “Today, they can be used in multiple applications such as general construction, roofing, cement work, re-bar handling, steel works, railroad construction and repair, marine applications, the oil and gas markets and many more.”

In congested metropolitan areas such as New York City, you can get better

accessibility with an articulated crane, as well as a bigger economic return than working with mobile or tower cranes, Faloney continued. These types of cranes can operate at 360 degrees without counterweights, and can set up and tear down quickly with comparatively few feet of overhead height.

While articulating cranes continue to increase in popularity, new applications and industries are developing, and mature markets continue to grow.

“We continue to see traditional stiff boom (telescopic) crane users converting to articulating cranes,” said Greg Sneek, product manager at Palfinger. “This is attributed to users who become aware of inherent advantages of articulated boom cranes such as ease of operation, increased payloads, fuel savings and working in confined spaces. In addition, articulated cranes have increased in reach and capacity to bridge the gap between the different types of cranes.”

Samuel Rooke, PM business unit manager for North America at Manitex International, believes that the market

for articulating cranes will continue to grow. The articulating market hasn’t been affected as much as the downturn seen in the telescopic or stick boom market over the past couple of years, Rooke said.

“I still think we’ll start to see more growth in the articulating crane market and that’s as people get more familiar with the articulating cranes versus the traditional stick boom cranes,” said Rooke. “The articulating market is growing and it’s nice to see that as people become more educated on the articulating product, they’re seeing the benefits of the crane itself versus where traditionally the stick boom crane has dominated the American market. The articulating crane is really starting to eat into some of that market share.”

Usage across the board

With the spaces getting tighter and buildings getting taller, it can be difficult to manufacture a machine to manage more intricate jobs across the board.

“Every year, new industries discover ways to use cranes to address lifting or moving challenges, like railroad repair, but from what I’ve seen, articulating cranes are still used primarily in the industries you might expect – construction (building materials delivery and deployment), oil and gas infrastructure, utilities and military,” said Faloney.

At Fasca, the models that are in the highest demand are those with lifting capacities between 33 and 45 ton meters, >40



Fassi cranes use a system called Jib Dual Power that restricts the length to which the individual sections can extend so that the full lift capacity of the jib isn’t compromised.

which can be used in a number of applications, like roofing and building materials, handling and transport, precast placement and trench plate work.

Fassi cranes use a system called Jib Dual Power (JDP) on its longer boom cranes (7 to 8 sections). JDP restricts the length to which the individual sections can extend so that the full lift capacity of the jib isn't compromised.

Manitex International's PM brand articulating cranes also utilize a power link system that optimizes the geometry of the crane, the boom and the cylinder by adding a "dog-bone" hinge point which allows the crane to maximize the verticalization of the load.

The dual power is important because it means the load chart remains constant.

"If you are picking a load, you have the capability to do so vertically without having to retract your boom in order to maintain capacity," Rooke explained.

The concrete sector is also where articulating cranes are being utilized.

"There's a lot of articulating crane growth in the concrete business and that's sort of a mid-range," Rooke said, "from a 30-ton meter to a 100-ton meter crane. In the high capacity and high reach cranes,

we've seen a lot of growth there. Especially in New York City and some of the big metropolitan areas across the U.S. So, that would be the 65-ton meter through 210-meter ton cranes that we offer at PM."

ConExpo played an important role for articulating crane manufacturers, allowing them to introduce many new products to new and old customers.

The Manitex booth was bustling with interest. At the same booth, traditional boom truck customers could also see the attributes of the PM articulating cranes.

"It was nice to see a lot of interest in our PM 210 high reach crane," said Rooke. "It's one of the largest cranes on the smallest platforms in the market. We had a ton of success around that crane and a lot of activity and interest."

The PM 210 is equipped with a jib specifically designed to allow reach over 147 feet horizontally and 164 feet vertically.

Designed for carrier vehicles with a maximum permissible gross vehicle weight of 70,547 pounds, the Palfinger PK 165.002 TEC 7 combines strength and reach.

"For the North American market, the new PK 165.002 TEC 7 offers tremendous

The Manitex PM 210 is equipped with a jib specifically designed to allow reach over 147 feet horizontally and 164 feet vertically.

advantages and industry leading technologies," explained Sneek. "The new model allows for its installation on Class 8 chassis, and when fully equipped with fly-jib and winch, has a total weight of less than 80,000 pounds. This weight savings reduces the need for special permits to transport the truck throughout areas in North America."



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Taking the guesswork out of cribbing.

Stacking

U.S. regulatory bodies and site owners continue to place emphasis on understanding ground conditions and using outrigger pads or crane mats to provide the necessary foundation support. This includes proper matting, cribbing and blocking.

While it's possible to determine pressures to be exerted by the crane onto the ground, for many lifts with smaller cranes, operators and crane crew members may not have that information readily available and are often left with determining the sufficiency of the ground and the current ground conditions. The most common way to solve the dilemma – and to help prevent catastrophic ground failure – is to use outrigger pads or crane pads. Accurately sized and appropriately engineered outrigger pads will increase the area of contact the crane has with the ground, thereby reducing the ground bearing pressure.

But what do you do if the ground is not

level under all outriggers and you don't have the time, equipment or materials to properly prepare the area? What if your work takes you to roadsides and ditches where the terrain is intentionally sloped? Typically, an operator's only job site options are stacking timbers or some sort of wood that can be found on site to provide height under the equipment's outriggers.

Wood is inexpensive and convenient, but its porous and fibrous structure has disadvantages that include unknown strength and rigidity properties. Using cribbing that is not engineered for crane outrigger use can result in cracking, breaking and splintering when exposed to outrigger pressure.

Engineered cribbing

ProStack, a new cribbing product from DICA, provides an engineered solution to these challenges.

"Introduced at ConExpo 2017, attendees seeing ProStack for the first time repeatedly said they had never seen anything like this before," said Kris Koberg, CEO. "ProStack is designed to provide height for operators in environments where there are significant changes in grade. It is designed to be used under boom trucks, digger derricks and aerial bucket trucks, or any equipment with outrigger loads that do not exceed 110,000 pounds," he said.

DICA's ProStack Cribbing Kit is composed of three basic parts: a base



Cribbing wedges are available when outriggers are set up on a slope to level the area under the ProStack Cribbing.





Operators can stack 6 by 12 by 24-inch cribbing blocks in alternating directions, up to 6 feet high. ProStack cribbing blocks lock together to create a more secure set-up under the outrigger foot.

up

outrigger pad, interlocking cribbing blocks and a high friction top grip pad. The base ProStack Outrigger Pad is manufactured with a pyramid-shaped surface that interlocks with the cribbing blocks. On top of the base pad, operators stack layers of 6 by 12 by 24-inch cribbing blocks with the pyramid-shape surface, that lock into the base pad. Lastly, a ProStack Grip Pad is placed on top of the stack to protect the pyramid surface on the cribbing blocks and provide a high friction surface for the outrigger foot. To aid in the set-up, ProStack wedges are available to fill the gap between the ground and the outrigger pad when the conditions call for it.



Once the desired height is achieved, a ProStack Grip Pad is placed on top of the stack to protect the pyramid surface on the cribbing blocks and provide a high friction surface for the outrigger foot.

As a leader in engineered ground support products since 1988, DICA continues to apply new technologies to outrigger pad and crane pad applications.

ProStack Cribbing boasts benefits that are hallmarks of DICA products, Koberg said. The product was designed to be strong and ergonomic, impervious to environmental conditions, manufactured from quality engineered materials and specifically suited to the job.

Among the first customers to put ProStack Cribbing to use is a major utility company.

"The main benefit is the ability to provide cribbing to our crews that meets OSHA requirements for a stable setup," said the transmission and substation safety coordinator.

He explained that wood cribbing breaks down over time, and to be stable, layers of wood need to be bolted together.

"But people rarely take the time to do that," he said. "With ProStack, the interlocking design is stable, we are working with a known rating and working load limit, and it works with our existing outrigger pads so that we don't have to carry another set of outrigger pads." ■

The more load exerted on the set-up the more it locks together, and the more it locks together the safer the set-up, according to DICA.



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Maxim Crane is committed to recognizing the customers regional and national needs. With over 48 branches and continued expansion, Maxim efficiently utilizes its national footprint and advanced fleet resources to mobilize cranes across the country to meet our customers needs. Maxim's fleet of over 2,500 cranes ensures availability nationwide with service, quick response time and unmatched safety. Maxim Crane is the largest coast-to-coast provider of crane rental and lifting services, engineering, specialized rigging, and heavy hauling capabilities in the USA.



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While the crane rental market in their respective regions is competitive and sometimes challenging, leaders of **ACT's** roundtable are committed to success.

Represented by crane companies in Georgia, Illinois and Oregon, *American Cranes & Transport's* 2017 Crane Rental Roundtable offers a strong snapshot of business activity across the United States.

Celebrating 70 years of continuous business, Portland, OR-based Ness Campbell Crane + Rigging is known throughout the Pacific Northwest for its crane, rigging and specialized transportation expertise. Most of Ness Campbell's employees have made lifelong careers with the company due to many reasons, according to John Anderson, president. All of the company's crane operators are NCCCO certified.

