

ACT

The magazine for the crane and transport industry

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for iconic
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Official
domestic
magazine of
the SC&RA



**PRODUCT
FOCUS:**
All-terrain
cranes

**INDUSTRY
FOCUS:**
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Liebherr's
Daniel Pitzer

SPECIAL SECTION
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Show Guide
p60



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Vegas baby!

The skies over Las Vegas are punctuated with booms of all sorts, and the show will soon be booming with people and all the pomp that comes with the convening of the largest construction equipment tradeshow in the world in 2017. Product development teams in the rigging, lifting, specialized transportation and safety industry have produced some exciting new cranes, trailers, transport systems and other equipment and services. Our ConExpo Show Guide, starting on page 60, will give show goers (and those who stay at home) a look at the latest and greatest new products in the industry.

Several people I've talked to have another interest in ConExpo – they seem to think that the big show will be a gauge for assessing the outlook for the industry. A year ago there was a lot of optimism at the Bauma Exposition in Munich, Germany, but that optimism didn't offer much of a spike in equipment sales. With the presidential election at last behind us and talk of more infrastructure spending, this could be the show that spurs a real bump in new equipment sales. And new projects too!

Our readers tell us that job stories are among their favorite features in the magazine. The March issue won't disappoint as we have four Site Reports that chronicle diverse jobs.

Our cover photo this month was taken three years ago at ConExpo by Robert Dimmitt, senior managing director for Scott-Macon, and who also is an accomplished photographer. The photo is of a statue that depicts a crane rigger. According to AEM's Pat Monroe, the statue on the cover was created for the 1993 ConExpo. There's another similar statue, depicting a worker holding a shovel, that was commissioned for the 1996 ConExpo, which was the first co-located ConExpo-Con/Agg. This year you can see both statues at the entrance of Paradise and Convention Center Drive by Silver Lot 1. Both statues were created by Joe Niedzialkowski of Milwaukee, WI.

As this issue went to press we were in Orlando for the SC&RA Specialized Transportation Symposium. We will provide a review of that event in our April issue, which will also feature the first of our comprehensive ConExpo coverage.

Until then, send me an email about what's going on with your people and projects.

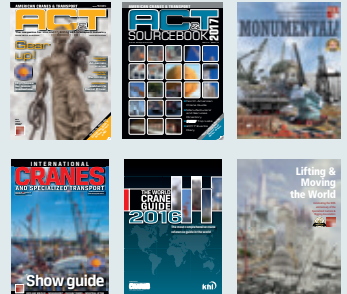
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The rigger statue at ConExpo was commissioned in 1993. See our ConExpo Show Guide on page 60.



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Kerr Crane Service adds Demag AC 250-6 to fleet

Kerr Crane Service of Timmins, Ontario, Canada, recently expanded its crane fleet with the addition of a new Demag AC 250-6 all terrain crane.

With a 262-foot main boom, the Demag AC 250-6 crane is the most compact 6-axle crane, according to Terex. The crane will give Kerr better maneuverability in confined working areas and easy over-the-road transportation. The new unit joins an extensive fleet of mobile cranes ranging in size from 28-tons to 400-tons capacity.

"We wanted a crane that could handle a variety of demanding lifts, was easy to transport between jobs and didn't require a lot of setup time," said Logan Kerr, vice president at Kerr Crane Service. "The Demag AC 250-6 all terrain gives us the biggest bang for the buck. The crane sets up quickly, has user-

friendly controls with a simple operation control system and is cost effective to transport. We save on labor costs, which makes our company a better business partner on future projects."

Kerr Crane ordered the Demag AC 250-6 from Cropac Equipment, a Terex Cranes distributor located in Oakville, Ontario. Kerr says the 262-foot boom is exactly what they need for their most challenging jobs.

Kerr said Cropac Equipment has been a responsive business partner for many years.

"Cropac always makes things easy for the customer," he said.

Kerr Crane Service is a division of J. Logan Kerr Limited. Since its inception in 1972, Kerr Crane Service has continued to grow and earn the reputation as a leader in the construction industry. The company is a member of the Crane Rental Association of



Kerr Crane's Demag AC 250-6 all terrain crane is now working at the Harmon Generating Station installing gates in the power house in Kapuskasing, Ontario. Pictured from left are Bill Finkle (Cropac Equipment), Logan Kerr (Kerr Crane Service) and Joel Hunt (Cropac Equipment).

Ontario, and all its equipment is operated by licensed Hoisting Engineers, who are

members of the International Union of Operating Engineers, Local 793. ■

Empire sells 30-ton Manitex boom truck to SL Chasse Steel

Empire Crane Company executives recently handed over the keys to a new 2017 Manitex 30102C to SL Chasse Steel of New Hampshire.

Mounted on a Kenworth 880, the Manitex 30102C is SL Chasse Steel's first purchase from Empire Crane.

Steve Chasse of worked

with Empire Crane's sales representative Justin Melvin to upgrade from a 1989 model to a 2017 Manitex boom truck.

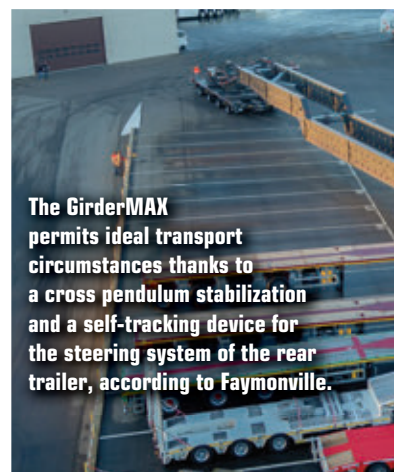
The Manitex 30102C has a capacity of 30 tons and met the specifications SL Chasse Steel was looking for in a boom truck. Empire Crane was able to offer customized paint to match Chasse Steel's company colors.