Serving Southeast Georgia and South Carolina and based in Savannah, GA, Tim's Crane & Rigging was started by Tim Marshlick in 1997. A crane industry veteran, Marshlick started working in the crane business when he was 15 years old, rising through the ranks as a crane oiler, operator, rigger, dispatcher and CEO. Today the company has 24 cranes ranging in size from 8 to 300 tons.

Tim's Crane & Rigging's core belief is in fostering strong, personal connections with its customers and employees, according to Kris Skinner, vice president and chief financial officer.

Celebrating 47 years of business, Imperial Crane Services is a stalwart in the Chicago region. Founded by John Bohne in 1969, the company has provided lifting services for premiere projects throughout the Midwest, including high-rise buildings, petroleum plants and heavy civil projects to name a few, according to the company. Since his father's passing in 2003, B. J. Bohne has led the company as president and CEO, growing the company from 80 employees to more than 500, and from 30 cranes to more than 250 today.

Imperial is Chicago's largest crane company, and the company has a young fleet and a strong reputation for being one of the safest crane companies in the

Committed to success

region, according to Lance Bohne, executive vice president.

We posed the same questions to our roundtable panel, including Anderson, Skinner and Bohne. Following are their answers.

HOW DO YOU CHARACTERIZE DEMAND FOR CRANE SERVICES IN THE REGION YOU SERVE?

Anderson: The work in the Pacific Northwest has been very busy for the last two years, so our utilization has been high, which in turn means the demand for cranes has been extremely high.

Skinner: So many factors determine the demand for cranes. Strength of the economy, time of year and weather are just a few that drive demand. We are seeing an increase in solar panel field construction as the use of energy increases, as well as infrastructure improvements.

Bohne: As long as the construction market is healthy, demand is going to follow. Demand is good.

WHAT IS THE HOTTEST CLASS OF CRANES IN YOUR MARKET?

Anderson: We see higher demand in the 60-ton boom trucks and large all terrain cranes with 300 tons capacity and over.

Skinner: The highest demand is for mid-sized all terrain cranes, mainly because they are so versatile. Customers love them and they request these cranes on their jobs.

Bohne: For Imperial it's large rough terrain cranes and crawlers.

WHAT IS THE WEAKEST CLASS OF CRANES?

Anderson: Crawler cranes.

Skinner: Truck cranes.

Bohne: Small to mid-sized rough terrain cranes that are 60-ton capacity and lower.

WHAT ARE THE MOST PREVALENT TYPES OF PROJECTS YOUR CRANES ARE WORKING ON?

Anderson: Refinery shutdowns, steel erection, wind maintenance, HVAC work, heavy civil projects and tree jobs. We cover all types of work.

Skinner: Anything and everything. Everyday jobs that keep us busy include HVAC jobs, cell towers and plant maintenance. We are thankful for these jobs. But occasionally we get that call for a fun job like supplying a crane on a movie set. It makes day-to-day operations interesting.

Bohne: Roads, bridges, plants, heavy

>46

The interesting thing about the crane rental market is that every day presents a different challenge.



JOHN ANDERSON,
President, Ness
Campbell Crane +
Rigging,
Portland, OR



Ness Campbell lifts a 100,000 pound heater stack removal utilizing a Manitowoc 2250 in Max-er configuration and rigging that incorporated an in-house designed halo bar.

industrial, refineries, commercial, infrastructures, the wind and power industry, mechanical, cellular and petrochemical projects.

HOW DO YOU DESCRIBE CRANE RENTAL RATES?

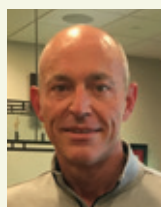
Anderson: Very competitive. Many companies are buying work to gain market share.

Skinner: Crane rental rates are driven by competing crane companies in your service area. Of course, you are going to have that one company that comes in and bids so low to get a job, but usually customers realize they are getting what they pay for. Great price doesn't always equal great service, and also the



Working alongside Lake Michigan is Imperial Crane Services' Liebherr LTM 1500 all terrain crane.

“Competitive rates among crane rental providers are a big challenge. There also is more equipment amongst competitors than there ever



has been.”

LANCE BOHNE,
Executive Vice
President, Imperial
Crane Services,
Chicago, IL

knowledge of how to safely perform a job.

Bohne: Soft. It is a competitive market and some crane companies are almost giving away work. We have seen a surplus of cranes and not enough work.

WHAT ARE THE BIGGEST CHALLENGES IN THE MARKET YOU SERVE?

Anderson: Qualified labor and risk management is a challenge. Regulations continuing to constrict our business such as what we see going on in New York and ARB regulations are a concern.

Another issue is the publicity that crane accidents draw and how it effects the way we work.

Skinner: Competition can be challenging in both good and bad aspects. Competition drives crane rental rates down as well as gives operators a wider choice of employment. On the other hand, friendly competition is there to help out in time of need.

We would like to see the younger generation take an interest in operating cranes. We are seeing a decline in the amount of people learning this field and certified operators will be in high demand in the future.

Bohne: Competitive rates among crane rental providers are a big challenge. There also is more equipment amongst competitors than there ever has been. This holds true especially in the Chicago market.

DO YOU EXPECT TO PURCHASE ANY CRANES IN THE COMING MONTHS?

Anderson: Yes. We have a new Liebherr LTM 1400 7.1-500 ton crane coming in June.

Skinner: That is usually determined mid-year. We sit down and look at the amount of construction that is in pre-planning phases in our area and look at the economy as a whole to determine our upcoming needs.

Bohne: Yes.

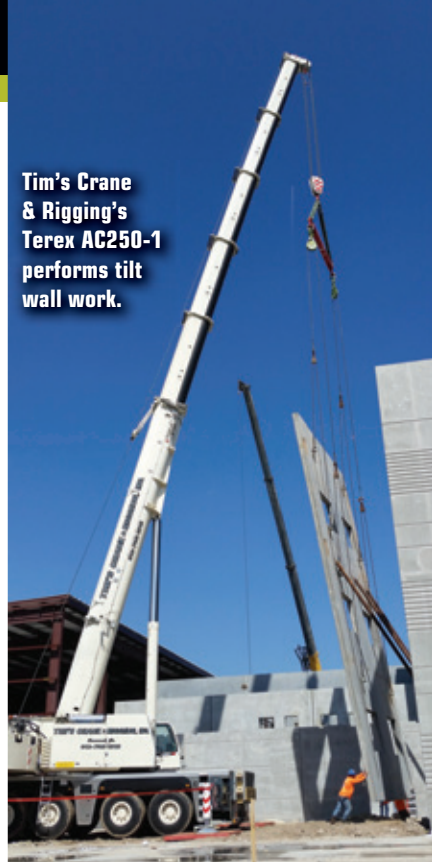
WHAT DISTINGUISHES YOUR COMPANY IN THE CRANE RENTAL MARKETPLACE?

Anderson: 70 years in business. Our commitment to safety, customer service and our employees.

We have the largest fleet of cranes in the Pacific Northwest along with the best operators covering work in both Washington and Oregon. [We provide] a full service package to our customers: lift, rig, haul and engineering.

Skinner: We are a small, family owned and operated crane rental company that

Tim's Crane & Rigging's Terex AC250-1 performs tilt wall work.



“Competition drives crane rental rates down as well as gives employees a wider choice of where to work.”



KRIS SKINNER,
Vice President/
CFO, Tim's Crane &
Rigging,
Pooler, GA

believes in strong, personal connections with our customers and employees. When a company becomes too large, we feel that personal service and trust is lost somewhere. We want our customers and employees to know that if something is needed, we are there to care of their needs.

Bohne: Imperial Crane has been recognized as one of the safest crane rental companies in the industry. Imperial has \$50 million in insurance which is ten times the industry standard. Imperial has over 250 pieces of equipment from 15 tons to 600 ton. Our average fleet is six to seven years old or younger.

Imperial Crane also has over 45 years of crane rental and sales experience. Imperial is also a dealer for Elliott, Pettibone, Tadano and our recent expansion of Merlo telehandlers.



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Topping out!

American Cranes & Transport presents its 12th annual **ACT100** Index of North America's top crane-owning companies.

BY THE NUMBERS

EMPLOYEES

29,289

BRANCHES

697

MOBILE CRANES

14,679

CRAWLER CRANES

2,935

TOTAL CAPACITY

2,365,967 tons

AREAS OF OPERATION:

REGIONAL

59

NATIONAL

31

WORLDWIDE

13

NEWCOMERS TO THE LIST

14



The 2017 **ACT100** is the most comprehensive ever. Comparing the 2017 **ACT100** to the 2016 **ACT100** reveals some interesting analysis.

First off, the **ACT100** total capacity grew substantially this year to 2,365,967 US tons, up 198,907 tons from 2,167,070 in 2016. Last year the total capacity only grew a mere 13,319 tons over 2015. The growth can be attributed to new, higher capacity cranes and fleet additions.

While this is good news, the market is still relatively flat. It's apparent companies on the list did a lot of consolidation and cut their workforces. The number of branches grew from 694 in 2016 to 697 this year. The number of employees fell from 33,772 in 2016 to 29,289 in 2017. This is the second year in a row

that employee totals fell. In 2015, the **ACT100** employee count was 37,040.

In terms of crawler cranes, the number of these units went down by 111 in 2017. Our list shows 2,935 crawlers in 2017 as compared to 3,046 in 2017.

Surprisingly, the number of mobile cranes also did not grow. There was actually a retraction in the number of these units. In 2016 we showed 14,913 mobile cranes and this year the total is 14,679. We understand a big sell off of rough terrain cranes may be a reason for the mobile crane total falling.

For the 12th time, Maxim Crane Works is Number 1 on the **ACT100**, with an estimated **ACT** index of 680,700 tons. This year we had to go with an estimate as Maxim is amid another large-scale acquisition that has not yet closed. Our

ACT100 2018

Submit information for the 2018 **ACT100** by emailing: d.annshiffler@khl.com

RANK 2017	RANK 2016	COMPANY NAME	HQ	BRANCHES	EMPLOYEES	SCOPE OF OPERATION	SENIOR CONTACT & TITLE
1	1	Maxim Crane Works*	USA	31	3,300	Worldwide	Bryan Carlisle, CEO
2	2	ALL Family of Companies (ALL Erection & Crane Rental)	USA	38	1,500	National	Michael L. Liptak, President
3	3	Lampson International	USA	8	300	Worldwide	William Lampson, President
4	5	Bigge Crane and Rigging Company	USA	17	932	National	Weston Settlemier, President/CEO
5	4	Mammoet North America	USA/Canada	23	1,400	Worldwide	Jan Kleijn, CEO
6	6	TNT Crane & Rigging	USA	43	1,500	National	Mike Appling, CEO
7	8	Barnhart Crane & Rigging	USA	45	1,200	National	Alan Barnhart, CEO
8	15	Buckner HeavyLift Cranes	USA	5	500	Worldwide	Doug Williams, CEO
9	9	NCSG Crane and Heavy Haul Services Corp.	Canada	26	1,000	National	Ted Redmond, President/CEO
10	11	W.O. Grubb Inc.	USA	11	375	National	William O. Grubb, President
11	24	Entrec Corporation	Canada	16	550	National	John Stevens, President/CEO
12	10	Deep South Crane & Rigging	USA	6	600	Worldwide	Mitch Landry, Vice President
13	13	J.F. Lomma Inc.	USA	8	185	Worldwide	James Lomma, President
14	16	Bragg Companies	USA	14	640	National	Ian Johnson, COO
15	14	Guay Inc.	Canada	20	500	National	Jean-Marc Baronet, President
16	19	Sims Crane and Equipment Co.	USA	14	480	Regional	Dean Sims II, President
17	18	Sterett Crane & Rigging	USA	8	120	National	Jonathan Spong, President
18	20	ML Holdings Company Crane Group	USA	19	476	National	Scott Wilson, President
19	21	Scott-Macon Equipment	USA	9	200	Worldwide	Robert B. Dimmitt, Executive Vice President
20	22	Marco Crane & Rigging	USA	6	187	National	Dan Mardian, Jr., President
21	30	Beyel Brothers Inc.	USA	8	324	Regional	Joseph D. Beyel, President
22	23	Imperial Crane Services	USA	7	250	Worldwide	B.J. Bohne, President/CEO
23	26	Allegiance Crane & Equipment	USA	10	375	Worldwide	James Robertson, President/CEO
24	25	Mountain Crane Service	USA	5	197	National	Paul Belcher, Owner
25	27	H&E Equipment Services	USA	32	2,000	National	Cary Burr, Senior Vice President of Cranes
26	31	Stevenson Crane Service	USA	3	175	Worldwide	Donna Stevenson, President
27	28	Utility One Source	USA	26	1,000	National	Fred Ross, President
28	33	Ring Power Crane*	USA	10	80	Worldwide	Dave Glass, Vice President/General Manager
29	38	NessCampbell Crane + Rigging	USA	9	250	Regional	John Anderson, President
30	29	Dozier Crane & Machinery	USA	4	35	Worldwide	Dozier Cook, Owner
31	37	Kelley Equipment of Florida Inc.	USA	3	160	Regional	Daniel H. Gold, CEO
32	35	Irving Equipment	Canada	12	130	National	David Irving, General Manager
33	36	Barcelona Equipment	USA	1	60	Regional	Bob Steiner, President
34	43	Northwest Crane Service	USA	8	95	National	Andy Hodges, President
35	34	Circle 8 Crane Services	USA	6	194	Regional	Bryan Ericson, President
36	47	Southwest Industrial Rigging	USA	4	170	National	Mike Madge, Vice President
37	40	Digging and Rigging	USA	6	212	Regional	James Gregory, Sr., President
38	NEW	Dielco Crane Service	USA	1	90	Regional	David Dieleman, President
39	42	Wagstaff Crane Service	USA	4	95	Regional	Jim Wagstaff
40	46	Transportes y Gruas Auriga	Mexico	5	200	National	Jose Cano
41	44	Capital City Group	USA	5	135	Regional	Brian Gibson, President/CEO
42	62	Big B Crane	USA	2	79	Regional	Daniel Basden, President
43	67	Vic's Crane & Heavy Haul Inc.	USA	4	200	Regional	Josh Horsch, Vice President
44	45	Fagioli Inc. (USA)	USA	3	90	Worldwide	Edoardo Ascione, President

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WEBSITE	MOBILE CRANES	CRAWLER CRANES	LARGEST CRANE	CAPACITY	ACT INDEX
maximcrane.com	2,540	475	Manitowoc 31000	2,535	680,700
allcrane.com	1,985	363	Manitowoc 21000	1,000	175,121
lampsoncrane.com	73	387	Lampson Transi-Lift LTL-3000	3,000	125,263
bigge.com	627	189	Liebherr LR 1750/2	827	123,623
mammoet.com	528	136	Mammoet PTC 200	5,000	99,689
tntcrane.com	570	51	Liebherr LTM 11200-9.1	1,300	80,117
barnhartcrane.com	409	29	Terex-Demag CC4000 RL	1,760	58,916
bucknercompanies.com	12	131	Liebherr LR 11350-P	2,000	56,923
ncsg.com	336	40	Liebherr LTM 11200-9.1	1,440	56,277
wogrubb.com	265	73	Liebherr LR 1750/2	825	50,465
entrec.com	169	20	Liebherr LR 1750	750	48,816
deepsouthcrane.com	208	22	TC-36000 VersaCrane	2,500	48,041
jflommainc.com	158	92	Manitowoc 18000 w/Maxer	826	43,238
braggcrane.com	319	31	Liebherr LR 1750/2	825	39,374
gruesguay.com	426	22	Liebherr LTM 11200-9.1	1,500	37,622
simsrane.com	291	43	Kobelco SL6000	600	37,499
sterettcrane.com	148	41	Terex CC2800-1	660	28,870
mlholdingscranegroup.com	198	21	Grove GMK 7550	550	26,309
smequipment.com	465	56	Terex AC140	170	25,430
marcocrane.com	190	21	Grove GMK 7550 w/Megawing	550	21,688
beyel.com	135	46	Terex Demag AC650	750	21,545
imperialcrane.com	195	35	Liebherr LTM 1500	600	19,000
allegiancecrane.com	131	14	Terex AC-500	650	18,694
mountaincrane.com	82	23	Liebherr LTM 1750-9.1	900	17,580
he-equipment.com	387	0	ManitowocGrove RT 9150	150	17,500
stevensoncrane.com	140	28	Manitowoc 18000 w/Maxer	826	16,886
utility1source.com	282	25	Terex AC250	250	14,060
ringpowercrane.com	110	26	Manitowoc 16000	440	13,657
nesscampbell.com	88	1	Liebherr 1500-8.1	600	12,850
doziercrane.com	40	59	Kobelco CK-2750G-2	275	12,740
kelleyequipment.com	52	34	Terex Demag AC500-2	600	12,725
irvingequipment.com	102	20	Liebherr LR 1750	827	12,180
barcelonacrane.com	51	40	Tadano ATF 400G-6	450	11,237
northwestcraneservice.com	30	4	Liebherr LR 11000	1,200	11,010
circle8services.com	65	0	Grove GMK 7550	550	10,700
swirusa.com	80	8	Grove GMK 7550	500	10,416
digrig.com	84	0	Liebherr LTM 1750-9.1	900	10,334
dielcocrane.com	65	13	Liebherr LR 1600/2	660	9,535
wagstaffcrane.com	71	2	Liebherr LTM 1750-9.1	900	9,512
auriga.mx	50	9	Manitowoc 18000	800	9,400
cgroup-inc.com	86	17	Grove GMK 7550	550	8,972
bigbcrane.com	36	31	Terex HC285	285	8,695
vicscrane.com	65	6	Demag CC2800 w/superlift wagon	660	8,438
fagioli.com	12	8	Liebherr LR 11350	1,500	8,300