SL Chasse Welding & Fabricating, Inc. was formed in 1989 as a welding, miscellaneous metals and structural steel fabrication and erection service provider.

In 2012, to better reflect its full-service structural steel fabrication and erection capabilities, the company officially began doing business as SL Chasse Steel. ■



Empire Crane hands over the keys to a 30-ton capacity 2017 Manitex 30102C boom truck to SL Chasse Steel based in New Hampshire.



The GirderMAX permits ideal transport circumstances thanks to a cross pendulum stabilization and a self-tracking device for the steering system of the rear trailer, according to Faymonville.

■ Keytroller, a designer, manufacturer and supplier of electronic safety and weighing devices, was recognized by Plant Engineering's prestigious Product of the Year awards program. Keytroller's Forewarner-Maxi, which has been chosen as a finalist in the 2016 awards program, is a state-of-the-art overhead crane warning LED spotlight developed to improve pedestrian awareness and operator control of hook and load. This is Keytroller's sixth accolade from Plant Engineering. The company received product honors in 1999, 2001, 2003, 2005 and 2011.

■ The manufacturing operations of J.C. Renfro are moving to the facilities of its parent company, The Caldwell Group, in Rockford, IL, announced Caldwell President Doug Stitt. While production will shift to Rockford, Renfro's customer service, engineering, training and local warehouse will remain in Jacksonville, FL.

Eagle Builders adds two Shuttlelift gantries

Shuttlelift delivered a pair of SB50 gantry cranes to Eagle Builders in Blackfalds, Alberta, Canada. The 50-ton capacity machines will allow Eagle Builders to handle larger and heavier product more safely and efficiently, while also enabling them to use the entire expanded production space, the company said.

The SB series crane gives Eagle Builders 100 tons of lifting capacity when used in tandem.

"We started out as a 10,000-square-foot production shop back in 2000 and have grown into a 150,000-square-foot manufacturing plant today," said Kevin Kooiker, director and production manager for Eagle Builders. "Using our two new SB50 Shuttlelifts, along with our



The SB50 gantry cranes

existing Shuttlelift ISL50B, we are able to increase our loading and storage efficiency with the three machines at our disposal."

The new SB50 single-beam gantry cranes have provided a more cost-effective approach than previous methods used to make these same picks, according to Kooiker.

The savings come in the form of both time and money by way of reduced time handling the product, quicker loading operation, reduced logistical

waiting and virtual elimination of third-party crane rentals, he said. These benefits all help Eagle Builders best serve their customers and continue as the market leader for precast concrete products in Western Canada.

Shuttlelift SB50 cranes are equipped with a number of features including all-wheel electronic steering, 12V LED lights to keep operations running through the night, AVT (automatic variable throttle) to save on fuel consumption and remote diagnostic communications to maximize the machines' uptime. ■

FQ loss for Manitowoc

Manitowoc reported fourth-quarter 2016 net sales of \$378.2 million versus \$543.1 million in the fourth quarter of 2015. Manitowoc reported a net loss of \$33.4 million in the fourth-quarter 2016 versus net income of \$43.5 million in the fourth-quarter of 2015.

Barry L. Pennypacker, president/CEO, said, "Our mobile orders in the Americas and the Middle East were affected by continued low rental rates, weakness in used equipment prices and continued low oil prices. Our tower crane business continued to perform as expected, mainly attributable to positive market sentiment in Europe complemented by our new product introductions. While the global crane market continues to be dynamic, we remain cautiously optimistic about the long-term market fundamentals."

Faymonville's super performer

The GirderMAX from Faymonville is a girder bridge to transport super heavy loads at legal axle loads on public roads. This huge beam system is suitable for the transport of transformers, gas turbines, generators or any other bulky and heavy load.

Starting from a payload of 330,000 pounds up to 550,000 pounds, this heavy

haul transport system is combinable with all modular platform trailers from Faymonville: DualMAX, ModulMAX or CombiMAX.

With its couple able beams, the length of the girder bridge is easily adaptable to the load and to the number of required axle lines. The two sets of main beams with an individual length of

approximately 26 feet can be used as overhead suspension beams with load supporting elements or, in combination with the so called Z-beams, in a lowered position especially designed for gas-turbine and generator transports.

The whole system can be hydraulically lifted by 6 feet 6 inches, and the patented widening system can change the width within seconds from approximately 9 feet to 26 feet.

The GirderMAX is designed for 2 by 12 dual lane trailers in the U.S. West Coast design; the total length can be adapted to less axle lines.

The set-up comes with such accessories as empty-run supports, load securing devices, parking supports and wireless remote controls for all hydraulic functions. ■



■ Private equity company Sterling Group has acquired Time Manufacturing Company from O'Flaherty Holdings.

■ Van Beest has entered into a partnership with ASC Industries. ASC Industries has become an official distributor of Green Pin and Excel.

■ FallTech, a leader in personal safety fall protection products, has announced the launch of a new family of DuraTech Self-Retracting Devices with a side cable payout. This new generation of self-retracting devices (SRD) is designed with a smoother extension and retraction of the cable that assists in reducing nuisance lock-up allowing workers to move more efficiently on the job site, allowing for increased productivity.

"One of the things we have learned is workers are not gentle with their equipment, so we had to design the DuraTech SRD to be tough," said Jeff Shipley, director of marketing. "We constructed the housing of lightweight, durable, corrosion-resistant aluminum and also integrated an interlocking feature that allows the SRDs to stack on top of one another to maximize transport and minimize storage space."



ASC/Python hosts rope training at Nixon-Egli

ASC/Python America recently provided a training course on the proper installation and inspection of mobile crane ropes for Nixon-Egli, a Link-Belt dealer in Ontario, CA.

Twenty operators and mechanics participated in the three-hour course.

"Several years ago, Link Belt and ourselves got together and provided this continuous training program for the crane rental industry,"

said Tony Fastuca, vice president of ASC/Python America. "We felt with the new engineered ropes this valuable information will assist the industry in making sure these ropes are properly installed and inspected from a safety standpoint."