*ACT estimate

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RANK 2017	RANK 2016	COMPANY NAME	HQ	BRANCHES	EMPLOYEES	SCOPE OF OPERATION	SENIOR CONTACT & TITLE
45	50	CraneWorks Inc.	USA	3	145	Regional	David Upton, Owner
46	49	R.H. Marlin Inc.	USA	1	75	Regional	Joe Fox, Vice President
47	54	Edwards Inc.	USA	5	421	Regional	Jamie Ezzell, Crane Division Manager
48	41	Burkhalter Rigging	USA	5	150	Worldwide	Delynn Burkhalter, CEO
49	48	Scott Powerline and Utility Equipment	USA	2	51	National	Jeffrey L. Johnson, Executive Vice President/COO
50	53	Erickson's Inc.	USA	4	65	Regional	Steve Erickson, President
51	77	Crane Works Inc.	USA	8	80	National	Keith Ayers, CEO
52	51	Thackray Crane Rental	USA	5	135	Regional	Mark Thackray, Operations/Safety Director
53	57	Clark Rigging & Rental Corp.	USA	3	50	National	David F. Clark, President
54	59	Ideal Crane Rental	USA	4	95	Regional	Robert Kalhagen, President
55	64	Giuffre Bros. Cranes Inc.	USA	5	36	Worldwide	Todd Proctor, Branch Manager
56	58	Blue Hat Crane	USA	4	68	National	Florian Rothbrust, Sr. Vice President
57	56	Wanzek Construction Inc.	USA	2	800	National	Kevin McCrory, Crane Operations Manager
58	63	Budrovich Contracting	USA	3	100	Regional	Eric Struckhoff, Vice President
59	61	Viant Crane	USA	2	30	Regional	David M. Lemke, President/COO
60	60	Hill Crane Service	USA	2	75	Regional	Ronald Hill, Vice President
61	70	J J Curran Crane	USA	1	40	Regional	Larry Curran, President
62	71	JPW Companies	USA	1	150	National	Dave Schwalm, Executive Vice President
63	65	Alamo Crane Services	USA	2	70	National	Marvin Ohlenbusch, COO
64	66	Kirby-Smith Machinery	USA	10	400	National	Ben Graham, Vice President
65	69	Connelly Crane Rental Corp.	USA	3	63	National	Michael Connelly, President
66	68	Axis Crane	USA	3	110	Regional	Travis L. Wilt, President
67	75	Crane Service Company	USA	7	145	Regional	Brian Mazzella, Vice President
68	73	Rocky Mountain Crane Service Inc.	USA	2	12	Regional	Ken Sustrich, President
69	76	G.A. West & Co.	USA	4	1,100	National	Gary A. West, President
70	78	AME Inc.	USA	4	250	National	Mike Davis, Vice President, Crane Division
71	74	Alliance Riggers & Constructors	USA	1	50	Regional	Phillip Cordova, General Manager
71	NEW	Bengal Crane & Rigging	USA	2	150	Regional	Shane Tubre, Owner
71	84	LaGrange Crane Service	USA	1	36	Regional	Judith Mooncotch, President
72	NEW	Landwehr Construction	USA	2	200	Regional	Pat Herron, Crane Manager
73	NEW	McRay Crane & Rigging	USA	1	56	Regional	Calvin Jones, Executive Director
74	81	A Quick Pick Crane Service	USA	1	40	Regional	George Schrade, President
75	83	I.B. Dickinson & Sons	USA	3	45	Regional	Donald Dickinson, President
76	80	JK Crane	USA	1	20	Regional	Jennifer Gabel, Owner
77	86	Southern Crane	USA	2	41	Regional	Earl Johnson III, President
78	87	Atlas Crane Service Inc.	USA	2	27	Regional	Zach Prentis, President
79	85	Anglemyer Crane	USA	1	35	Regional	John Anglemyer, Secretary/Treasurer
80	NEW	Tim's Crane & Rigging	USA	1	26	Regional	Tim Marshlick, President/CEO
81	NEW	Custom Service Crane	USA	5	45	Regional	Randy Huffman, Owner
82	82	Taylor Crane & Rigging	USA	2	82	National	Jim C. Taylor, Jr., President
83	NEW	Crane Rental Company Inc.	USA	1	55	Regional	Michael Scott, President
84	NEW	Rozell Industries	USA	6	200	Regional	Gordon Nygaard, Manager
85	88	Benchley Contracting & Rental Corp.	USA	2	10	Regional	Brian Benchley, Vice President
86	NEW	D.C. Crane Service	USA	1	16	Regional	Daniel Connor, President
87	91	Jcrane Inc.	USA	1	25	Regional	Jack Stull, President
88	90	Mansfield Crane Service Corp.	USA	3	20	Regional	Trapper Wyman, Owner

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WEBSITE	MOBILE CRANES	CRAWLER CRANES	LARGEST CRANE	CAPACITY	ACT INDEX
craneworks.com	160	3	Liebherr LTM 1400-7.1	500	7,887
rhmarlin.com	70	13	Manitowoc Grove GMK 7550	550	7,480
edwardsinc.com	88	0	Demag AC 500-2	600	7,286
burkhalter.net	20	17	LR 1600/2	660	7,250
scottpowerline.com	121	78	Tadano Mantis GTC-1200	130	7,192
ericksonsgr.com	23	9	Liebherr LTM 1750	827	7,148
crane-works.com	294	0	Demag AC22-5	245	7,040
thackraycrane.com	133	7	Liebherr LTM 1400-7.1	500	6,806
clarkrigging.com	63	3	Terex AC500-2	600	6,088
idealcranerental.com	68	6	Grove GMK 6350	350	6,038
giuffre.com	212	0	Liebherr LTM 1090/2	110	5,800
bluehatcrane.com	39	14	Manitowoc 2250 S3	330	5,600
wanzek.com	18	14	Demag CC3800	715	5,598
budrovich.com	54	5	Grove GMK 7550	550	5,409
viantcrane.com	34	10	Manitowoc MLC300 S3	386	5,354
hillcrane.com	39	0	Liebherr LTM 1400-7.1	500	5,120
jjcurran.com	54	0	Manitowoc Grove GMK 6400	450	4,875
jpwccompanies.com	20	5	Terex AC500-2	600	4,610
alamocrane.com	38	1	Liebherr LTM 1400-7.1	500	4,588
kirby-smith.com	92	4	Grove RT 9130E	130	4,556
connellycrane.com	49	9	Liebherr LTM 1300-1	360	4,533
axiscrane.com	18	5	Grove GMK 7550	550	4,493
craneserviceco.com	29	3	Grove GMK 7550	550	3,831
rockymountaincrane.com	13	0	Liebherr LTM 1800	1,000	3,570
gawest.com	20	10	Manitowoc 16000 w/Maxer	440	3,303
ameonline.com	28	0	Grove GMK 7550	550	3,115
allianceriggers.com	30	8	Liebherr LR1300	330	3,000
bengalindustries.com	12	0	Terex AC-500	625	3,000
lagrangecrane.com	23	0	Grove GMK 7550	550	3,000
landwehrconstruction.com	18	3	Terex ACT 350/6	400	2,975
mcraycrane.com	22	0	Terex AC250	300	2,558
aquickpickcrane.com	27	2	Liebherr 1350 6.1	400	2,423
ibdickinson.com	19	0	Liebherr LTM 1400-7.1	500	2,356
jkcrane.com	15	2	Manitowoc GMK 7550	550	2,345
southern-crane.com	19	0	Liebherr LTM 1200-5.1	240	2,290
atlascraneserviceinc.com	22	0	Liebherr LTM 1300-6.2	360	2,205
anglemeyercrane.com	27	1	Grove GMK 6350	350	2,170
tims Crane.com	21	3	Terex AC250-1	300	2,093
customservicecrane.com	27	0	GMK275	275	2,062
taylorcrane.com	22	2	Liebherr LTM 1220-5.2	265	2,024
cranerental.net	23	0	Liebherr LTM 1350-6.1	400	2,004
rozellind.com	11	0	Tadano ATF 400G-6	450	1,471
benchleycrane.com	13	0	Liebherr LTM 1350-6.1	400	1,385
dccrane.com	11	5	Link-Belt LS0218HSL	110	1,220
jcrane.com	10	0	Grove GMK 5275	275	1,159
mansfieldcrane.com	7	0	Grove GMK 5275	275	1,100

*ACT estimate

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RANK 2017	2016	COMPANY NAME	HQ	BRANCHES	EMPLOYEES	SCOPE OF OPERATION	SENIOR CONTACT & TITLE
89	97	PSC Crane & Rigging Inc.	USA	4	150	Regional	Randy Sever, Executive Vice President
90	94	Industrial Truck & Crane Inc.	USA	1	20	Regional	Soni Graff, President
91	NEW	Iron Stag Crane Service	USA	1	19	Regional	Ned Eisenhart, President
92	NEW	Davco Ltd.	USA/Canada	2	250	Regional	David Faas, President
93	92	Waggoner Equipment Rental	USA	1	25	Regional	Alana Yount, Operations Manager
94	95	Zartman Industrial Services	USA	1	120	Regional	Timothy Clark, VP Operations
95	96	Runnion Equipment Company	USA	2	38	Worldwide	Patrick Runnion, CEO/Mike Prohot, President
96	NEW	Carl Belt Inc.	USA	2	150	Regional	David Madden, Executive Vice President
97	98	Patriot Crane & Rigging	USA	1	35	National	Cody Olsen, Scott Shamburg, Owners
98	99	Dura Crane	USA	1	12	Regional	Greg Duralia, President
99	NEW	Advanced Rigging & Machinery Movers	USA	1	30	Regional	Matthew Hinty, President
100	NEW	Custom Crane Solutions	USA	1	4	Regional	Darrin M. Caldwell, Vice President

EDITOR'S NOTE: Every attempt was made to assure the information in the **ACT100** is correct and accurate. The editors of **ACT** and employees of KHL Group Americas do not assume responsibility for errors, omissions or erroneous information.

estimate is based on deals that did close in 2016-2017, including the acquisition of AmQuip and Essex Crane Rental. With those acquisitions Maxim's **ACT** index grew by an estimated 242,611 tons, from 438,089 tons in 2016. Maxim's total fleet size of mobile and crawler cranes is and estimated 3,015 units.