Nixon-Egli values this type of training for their clients.

"This training is offered to all crane rental and companies that have mobile cranes across the country," said Fastuca. "We

are serious about safety and making sure these high-priced ropes are not damaged when installing."

Fastuca thanked Nixon-Egli's Dana Russell and Tom Trevithick for facilitating the seminar. Justin Brown, who provides technical support for Unirop, a division of Python Wire Rope, led the class.

Nixon-Egli hosted 20 operators and mechanics at the ASC/Python America training course.



ITI partners with Capital Safety Fall Protection

Capital Safety and Industrial Training International (ITI) have created a partnership in 2017 where ITI will host

select Capital Safety Fall Protection courses at the ITI Training Center in Woodland, WA. The ITI Technical Team went through a "train-the-trainer" program in September of 2016 and is now approved to deliver Authorized Person and Equipment Inspector fall protection training for crane and rigging professionals and other industrial employees working at heights.

ITI's Bull Rigging Structure is used in rigging application training courses to give workers hands-on experience moving loads with chain hoists in hard-to-maneuver conditions.

The fall protection courses will utilize the two-story Bull Rigging Structure that currently resides inside the hands-on skills building area of the ITI Training Center. The Bull Rigging Structure is typically utilized in rigging application training courses to give workers practical, hands-on experience moving loads with chain hoists in tight, hard to maneuver conditions, much like the environment inside a plant or factory. ITI maintains another two-story Bull Rigging Structure at the Houston Training Center, with one-story structures in Memphis, TN and Edmonton, Alberta, Canada.



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NCCCO to use Manitex for practical exams

A Manitex 30100C, provided by Nevada dealer Nixon-Egli Equipment, will be the official test crane for all operators taking their telescopic boom-fixed cab practical exams at ConExpo in Las Vegas. Event attendees can also watch live practical exam demonstrations in NCCCO's Lift Safety Zone (Gold Lot G-4301.)

This testing is part of the

NCCCO's "Visit ConExpo – Leave Certified" program, which will offer new candidates and existing certificants the opportunity to take ANSI-accredited and OSHA-compliant CCO written, practical and recertification exams and receive their results on site at the event.

CCO practical exams will

be offered for mobile and articulating crane operators all five days. On March 8 and 9, practical exams will be offered for the Signaller and Rigger Level I programs.

"We are thrilled to have the Manitex 30100C boom truck as part of NCCCO's practical exam offerings," said Joel Oliva, NCCCO's director of operations and program development.

The Manitex 30100C has a 30-ton capacity and 4-section, 100-foot proportional boom. It is an ideal materials handler for pump work, construction or oil field operations.

"The Manitex 30100C was designed for the kind of versatility that operators must demonstrate in their tests," said Randy Robertson, director of sales at Manitex. "We are proud to introduce this crane to testing operators and allow them to demonstrate all that it can do."



DOL releases Top Ten list

The United States Department of Labor (DOL) released its 2016 list of the Top Ten most frequently cited safety and health violations from the Occupational Safety and Health Administration (OSHA).

The list included three fields related to falls including fall protection, ladder and scaffold safety issues. Falls rank among the leading cause of worker deaths, and the DOL continues to work on raising awareness of fall safety and emphasizing the seriousness of this issue.

The full list of most frequently cited violations are:

- Fall protection
- Hazard communication
- Scaffolds
- Respiratory protection
- Lockout/tagout
- Powered industrial trucks
- Ladders
- Machine guarding
- Electrical wiring
- Electrical, general requirements

"One remarkable thing about the list is that it rarely changes," said Thomas Galassi with the Department of Labor. "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."

The new yard is capable of holding more than 450 trailers, which is 2.5 times the capacity of Landstar's previous facility.

New logistics center opened by Landstar in Laredo, TX

A global provider of integrated transportation management solutions, Landstar, has opened a U.S./Mexico Logistics service center in Laredo, TX. The company has provided Mexico cross-border services out of Laredo since 1999, and has moved its operations to this new, expanded logistics center.

The 31,000-square-foot logistics facility is located on a 50-acre site that accommodates 450 trailers and provides room for future expansion. The Landstar service center features a secured C-TPAT certified site, including a 30-bay cross-dock and transload facility, along with a dedicated platform and heavy/specialized freight

area with a custom 120-ton standalone bridge crane.

Eric Meyer, Landstar Transportation Logistics executive vice president of operations, said, "We have expanded our cross-border and Mexico freight transportation operations to meet the needs of our customers. Landstar is known for its high level of service and extensive geographic coverage, servicing the Mexico market using more than 1,000 van and platform trailers to accommodate the broad range of commodities that comprise cross-border trade."

The logistics center is one of the largest facilities of its kind in Laredo. Its 30-door

cross dock is comprised of more than 20,000 square feet designed to bring efficiencies to both less-than-truckload (LTL) and transload services. This complements Landstar's LTL business by allowing consolidation of several LTL shipments into one truckload before crossing the border into Mexico.



Landstar's team celebrates the opening of its U.S./Mexico Logistics service center in Laredo, TX.



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Viva Espana!

Hannah Sundermeyer trekked to Spain to see Linden Comansa's unveiling of its new LCL 700 luffing jib tower crane.

I have easily sent more than 30 text messages over the past month, all with the same words: "Spain was a dream." ACT was invited to witness the grand unveiling of Linden Comansa's latest crane innovation, the LCL 700. The Open House and Factory Tour event was held in Huarte, Navarra, Spain, a short distance from the breathtaking city of Pamplona.

Pulling up to the Linden Comansa factory on a spectacular day in late January, the first thing that caught my attention was an intricate sculpture that possessed some distinctive, crane-like qualities. With an abstract take on what was seemingly a tower crane, and incorporating a pair of spectacles, the artwork by artist Jesús Lizaso, welcomes all LC guests. (See box on page 13.)

But the focal point on this day was a prototype of the new LCL 700, which will be Linden Comansa's largest luffing jib tower crane ever produced.

With an increasing demand for heavy load luffers for high-rise buildings, the LCL 700 is Linden Comansa's response to market demands. The luffer comes in both 50 and 64-ton versions with easy, manual change from two falls to a single pull line.

The LCL 700 provides lifting solutions



Linden Comansa brought in clients from all over the world to get a sneak peek at the LCL 700 luffing jib tower crane.

in large cities with congested job sites and where airspace is limited, the company said.

This crane features several design innovations. While traditionally smaller LC luffing models have triangular booms, the LCL 700 features a square boom as a better solution for heavier load carrying capabilities.



Optimized features

With a 98.4 to 213.3-foot jib length and a minimum radius of 13.1 feet, the newest model will provide fast connections, simplified access and optimized assembly weights. The counter jib radius clocks in at 31.2 feet with optional steel counterweights of 28.5 feet. The front located luffing jib also features a 200kW hoist winch with speeds of up to 558 feet per minute. There is also the option for a second hydraulic hoist brake.

With luffing rope pulleys coming pre-reeved from the factory, the LCL 700 can be erected easily and quickly.

The LCL 700 production model will feature a new cab that is being designed for the comfort of the operator. Linden Comansa will launch the new cab in the summer of 2017, when the first models of the LCL 700 are produced.

The LCL 700 prototype was shown to select customers to acquire design and features feedback.

I discovered on this trip that customer



Linden Comansa staff took their guests through every portion of the factory, explaining their processes and the materials in detail.



With a 98.4 to 213.3-foot jib length and a minimum radius of 13.1 feet, the LCL 700 will provide fast connections, simplified access and optimized assembly weights.

feedback is incredibly important to the creation of new and advanced products in the Linden Comansa product line. The company seeks feedback from all of their valued customers, and they incorporate



Expert welding is a critical component in tower crane manufacturing. Linden Comansa assures its welding team is highly trained to ensure all parts of the crane are ready for the next step in production.

these suggestions and ideas into their products. They often make adaptations to fit customer's needs.

"We have a suggestion program, so every time we receive a suggestion from a customer, wherever it comes from, we put it in our system," said Mariano Echávarri, communications and marketing director for Linden Comansa. "It is saved in our system and it has a flow. The people at Linden Comansa read about it, and if we make a review of the crane or we are launching a review of the crane, all of those suggestions are considered. Sometimes we can apply those suggestions, sometimes we can't, or sometimes we have to leave them in a standby until our review of a model comes."

For instance, when it came to the creation of the new cab, Linden Comansa had 99 suggestions regarding that feature alone. It's easy to imagine just how many more there were regarding the crane itself.

Target market

North America is decidedly the main target market for the LCL 700.

"There are a lot of large cities all with tall buildings and skyscrapers – Chicago, New York, Seattle and other large population cities where this crane would be very helpful," said Echávarri.

After a factory tour and demonstration of the new luffing jib crane, the customer group reconvened for a feedback session. All participants were in agreement that this new Linden Comansa crane will be a valuable addition to both the United Kingdom and North American markets.

"Considering the price for the crane, and the size of the crane, it makes it quite obvious that if anyone needs this model [and capacity], they would want this crane," said Bill Carbeau, vice president business development, Linden Comansa America.



'Space vision of a crane'

When the Linden Comansa factory opened in Huarte, Navarra, Spain back in 2006, the tower crane manufacturer held a contest for a sculpture that would be placed in a coveted central spot in the front terrace to greet visitors.

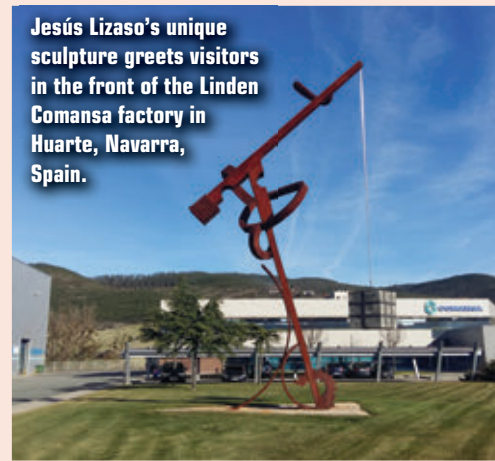
Three finalists were selected, with the winning sculpture the work of artist Jesús Lizaso, who is known for his abstract pieces that have an industrial appeal. The piece, which can be loosely translated as "Space vision of a crane," depicts several elements of a lifting machine.

The company has even gone so far as to replicate small-scale versions of Lizaso's piece that are given out as exclusive gifts to business partners and friends in the tower crane business.

This kind of attention to detail and genuine graciousness to customers and business partners alike is easily noted in every interaction within Linden Comansa.

- Hannah Sundermeyer

Jesús Lizaso's unique sculpture greets visitors in the front of the Linden Comansa factory in Huarte, Navarra, Spain.



Visitors to the Linden Comansa factory from North America included Dennis Kenna, managing partner, Linden Comansa America and president, Heede Southeast; Mike Kenna, director of field operations, Heede Southeast; Henry Volante, tower crane operations director, J.E. Dunn; and Bill Carbeau, vice president business development, Linden Comansa America.

Those who made the journey to Spain were also recipients of the utmost hospitality, treated to a variety of five-course meals and a tour of one of Spain's oldest wineries. It's safe to say Linden Comansa puts on quite the show, and will continue to produce an impressive line of products.



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Share prices continued to climb thanks to expectations of business-friendly policies from President Trump. The DOW rose above 20,000 points for the first time in its history.

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.

'Trump Bump'

Wall Street showed few signs of a New Year hangover this year, with the Dow breaching the 20,000-point barrier for the first time in its history in late January. The driver for this was President Trump assuming office, and the expectation that he will take policy in a business-friendly direction.