Number 2 on the list is the All Erection Family of Companies posting an index of 175,121, slightly down from their 2017 index of 178,121. Lampson International remained at Number 3 while Bigge jumped to Number 4 and Mammoet North America moved to Number 5.

The 2017 **ACT100** welcomes 14 new companies to the list, with Dielco Crane Service entering at Number 38, Bengal Crane & Rigging at Number 71, Landwehr Construction at Number 72, McRay Crane & Rigging at Number 73, Tim's Crane & Rigging at Number 80, Custom Service Crane at Number 81, Crane Rental Company at Number 83, Rozell Industries at Number 84, D.C. Crane Service at Number 86, Iron Stag Crane Service at 91, Davco Companies at Number 92, Carl Belt at Number 96, Advanced Rigging and Machinery Movers at 99 and Custom Crane Solutions rounding out the newcomers at number 100 on the **ACT100**. There are actually 102 companies on the list this year because of a three-way tie at Number 71 between Alliance Rigging & Constructions, Bengal Crane & Rigging and Lagrange Crane Service.

Mergers and acquisitions continue to impact the **ACT100** with long-time companies missing this year as they were folded into some of the larger firms.

Top gainers on the **ACT100** are Buckner Heavy Lift, which moved from 15 to 8; Entrec Corporation, which moved from 24 to 11; Beyel Brothers from 30 to 21; Kelley Equipment of Florida from 37 to 31; Northwest Crane Service from 43 to 34; Southwest Industrial Rigging from 47 to 36; Transportes y Gruas Auriga from 46 to 40; Big B Crane from 62 to 42; CraneWorks Inc. from 50 to 45; Edwards from 54 to 47; Crane Works Inc. from 77 to 51; Clark Rigging from 57 to 51; Ideal Crane Rental from 57 to 53; Giuffre Bros. from 64 to 55; JJ Curran from 70 to 61; Connelly from 69 to 64; Crane Service from 75 to 67; LaGrange Crane from 84 to 71; A Quick Pick from 81 to 74; I.B.



Dickinson from 83 to 75; JK Crane from 80 to 76; Southern Crane from 86 to 77; Atlas Crane from 87 to 78; Anglemeyer

Top 10 Largest crawler fleets

RANK 2017	COMPANY NAME	WEBSITE	CRAWLER FLEET
1	1 Maxim Crane Works	maximcrane.com	475
2	3 Lampson International	lampsoncrane.com	387
3	2 ALL Family of Companies	allcrane.com	363
4	4 Bigge Crane and Rigging Company	bigge.com	189
5	5 Mammoet North America	mammoet.com	136
6	8 Buckner Heavy Lift Cranes	bucknercompanies.com	131
7	13 J.F. Lomma Inc.	jflommmainc.com	92
8	49 Scott Powerline and Utility Equipment	scottpowerline.com	78
9	10 W.O. Grubb Inc.	wogrubb.com	73
10	30 Dozier Crane & Machinery	doziercrane.com	59



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WEBSITE	MOBILE CRANES	CRAWLER CRANES	LARGEST CRANE	CAPACITY	ACT INDEX
pscind.com	12	0	Liebherr LTM1250	300	1,050
itccrane.com	15	0	Grove 6300L	350	1,045
ironstagcrane.com	8	0	Grove GMK 6300L	350	995
davcoltd.com	13	1	Link-Belt ATC3250	250	961
waggonerequipment.com	25	0	Grove RT9130E	130	876
zartman.com	12	0	GMK 5225	225	862
runnionequipment.com	28	0	National NBT45	45	729
thebeltgroup.com	10	0	Demag AC120	165	672
patriotserviceinc.com	6	0	Link-Belt 3275	275	620
duracrane.com	7	0	Grove GMK 5275	275	610
advanced-rigging.com	9	0	Grove 1012D	18	132
ccranesolutions.com	2	0	National 1400	33	59

*ACT estimates

from 85 to 79; and PSC Crane & Rigging from 97 to 89. No companies made substantial drops on the **ACT100**.

The largest crawler crane fleet in North America now belongs to Maxim Crane Works with 475 of these units. Lampson International has had the largest crawler fleet for 11 years, but Maxim's aggressive acquisition strategy allowed them to jump to Number 1. Maxim also has the largest mobile fleet with 475 units followed by ALL Erection with 1,985 mobile crane units.

The largest crane on the **ACT100** is Mammoet's 5,000-ton capacity PTC 200 DS. Other heavy lift cranes on the **ACT100** are the 3,000-ton capacity Lampson LTL-3000 and the 2,500 ton TC-36000 Versa Crane owned by Deep South Crane & Rigging. And as said previously, Buckner HeavyLift's new

2,000-ton capacity Liebherr LR 11350-P makes its debut on the top 10 list. Buckner added two new 2,000-ton capacity Liebherr LR 11350-P models to its fleet this year. In the top 10 largest capacity cranes, Liebherr had the most on the list with six.

In terms of the most popular cranes in the category of largest crane in fleet the Manitowoc brand ranks highest. There are 38 Manitowoc, Grove or National branded cranes on the list and 35 Liebherr branded cranes listed as the largest crane in fleet. There were 17 Terex/Demag models, three Tadanos, three Link-Belts and two Kobelcos. The most popular crane is the Manitowoc Grove 7550 with 12 companies reporting this is the largest crane in their fleet. In some cases differing capacities were listed for the same machines. We rely on the



information supplied to us in determining these capacities as rigging variables can change these totals.

Methodology

ACT sent surveys to close to 500 companies in the U.S., Canada and Mexico. While the **ACT100** is much more comprehensive than it was when we started it 12 years ago, we realize there are probably 10 to 15 major crane-owning companies not represented on the **ACT100**. Some companies do not want to share information about their fleets and we respect their decision.

You will see an asterisk by two companies. For these entries, we didn't necessarily get updated information and instead relied on an estimate formula based on data obtained last year and

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Top 10 Largest mobile fleets

RANK 2017	COMPANY NAME	WEBSITE	MOBILE FLEET
1	1 Maxim Crane Works	maximcrane.com	2,540
2	2 ALL Family of Companies	allcrane.com	1,985
3	4 Bigge Crane and Rigging Company	bigge.com	627
4	6 TNT Crane & Rigging	tntcrane.com	570
5	5 Mammoet North America	mammoet.com	528
6	19 Scott-Macon Equipment	smequipment.com	465
7	15 Guay Inc.	gruesguay.com	426
8	7 Barnhart Crane & Rigging	barnhartcrane.com	409
9	25 H&E Equipment Services	he-equipment.com	387
10	9 NCSG Crane and Heavy Haul Services Corp.	ncsg.com	336

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through other sources. All of these companies on the list were contacted, some several times, and given the opportunity to supply fleet information and related data. In some cases, in the largest crane category, differing capacities were listed for the same machines. We rely on the information supplied to determine these capacities as rigging variables can change the capacity of the crane.

Because the vast majority of crane-owning companies are privately held,

ACT Top Lists

American Cranes & Transport presents four top lists each year. In our June issue is the largest, the **ACT100** list of North America's largest crane-owning companies. In the August issue is the **ACTTOWERCRANE50**; in the December issue is the **ACTTRANSPORT50** and in the March issue is the **ACTSPECIALIZEDLIFTING50**. If you would like to participate in any or all these lists please email D. Ann Shiffler, editor, at d.annshiffler@khl.com.

it can be difficult to obtain and verify figures, although we do approach independent industry sources for

assistance and use related web resources and research when we use an estimate.

Disclaimer

American Cranes & Transport relies on the integrity of the companies that participate in this list, wholly assuming that the information they provide is accurate and truthful to the best of their knowledge. We work to insure the accuracy of the information provided but take no responsibility for errors or omissions. We will continue to work to make the **ACT100** the most comprehensive list of crane-owning companies in North America. Companies are ranked by their **ACT100** Index, which is calculated by adding together the maximum lifting capacities in U.S. tons of all crawler cranes and mobile cranes in a company's fleet. ■

Top 10 Largest cranes

	RANK 2017	COMPANY NAME	LARGEST CRANE	CAPACITY
1	5	Mammoet North America	Mammoet PTC 200	5,000
2	3	Lampson International	Lampson Transi-Lift LTL-3000	3,000
3	1	Maxim Crane Works	Manitowoc 31000	2,535
4	12	Deep South Crane & Rigging	TC-36000 VersaCrane	2,500
5	8	Buckner HeavyLift Cranes	Liebherr LR 11350-P	2,000
6	7	Barnhart Crane & Rigging	Terex-Demag CC4000 RL	1,760
7	15	Guay Inc.	Liebherr LTM 11200-9.1	1,500
7	44	Fagioli Inc. (USA)	Liebherr LR 11350	1,500
8	9	NCSG Crane and Heavy Haul Services	Liebherr LTM 11200-9.1	1,440
9	6	TNT Crane & Rigging	Liebherr LTM 11200-9.1	1,300
10	34	Northwest Crane Service	Liebherr LR 11000	1,200

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TNT Crane & Rigging was tasked with lifting and rigging a new aquarium exhibit into a 10-story glass pyramid.

Rigging a rig



The counterbalance beam is visible through the glass and at the 8 by 8-foot opening. The working platform can be seen through the glass.