In fact, the markets have been enjoying a 'Trump Bump' since his election in November. The most attractive pledges are increased spending on infrastructure – which should stimulate the economy as a whole – and reforms to the tax system, which it is hoped would reduce corporate tax bills as well as bureaucracy.

The promise of infrastructure investment is of course music to the ears of those in the heavy equipment sector. The industry will be particularly keen to see long-term spending commitments, which should translate to sales of new machines and more robust

business confidence among equipment buyers.

This has all been good news for share prices of equipment makers, as represented by the ACT Heavy Equipment Index (HEI). As this month's graph illustrates, the sector has gained some 36 percent in value over the course of the last 12 months. What's more, the sharp up-tick in the ACT HEI following the election result was much steeper than the mainstream indicators' movements.

Year-end results

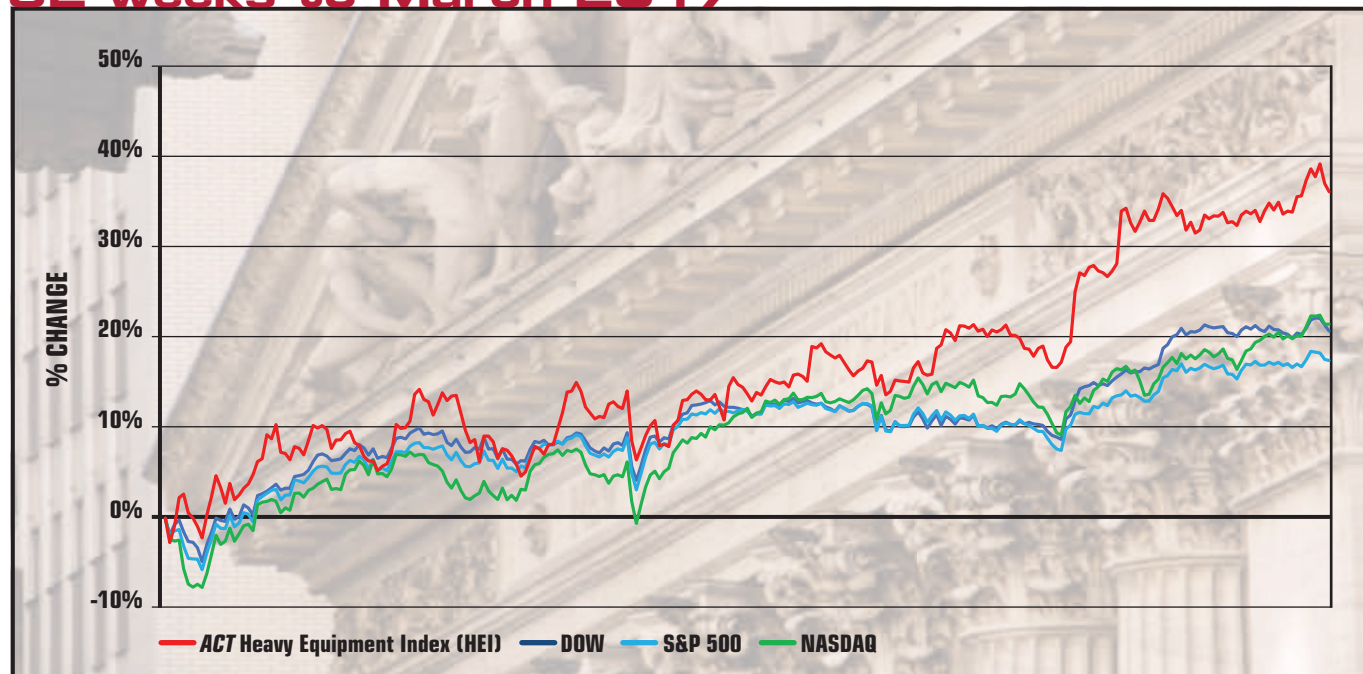
But this also comes at a time when industry companies are announcing their annual results and outlooks for 2017. Last year was a poor one for the industry, with revenue figures indicating the global industry was at the bottom of its cycle. This of course translated to lower profits, which were further eroded by the one-off charges associated with layoffs, factory closures and other measures.

Caterpillar, the bellwether for the industry, saw its revenues fall 18 percent in 2016, compared to the previous year, while restructuring costs and non-cash charges saw it make a net loss. The picture was similar for other companies in the construction equipment sector and which had reported their results as of the time of going to press.

But these weak financials did not seem to dent stock market confidence in the sector. Investors are forward-looking, and the continued buoyancy in the construction sector is due to the expectation of better performances in 2017.

Whether this is justified is a moot point. Caterpillar expects its revenues this year to be the same or slightly down on 2016, while Manitowoc has pointed to a decline of up to 10 percent. However, with the markets creeping back up, restructuring costs and impairment charges should not be such a significant drain on profits in 2017. ■

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Lift Safety Zone to focus on ground conditions

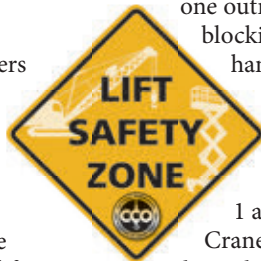
A mobile crane is only as stable as the ground beneath it. It's an axiom of crane operations and yet all too often insufficient attention is paid to it.

That's why, at CONEXPO 2017, the Lift Safety Zone will have as its main focus ground conditions.

All mobile crane manufacturers require their cranes to be set up on a firm solid surface. This is clearly identified in the notes of every load capacity chart.

Simply pulling up to a job site and extending and lowering all four outriggers and assuming you are ready to start lifting loads is a major mistake. Obtaining information such as the location of buried piping, electrical cables, and any subsurface voids can be the difference between a routine lift and a major catastrophe.

A live demonstration at the Lift Safety Zone will clearly depict how the weight on each outrigger will shift as the crane boom swings closer to an outrigger and as the radius increases. It is for this reason that understanding the



need to obtain the "Allowable Bearing Capacity" of the soil to determine the size of cribbing necessary is so important. Safe crane training teaches operators to assume that 100% of the crane and gross load weight may be exerted on any one outrigger, and the cribbing, or blocking, must be large enough to handle it.

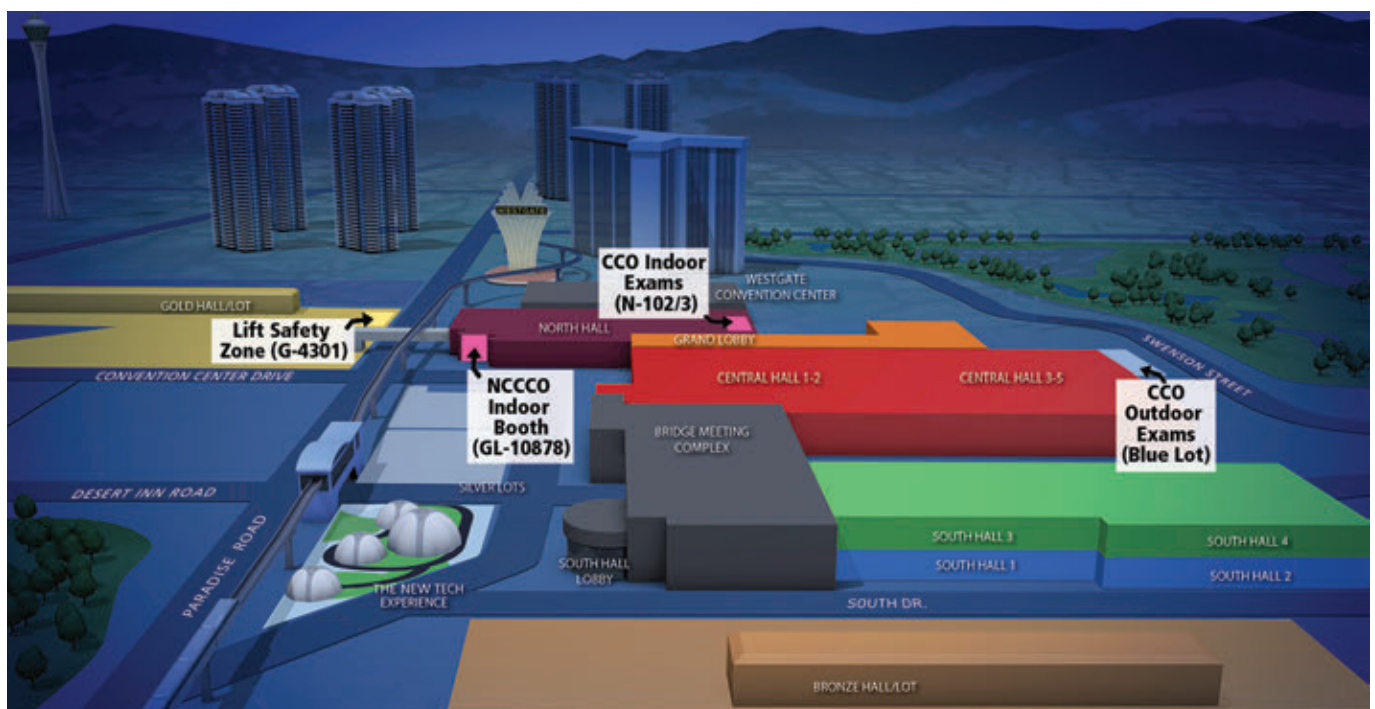
Also featured at the Lift Safety Zone will be rigging demonstrations and elements of both the CCO Rigger Level 1 and Level 2 examinations. Crane experts will be on hand throughout the show to explain out-of-service criteria and correct rigging gear selection.

Practical Examiner Workshops

Ever considered becoming an accredited Practical Examiner for NCCCO? Stay after the show and attend one or more workshops being held on site at CONEXPO. Programs offered are: Mobile Crane Practical Examiner, Signaller Practical Examiner, Rigger Level I Practical Examiner, and Rigger Level II Practical Examiner. Already accredited? Take your Refresher before you leave town. Stop by the Lift Safety Zone in the Gold Lot or Booth GL-10878 in the North Hall Lobby for more information.

Onsite registration for certification exams at CONEXPO 2017

Even if you didn't plan ahead, it's not too late to sign up to take all CCO written and most practical exams at CONEXPO. Just visit either NCCCO's information Booth GL-10878 in the North Hall Lobby or at the Lift Safety Zone in the Gold Lot to register. Same day scoring means retests are also available if needed. Already certified? Why not recertify at CONEXPO?





Think CONEXPO- Think Education!

If you're planning on attending CONEXPO (or need another reason to go!) do not ignore the extraordinary education opportunity offered by the Cranes and Rigging seminar track. Following the outstanding success of the sessions at the 2014 event, organizer AEM has once again provided an opportunity for a stellar lineup of presentations on a host of crane and rigging topics. Many of them are sponsored by NCCCO and all feature speakers who are veteran safety professionals and experts in their field.

The following sessions should be of particular interest to those involved with crane safety:

TAPPING INTO NEW TECHNOLOGIES AT THE TAPPAN ZEE BRIDGE PROJECT (#T14)

Tuesday, March 7, 9:30 a.m.–10:30 a.m.

WHAT DOES CERTIFICATION HAVE TO DO WITH QUALIFICATION? (#T24)

Tuesday, March 7, 11:00 a.m.–12:30 p.m.

QUALITY CRANE INSPECTION: WHAT IS THAT? (#T34)

Tuesday, March 7, 1:00 p.m.–2:30 p.m.