The centerpiece of Galveston, TX-based Moody Gardens is a glass aquarium pyramid that rises 10 stories amid other entertainment attractions including a zoo, golf course, hotel and amusement park. In 2015, a \$37 million renovation of the aquarium was initiated. One of the key new attractions was the addition of a two-story scale model of a Gulf of Mexico off-shore oil production rig. The exhibit provides visitors with an up-close view of the ecosystem and marine life found around offshore platforms.

The exhibit involved the placement of a large, cylindrical aquarium around the steel leg or column of an oil platform. Gilbane Builders was the general contractor that approached TNT Crane & Rigging about setting the large aquarium inside the aquarium pyramid.

The challenge was to lift a 15,000 pound, two-section glass aquarium tank up and over the steel oil platform leg. To perform the lift, an 8 by 8-foot section of the glass had to be removed from the exterior of the pyramid structure to allow for the lift that was 90 feet above grade and 9 feet off center of the steel platform leg.

"Potential safety hazards had to be

Riggers applied tension to the tag lines to keep from bumping the artificial vegetation on the rig leg/column. The load was lowered to just two inches above the sealing joint.

reviewed both inside and outside the glass structure," said TNT CEO Mike Appling.

TNT's specialty rigging team determined that using its 10-ton counterbalance beam would be the best option plus specialty rigging for the load, Appling explained.

"The TNT beam is a custom-design device which offers three-dimensional control and includes enhanced safety controls to prevent load loss," he said "The counterbalance is held with a crane to assist in moving and positioning the load and controlled using an air-powered hydraulic system. An operator maintains stability using a remote device."

Engineered solution

TNT's team needed to develop a way to safely lift the aquarium sections 90 feet below the beam. To address this problem,



TNT's team added a 10-ton, air-powered, remote controlled chain fall to the rigging point of the counterbalance beam. TNT's professional engineer designed a system so that the chain fall was connected to square

rigging, supporting four points of the aquarium tank sections.

The lift radius for this job was 210 feet with a total load of 39,000 pounds.

From its fleet, TNT chose its 625-ton capacity Liebherr LTM 1500. The crane was rigged with 121 feet of main boom and 207 feet luffing jib and had a capacity of 47,700 pounds.

"There were some concerns with load control with 85 feet of rigging below the counterbalance beam," said Appling. "A trial-run lift was set up in the TNT Houston yard to test the ability to lift and counter balance. The system passed all our tests."

Prior to all work a Job Safety Analysis (JSA) was developed for the lift and reviewed and signed off on by all



The Liebherr LTM 1500 held the TNT counterbalance beam at the top of the glass Aquarium Pyramid at Moody Gardens in Galveston, TX.

load was lifted and the beam was leveled, the air hoist was able to lift the aquarium section straight up until it cleared the column height.

"The crane was then able to boom down and start positioning the aquarium section over the column," said Appling. "Using tag-lines, the riggers kept the load very steady. When the section was positioned at center of the column, the load was lowered by the air hoist."

Riggers applied tension to the tag lines to keep from bumping the artificial vegetation on the rig leg/column. The load was lowered to just two inches above the sealing joint.

At this point the counterbalance

beam operator slowly moved the counterweights forward to allow the load to rest gently on the seal joint. This proved to work better than the air hoist for the final set. The load was disconnected and repeated for the second section.

The entire lift was completed in one day without incident.

"The customer was extremely pleased with the engineering and professionalism of the TNT team," Appling said. "This job required a highly engineered solution to a highly technical problem. Our team had the technical know-how and the hustle to get this job done safely and without incident."

participants involved in the project.

The general contractor was able to open the wall into the lobby area so the aquarium sections could be skated inside the pyramid and staged.

"This allowed us to make a more controlled lift instead of lifting the sections outside of the pyramid," said Appling. "Once the glass was removed at the top of the pyramid a work platform was installed and we positioned our counterbalance beam operator at the opening. He was in control of the counterbalancing of the beam and load and operated the air hoist. Our rigging crew was positioned at ground level to rig onto the aquarium sections."

Using radio communication, the rigger directed the counterbalance beam operator to position the beam over the aquarium section and lower the air hoist hook. All rigging lengths had been predetermined and tested. Rigging was attached and the air hoist was raised to take out the sling slack.

The counterbalance beam operator could then traverse the counterweights to counter balance the load. Once the



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Moving a huge oak tree required skill and thoughtful preparation by the Bragg Heavy Transport team.

The weight of the boxed tree with the beams was 750,000 pounds, which would mean the use of a powerful, versatile and high capacity transportation system.



A lovely tree

A sprawling and gorgeous oak tree, estimated to be more than 100 years old, stood in the way of a developer in Southern California. But that state has a “protected tree” program that calls for such heritage trees to be

relocated rather than cut down.

Bragg Heavy Transport has become a specialist in tree relocation, although safely moving a giant tree and its roots is never routine. This particular tree was boxed up into a 30 by 30 by 7-foot

transport box with six 50-foot support beams. The weight of the boxed tree with the beams was 750,000 pounds, which would mean the use of some powerful transportation.

Heavy Transport chose to use its two



The total combined weight of the tree and equipment was 1,300,000 pounds.



8-axle Goldhofer THPH platform trailers set up in a double wide configuration. They rigged their two Prime Movers with 110,000 pounds of counterweight ballast on each. The project involved loading, securing, transporting and final set at the new tree location about 1.6 miles away. Total combined weight of the tree and equipment was 1,300,000 pounds.

The route had challenges galore, mainly because it was unpaved and there was an elevation change of 103 feet. The final placement of the tree was 78 feet higher than its original position for the past 100-plus years.

"The path of travel did not exist," said Heavy Transport's Kevin Reese. "To complete this move, a road had to be cut into the undeveloped land. The road created was a little more than 50 feet wide and had a variety of inclines and declines that ranged between flat and 9 percent grade. The roadway was dirt and compacted using standard dirt working equipment."

Combined efforts for this move totaled

The final placement of the tree was 78 feet higher than its original position for the past 100-plus years.



more than 8,000 man hours to ensure the tree was boxed and secured properly for transport, and that the road was built in a manner to ensure that the project was completed safely and efficiently.

Given that hydraulic platform trailers were being used, the Heavy Transport team had the ability to adjust the trailer to complete the move safely.

"The innovative means and methods for loading and unloading these types of hauls are the key to a safe move," said Reese. "The tree was prepared in a manner that allowed us to back underneath it and pick up the tree with our trailer versus picking up and loading it with a crane or gantry."



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Making work cool

How to improve the perception of the skilled trades.

For its 2017 annual survey, the Associated General Contractors (AGC) found that even more employers anticipate difficulty finding and retaining qualified help than they did last year.

The AGC is a big proponent of increased funding in schools around the nation – to enhance and inspire the next generation of construction and transport workers. As Josh Cable pointed out in a recent piece for Body Shop Business, at the end of 2016, there were 325,000 job openings in U.S. manufacturing, out of 5.5 million total job openings (according to the U.S. Bureau of Labor Statistics). And about 75 percent of those job openings don't require a four-year degree.

Cable also underlined TV host Mike Rowe's (Dirty Jobs) ongoing efforts to spotlight the skills gap. Rowe has gone so far as to articulate: "... to make America great again, we have to make work cool again."

Rowe's message to the last two presidents has centered around the notion that the only way to solve the skills gap in the trades is to change America's fundamental perception of the skilled trades.

In a piece last year on Fox, Rowe emphasized: "The core problem is nobody really knows how to talk about the skills gap, because there's a belief and a narrative in the country that says we can cure unemployment by creating more opportunity, and obviously there's some truth to it, but the skills gap has

nothing to do with unemployment. You can have all the opportunity and all the training in the world, but if you don't have an underlying appreciation for the work – if you're not talking about jobs that people affirmatively aspire to – you're gonna be pushing the boulder up the hill."

Rowe also told Congress earlier this year: "When we took shop class out of high school, we sent an unmistakable message to an entire generation of students – that a whole category of jobs was simply not desirable. Is it any wonder those are the very jobs that go begging today?"

He added that the skills gap will never close until that perception is corrected: "We need an educational system that re-embraces and reaffirms the importance of the vocational arts."

Training for opportunity

Kim Slowey, at ConstructionDIVE, however, recently pointed out that, while training is critical, career training takes time – so how do companies build and maintain a qualified, reliable workforce at present, while simultaneously advocating for the next generation?

One strategy, Slowey asserted, involved contractors providing learning and training opportunities of their own – leadership development programs that attract future staff members and keep existing ones happy and fulfilled.

Another involves training, shadowing and mentoring – where those who have displayed future-leader characteristics are nominated within the company and

go through a short, formal program in which they can sharpen their skills within a group.

Allowing employees an opportunity to become eligible to participate in the company's employee stock ownership plan after a certain point is another strategy worth considering, she described.

And, of course, Millennials will make up 75 percent of the workforce by 2020. Slowey's piece reiterated that the new generation wants a lot more feedback and engagement with the company. Millennials want a broader sense of the business – and are turned off at the thought of toiling away at the same position for a long time, without much room for vertical growth. They tend to gravitate towards tech-savvy organizations that understand flexibility, feedback and appreciation within the workplace.

If nothing else, this group has shown an ability to move and effect change by organizing together. If we want them to use those skills, and find satisfaction in careers that literally move and build the world, it's our job to get them looking in the direction of industry.

CHIEF EXECUTIVE OFFICER



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Advocacy highlights

SC&RA expands advocacy in first half of 2017. **Mike Chalmers** reports.

At the midway point of 2017, SC&RA has already amassed a productive range of advocacy highlights.

On the transportation side, the Association is excited about four key initiatives underway with the Federal Highway Administration (FHWA).

“Two of the four FHWA initiatives comprise actual contracts the FHWA put out – involving pilot cars and

permit systems,” said J Rozum (MSA Delivery Service and SC&RA 2016-17 Transportation Group Chair).

In the last couple years, SC&RA has been procured as a sub-consultant for a contract involving the updating of FHWA pilot car best practices, law enforcement best practices, a first-of-its-kind national pilot training curriculum and a first-of-its-kind roadmap for possible and national pilot certification.

“And in regards to the second contract, FHWA put out a request for proposal late last year, and SC&RA was again selected as a sub-consultant for a project that will produce a FHWA-endorsed listing of best practices of state automated permit systems,” Rozum noted.

Adding that the Association has made great progress within the last five to ten years – in relation to having some semblance of a state-automated permitting program, SC&RA Vice President Steven Todd explained, “We’re seeing more states become efficient with their permitting systems, and I think we’ve been successful in advocating to the Federal Government that it’s important to document those best practices.”

The other FHWA initiatives involve two committees: The National Coalition on Truck Parking and the Emergency Work Group.

“These are two national committees that have been formed in the last year and a half,” said Todd. “We advocated to have a seat on each, and were successfully selected.”

The Coalition on Truck Parking formed about a year ago, and it’s starting to heat up.

“These gatherings address unique challenges our industry faces in considering truck parking – and focus on having an ever-productive impact within these conversations,” explained Rozum.

Working in harmony

The Emergency Work Group was primarily designed for the Federal Government to recommend best practices to all 50 states – as to how states, as well as the industry, can efficiently maneuver emergency response vehicles during times of national and locally declared emergencies.

“Obviously, much of it falls within the realm of legal loads,” said Rozum, “but there are also specialized loads – like emergency transformers that need moved between utility stations. It’s important for SC&RA to be a part of the coordination and harmonization between states for more efficiently moving oversize loads during times of declared emergencies.”

Todd expressed sincere appreciation

SC&RA's staff and members advocate at both the state and national levels on key issues impacting the crane and rigging industry.





In the transportation arena, SC&RA is working on four key initiatives with the Federal Highway Administration.

for Federal DOT's Crystal Jones, John Berg and Larry Minor, "... for what I believe to be an unprecedented amount of involvement, interest and collaboration in the past three years on issues specifically affecting the specialized transportation industry."

Crane and rigging advocacy

"Staff, along with our members, advocate daily at both the state and national levels on key issues impacting the crane and rigging industry," stated Beth O'Quinn, SC&RA Senior Vice President. Regarding the MSHA (Mine Safety and Health Administration) vs. Sims Crane issue, SC&RA believes it is important to continue to fight the administrative law judge's determination that a "spreader bar is part of the load." Bill Smith (NBIS) said the determination could have a serious impact on the industry moving forward.

"The MSHA inspector in this case presumed/assumed the spreader bar was a load on the crane. If this citation sticks, then any kind of below-the-hook lifting device could become part of the load – and workers can't conceivably do their job, because they won't be able to attach loads to various lifting devices."

Smith said if Sims loses the case, it's going to be difficult for anyone to connect a load to a crane with anything that's considered a load above their head. "By definition, if I can't be underneath a spreader beam, then I can't be underneath a block or a ball either – so it opens up a wide range of contradictions and challenges.

"Our argument concerns the interpretation, and we've got to continue that," he emphasized. "SC&RA has been very helpful in joining forces with Sims Crane, the Crane Owners Association, the Mobile Crane Operators Group and other members of the Association to correct this misinterpretation. We've got a lot of support industry wide, but we've got to keep the argument active."

A driving force

New York City Safety Bills is another headline that continues to garner a lot of attention from SC&RA members. Peter Juhren (Morrow Equipment) provided perspective on potential impacts, as well as the importance of working together with other SC&RA members to obtain equitable and fair regulations that industry can comply with.

"Whenever local or state regulations conflict with federal regulations, the compliance issue becomes important, especially for companies that work in several different states," he said. "The New York City bills have some merit, but the age limitation is one that research by leading renowned experts have repudiated with long-range statistics, showing that the age of the crane has never been the factor in a crane accident. In addition, if the city adopts this regulation, other regulatory authorities may see this as the 'norm,' and adopt as well."

Juhren noted that in 2016, a bill was proposed in Cincinnati for the same restriction of age, but was rejected after review of quantifying proof that age

has no bearing on the safety of a crane. Additionally, the same proposal was knocked down by California OSHA in 2005.

"SC&RA members have been strongly united in the discussions regarding the bills in front of the New York City Council," Juhren pointed out. "We want to ensure that safety is paramount, and that regulations must be reasonable and be in a manner the industry can comply with. Politicians must listen to their constituents, regulators to the laws written and the crane industry must comply with the outcomes of these decisions."

Portable weigh scales is another topic that has received a fair share of examination thus far in 2017. John Mummert (ALL Erection & Crane Rental) indicated that, while there are many different crane manufactures calling their suspensions by different names, the principle behind them is all the same. "Cranes try to stay level driving down the road by using pneumatic, gas or hydraulic technologies. Tractor trailers or trucks don't communicate to the suspension while driving down the road. They utilize air to provide comfort to the ride."

The suspension on a crane may also try to maintain equal pressure on a grouping not directly in a row, added Mummert. "For example, equalizing the first and third axle or the second and fourth axles."

An issue arises when a crane utilizing this type of suspension is weighed, he noted. "Individual weighing of one axle at a time will result in a much higher individual axle load. It is recommended by several manufactures that a crane be weighed all at once – on a level surface to achieve the most accurate weights." SC&RA will continue to review the issue more closely and work on members' behalf to ensure that proper procedures are followed.

As the second half of 2017 unfolds, SC&RA will continue its goal to remain the driving force behind industry advancements in regulatory changes, fair standards, equitable policies and directives that positively impact the industry.

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Fixing the 'Fatal Four'

Bill Smith discusses the route to eliminating OSHA's most cited violations.

Back in October of 2016, the Occupational Safety and Health Administration (OSHA) released a preliminary list of the ten most frequently cited safety and health violations for the fiscal year. The data was compiled from nearly 32,000 inspections of workplaces by federal OSHA staff. On the OSHA blog, where they first reported the list, OSHA said this: "One remarkable thing about the list is that it rarely changes. Year after year, our inspectors see thousands of the same on-the-job hazards, any one of which could result in a fatality or severe injury."

As a former OSHA employee, I understand exactly what the author meant when he or she wrote about the list rarely changing. It seems that when it comes to safety, we're stuck on repeat – constantly talking about the same things. It's sad, really, and maddening, too, because we're nearly 50 years into OSHA at this point and we should know better by now. Especially when we consider the fact that approximately 3 million workers are injured each year and more than 4,500 are killed.

The reality, however, is that it's not up to OSHA to change behavior and save lives. It's up to us. We're the ones – the folks in the industry, I mean – who need to engage in frequent training, learn from near-miss situations and enforce safety rules and regulations within our own companies.

And although it may not always seem like it, Federal OSHA is actually a small agency. Federal OSHA has 10 regional offices and 85 local area offices. Including their state partners, they have approximately 2,100 inspectors responsible for the health and safety of 130 million workers who are employed at more than 8 million worksites around the nation. This translates to about one

compliance officer for every 59,000 workers. Let that sink in for a minute. One person for every 59,000 workers. I think the data speaks for itself.

Unpacking the data

It's worth taking some time and looking at the OSHA data from 2015. That year, 4,836 workers were killed on the job. This means that on average, more than 93 workers were killed a week – which breaks down to just over 13 deaths a day. What's more, out of 4,379 worker fatalities in the private industry in calendar year 2015, 937, or 21.4 percent, were in construction. Put another way, one in five worker deaths happened in construction.

Digging even deeper, we can see that the leading causes of private sector worker deaths (excluding highway collisions) in the construction industry were as follows: falls, struck-by-object, electrocution and caught-in/between. These four causes – known as the "Fatal Four" – were responsible for more than half (64.2 percent) the construction worker deaths in 2015, according to the Bureau of Labor Statistics. Which brings me to the point I want to spend the rest of this column addressing: the fact that eliminating the "Fatal Four" would save 602 worker lives in America every year.