RESPONSIBILITIES OF ONSITE PERSONNEL FOR CRANES (#W13)

Wednesday, March 8, 9:30 a.m.–10:30 a.m.

MECHANICS OF A SUPER LIFT (#W24)

Wednesday, March 8, 11:00 a.m.–12:30 p.m. & Friday, March 10, 1:00 p.m.–2:30 p.m.

CRANE ASSEMBLY AND DISASSEMBLY CHECKLISTS (#W43)



For the latest information about NCCCO's activities at CONEXPO-CON/AGG 2017, visit www.nccco.org/CE17 or follow NCCCO on Twitter using the handle @NCCCOorg.

Wednesday, March 8, 3:00 p.m.–4:00 p.m. & Friday, March 10, 9:30 a.m.–10:30 a.m.

THE CASE FOR CRANES AND TELEMATICS: SPECIALIZED CIRCUMSTANCES & CONCERNS (#TH13)

Thursday, March 9, 9:30 a.m.–10:30 a.m.

ROOT CAUSES OF MOBILE CRANE INCIDENTS (#TH24)

Thursday, March 9, 11:00 a.m.–12:30 p.m.

PLANNING LOAD MOVES: ASME P30.1 AND ITS PRACTICAL APPLICATION (#TH33)

Thursday, March 9, 1:00 p.m.–2:30 p.m.

WORKING IN THE BLIND: THE IMPACT OF TECHNOLOGY IN A CLAIMS SCENARIO (#TH44)

Thursday, March 9, 3:00 p.m.–4:00 p.m.

LIFT DIRECTOR: QUALIFICATIONS & REQUIREMENTS (#F24)

Friday, March 10, 11:00 a.m.–12:30 p.m.

Here's a more detailed sampling:

WHAT DOES CERTIFICATION HAVE TO DO WITH QUALIFICATION? (#T24)

Tuesday, March 7, 11:00 a.m.–12:30 p.m.

It's the question that has engaged the industry – and OSHA – since the new crane rule was published in 2010: What does OSHA mean by certification of crane operators, and does it meet the federal requirement for all employees to be qualified? More than six years later, the debate continues, with OSHA planning to publish a proposed rule that will resolve this matter once and for all. In the crane industry the terms *competent*, *qualified*, and *certified* are often used as if they were interchangeable, but in reality they have very different implications as the panelists – **Graham Brent**, NCCCO; **Thom Sickelsteel**, Barnhart Crane; **Bill Smith**, NBIS; **Dr. Roy Swift**, ANSI – will explain. Among the specific learning objectives identified are: (i) understanding the role that certification plays in qualifying construction personnel; (ii) knowing the latest federal and state requirements for certification and qualification; and (iii) learning how employers have put certification programs to good use.

QUALITY CRANE INSPECTION: WHAT IS THAT? (#T34)

Tuesday, March 7, 1:00 p.m.–2:30 p.m.

Attend this session to learn exactly why

crane inspection is a crucial step in safety. **Ray Feidt**, Corporate Inspection/Training Manager at Stephenson Equipment, Inc. will cover in depth when cranes are required to be inspected, who can inspect them, what qualifies a person to be a crane inspector, and how to know if you received a quality crane inspection. Attendees will learn about inspector training, experience, certification, membership affiliation with an inspector association and inspector insurance requirements. After attending this session – targeted to those with an intermediate level of experience (6–10 years of on-the-job experience) – you will know how and when cranes must be inspected and who can inspect cranes, and you'll be able to recognize the experience and certifications of a quality crane inspection company.

RESPONSIBILITIES OF ONSITE PERSONNEL FOR CRANES (#W13)

Wednesday, March 8, 9:30 a.m.–10:30 a.m.

Join NCCCO President **Thom Sickelsteel** (Barnhart Crane & Rigging, Mt. Vernon, WA), for an enlightening and comprehensive guide to the roles of every member of an onsite crane operation and support team. With a view to making work sites safer, the national consensus standard (ASME) has defined the responsibilities of crane personnel onsite. However, many employees and employers are unaware of

their responsibilities even though OSHA has been enforcing them. This session will cover the different responsibilities that have been identified, what the team's roles are on the job site, and what training and qualification is necessary to meet the requirements. This session is intended for a general audience and is applicable to all levels of experience.

LIFT DIRECTOR: QUALIFICATIONS & REQUIREMENTS (#F24)

Friday, March 10, 11:00 a.m.–12:30 p.m.

William "Hank" Dutton, Senior Technical Specialist – Construction with Travelers, will explain why lift directors are so important for safe lifting operations and how and why employers should comply with OSHA's requirement. "Lift directors perform a critical role in overseeing, planning and executing load handling activities on the job site," said Dutton. "It is important to understand the responsibilities of lift directors, why employers need to be sure their lift directors are qualified, and how CCO Lift Director certification can demonstrate the competence of lift directors." Dutton's session will review the key competencies and requirements for lift directors. Attendees will also learn about the responsibilities for lift directors in a variety of lifting environments; and the common elements that should be reviewed in lift plans.



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Alternative rope

An update on the evolving use of synthetic fiber crane rope.

In an industry where safety is the Number One priority, equipment upgrades that improve the working environment are constantly on the minds of crane owners and operators. For decades, steel wire hoist lines have been the standard in the industry, and while crane operators respect the inherent danger of working with wire, they also accepted that there were no other options. But in 2014 Samson introduced K-100, the first synthetic hoist rope designed specifically for mobile cranes. This launch represented the introduction of a new enabling technology to an industry trying to lift larger payloads at greater reaches.

Synthetic crane hoist lines are lighter, faster and more efficient for crane operations than the steel wire rope they replace. In addition to the lengthy testing and qualification program completed before their launch, Samson can now report two years of successful use in the field, and the associated learnings from that use. As this product's adoption continues to grow, the continuing commitment by Samson and others to the industry, with investments being made for increased capabilities in data monitoring, testing, field use results and development, will expand the product portfolio.