A big component to changing behavior

is ongoing training and education. When we train our people properly and often, we give them the tools and knowledge they need to make good (safe) decisions. So it might come as no surprise that over here at NBIS we've spent the last few years sifting through OSHA and claims data so we could develop a new training program that gives NBIS policyholders access to over 150 online

>69

Construction's 'Fatal Four':

FALLS: 364 out of 937
total deaths in construction in CY 2015
(38.8 percent)

STRUCK BY OBJECT: 90
(9.6 percent)

ELECTROCUTIONS: 81
(8.6 percent)

CAUGHT-IN/BETWEEN*: 67
(7.2 percent)

**This category includes construction workers killed when caught-in or compressed by equipment or objects, and struck, caught, or crushed in collapsing structure, equipment, or material.*

Top 10 most frequently cited OSHA standards violations

The following were the top 10 most frequently cited standards by Federal OSHA in fiscal year 2016 (October 1, 2015, through September 30, 2016):

- 1 **FALL PROTECTION**, construction
- 2 **HAZARD COMMUNICATION STANDARD**, general industry
- 3 **SCAFFOLDING**, general requirements, construction
- 4 **RESPIRATORY PROTECTION**, general industry
- 5 **CONTROL OF HAZARDOUS ENERGY** (lockout/tagout), general industry
- 6 **POWERED INDUSTRIAL TRUCKS**, general industry
- 7 **LADDERS**, construction
- 8 **MACHINERY AND MACHINE GUARDING**, general requirements
- 9 **ELECTRICAL**, wiring methods, components and equipment, general industry
- 10 **ELECTRICAL SYSTEMS DESIGN**, general requirements, general industry



THE AUTHOR

Bill Smith is executive vice president of claims and risk management for NBIS.





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- **SLIPS, TRIPS AND FALLS IN CONSTRUCTION**, which shows employees the types of situations on construction

sites that can lead to slips trips and falls, and what they can do to avoid or prevent these accidents – including topics such as gravity and balance, trips and slips and walking surfaces;

■ **DRIVING DEFENSIVELY**, which provides the information employees need to drive cars, vans, and small trucks defensively, both on and off the job, including topics such as dealing with distracted drivers, coping with aggressive drivers, and more.

If there’s one thing that we’ve learned in all the years we’ve spent insuring the heavy construction and transport industry, it’s this: there can never be too much training – and the OSHA data supports it. It’s only by continuing to track the trends we see in data, and then pivoting our training to meet those issues, that we can combat the myriad causes of construction-related injuries and incidents.

Good news, still

However, there is good news to report as well. In the four-plus decades OSHA has been around, OSHA and its state partners, coupled with the efforts of employers, safety and health professionals, unions and advocates, have had a dramatic effect on workplace safety. Worker deaths in America are down, on average, from about 38 worker deaths a day in 1970 to 13 a day in 2015. Worker injuries and illnesses are also down from 10.9 incidents per 100 workers in 1972 to 3 per 100 in 2015.

Obviously, any amount of deaths or injuries, no matter how small the number, is too many. But it’s encouraging to see that the efforts we’ve all taken in regards to safety has helped. As an industry, we still have a lot of work to do – that much is certain – but we’re moving in the right direction – safely forward. ■

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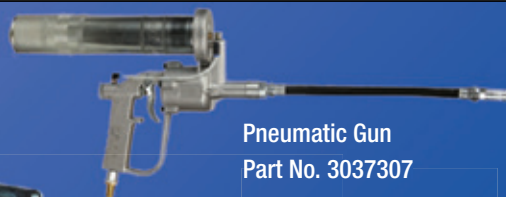
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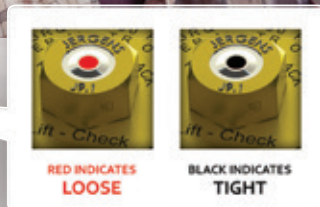
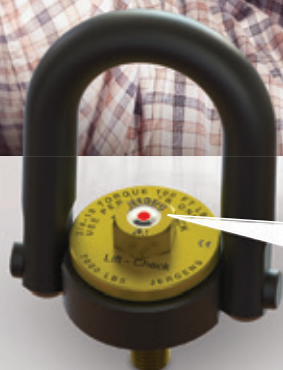
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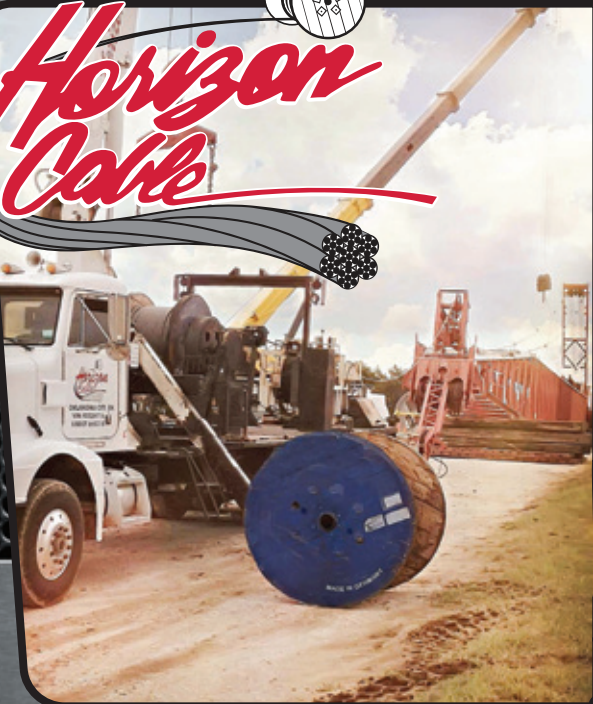
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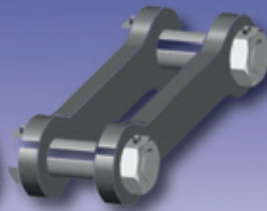
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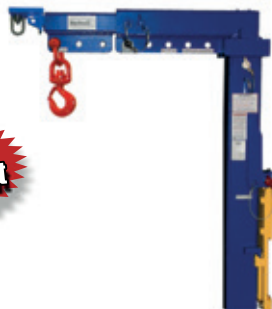
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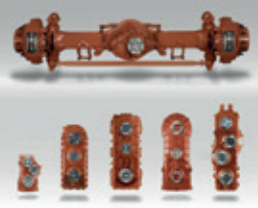
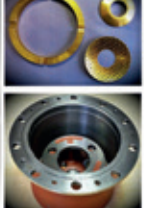
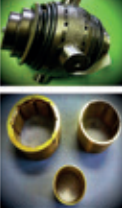
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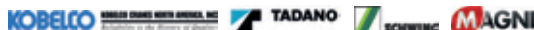
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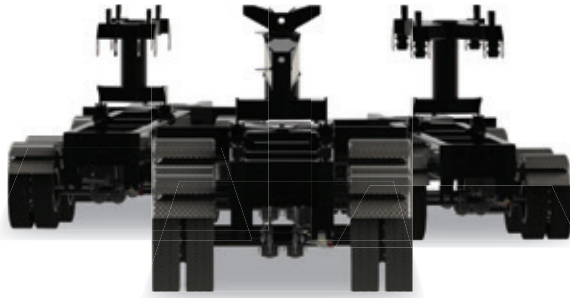
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Talbert names new regional manager

Talbert Manufacturing named Bob Luttfiring regional sales manager for the Southeast. Luttfiring provides sales, marketing and trailer customization support to Talbert dealers in the region.

"Bob's diverse experience in the industry is solid," said Troy Geisler, Talbert's vice president of sales and marketing. "His past experience involving engineering, sales and ownership of a specialty trailer manufacturing business ties well with Talbert's mission of providing our customers with



Bob Luttfiring

high-quality custom trailer solutions."

Luttfiring brings more than 34 years of industry experience to his role, which includes positions with multiple equipment

manufacturers.

"Talbert has a strong history in the trailer business," Luttfiring said. "I'm excited to combine my background and experience with the Talbert team's knowledge in customized heavy-haul solutions to help solve customer challenges."

Rouse joins Kenco Bucket Trucks team

W.L. "Bubba" Rouse has joined Kenco Bucket Trucks as project coordinator. Rouse comes from a trucking and logistics company where he served as permits coordinator and super heavy projects coordinator.

Rouse's experience in the trucking industry spans



Bubba Rouse

more than 33 years, including 30 years related to operations and buying permits.

In his role as project coordinator, Rouse will leverage his relationships to handle the logistics

involved in escorting clients that are transporting over-height and over-dimensional cargo.

Fatolitis to manage Sims construction

Sims Crane welcomed Kaliopé "Popi" Fatolitis as commercial construction manager. Her responsibilities include facilitating and overseeing all major commercial projects with area sales representatives throughout Florida. Fatolitis is based in Sims Crane's Tampa, FL headquarters.

Fatolitis previously worked



Popi Fatolitis

for AmQuip, starting as a tower crane operator throughout the Southeastern U.S. before being promoted to sales/management for the company's Florida division. In that capacity, she was

responsible for overseeing all high-rise construction involving tower cranes sales from North Carolina to Florida.

■ Raimondi Cranes SpA has appointed **Mauro Masetti** as commercial director,

a key step in the company's strategic push into new markets around the world, the company said. Based in Italy, Masetti's role will involve leading Raimondi's commercial division and masterminding sales growth in both current and future markets.



■ Kirby-Smith Machinery, Inc. recently promoted **Jason Rogers** to service manager,

pipeline services. He was promoted from his previous role as product service manager in Tulsa, OK.



■ Chant Engineering Co. Inc. welcomed **Eric Pilacik** who will be leading Chant's engineering department as its engineering manager.



Pictured (L to R) Jules DiRienzo, vice president of operations, shaking hands with Eric Pilacik, Chant's new engineering manager.

"We are very excited to have Popi spearheading our statewide commercial construction sales team," said Erika Sims, Sims Crane vice president of sales. "With her years of experience in tower crane operation and sales, Popi is well known and respected in the commercial construction industry, making her the perfect person for this position."

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