Currently, K-100 remains the first and only OEM-approved, commercially operating synthetic crane hoist cable for mobile cranes in the market. Other quality rope manufacturers are currently in development and expected to join the market with similar products in the near future, indicating a growing acceptance of the use of synthetics in this field.

THE AUTHORS

MICHELLE JARVIS is the marketing strategy manager for Samson's crane and industrial divisions. **MICHAEL QUINN** is director of new business development for Samson.



Crane owners and operators are experiencing and appreciating the added value promised with removal of spin, weight reduction, easier and faster reeving, no lubricant required, no cleaning of lube to inspect, as well as the ability to inspect both internally and externally.

Synthetic crane hoist lines are now being used on more than 15 cranes operating in the field. With pending installations, this synthetic crane hoist line usage will be spread across four continents. Two major crane OEMs have approved the synthetic line for use on a large selection of rough terrain, truck crane and boom truck models. In addition to these approvals and installations, Manitowoc's all-terrain products are joining the pack with customer field trials already in progress. Additional OEMs are evaluating the

product, and Samson is expected to have news to share on this in the coming months.

Documenting performance

New technologies in traditional applications require endless education of the value proposition inherent with synthetic fiber hoist lines. To advance industry understanding, Samson has worked closely with standards committees, training entities, OEMs, rental fleet owners and crane operators on the selection, handling, inspection and retirement of synthetic lines.

To continue the march forward, Samson is conducting an ongoing monitoring and data collection program to document the field performance of this revolutionary product. This program includes inspections, sampling, temperature monitoring and residual strength-testing on rope samples from the field. The testing plan is providing continued evidence that synthetic crane hoist lines are performing as predicted with customers considering repeat purchases for additional installations.

Crane owners and operators are experiencing and appreciating the added value promised with removal of spin, weight reduction, easier and faster reeving, no lubricant required, no cleaning of lube to inspect, as well as the ability to inspect both internally and externally. There have been zero reports



of damage due to bird caging or kinking and any diving experienced has been easily and effortlessly recovered.

Interestingly, there have been additional user benefits recognized that were not predicted, including increased visibility of the hoist rope and no entanglement of K-100 when passing by or through obstructions – as sometimes found with the fish hooks on steel wire, (i.e. tree branches, etc.).

Crane operators are pleased with a quieter ride on the road as there is no noise from or damage to the boom when the rope makes contact during transport. At an installation in Qatar, operators found the rope efficient and clean to reeve. Eliminating the use of lubricants saves time and money – no longer having to clean spilled lubricant from the soil, avoiding the danger of environmental impacts altogether.

It's a paradigm shift for many individuals to make the switch from steel wire to synthetic hoist lines.

However, customers who now have experience with synthetic crane lines are delighted by the benefits seen on rough terrains, truck-mounted cranes and

“Crane manufacturers, rope producers and other industry stakeholders are committing resources to develop industry standards for the use of this technology. The standards work now taking place with ASME and FEM demonstrates the industry's belief that this is the future.”

boom trucks in markets including construction, utility, arborist, energy, U.S. Navy shipyards, and shipbuilding facilities. In the future there will be even more value as large all-terrain cranes, crawlers, and additional classes of cranes take advantage of synthetic hoist solutions.

Crane manufacturers, rope producers and other industry stakeholders are committing resources to develop industry standards for the use of this technology. The standards work now taking place with ASME and FEM demonstrates the industry's belief that this is the future.

To best support custom-designed

solutions, Samson has recently completed a large investment in a custom-designed winch tester that will provide increased proof of performance and reliability studies. This equipment will allow for the simulation spooling and fatigue scenarios often found in the field application, thereby supporting on-going development efforts.

Use of continued feedback from the field in the development process will enable the continued expansion of crane hoist rope products. Samson is committed to providing safe, reliable technology advancements to the crane industry.

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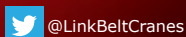
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Liebherr loyal

ACT speaks with Liebherr USA's Daniel Pitzer about new cranes, old cranes and what's ahead for the crane industry.

Over the past couple of years, Daniel Pitzer has become a mainstay in the U.S. crane market and a genuine friend to many Liebherr crane owners in North America. In a short time he has earned the respect and trust of customers and competitors, and he has done so with an easy and friendly demeanor. Pitzer comes across as smart and sincere.

Pitzer's rise through the ranks at Liebherr has been steady. He started with the company 11 years ago fresh out of college when he was hired as a trainee in the sales department at Liebherr-Werk Ehingen GmbH (LWE) in Germany, Liebherr's mobile and crawler crane division and manufacturing facility. Within a year of being introduced to the sales, service and production departments he was promoted to sales manager. In this job he supported area sales managers in the English-speaking countries with their daily activities. In time he focused on supporting sales in the United Kingdom, Ireland and Turkey. In 2015 he was promoted and transferred to the United States to lead LWE's division for the region, which back then was known as Liebherr Cranes Inc.

In 2016, with the formation of Liebherr USA, Company, he concurrently began serving as one of the three managing directors for Liebherr USA, Co. and as divisional director for the Liebherr Mobile and Crawler Cranes division in the United States. As one of the three managing directors he works hand-in-hand with Torben Reher and Peter Mayr to provide strategic direction for the newly formed organization.

At a divisional level, he is responsible for the overall business strategy, company operations and the sales and marketing of the mobile and crawler cranes division in the United States.

"Our product range is comprised of mobile cranes, crawler cranes (350 tons and up) and the new range of rough terrain cranes that will be launched at ConExpo," he said.

Pitzer seems to truly enjoy working in the United States for Liebherr.

"I've always felt very close to the American culture, the people and the country in general," he said. "My first travel experience to the United States was in 1994. A trip that led me to come back in 2001 to work at a summer camp and then to return to live on the West Coast for a year while pursuing my MBA. Today, I work and live in Virginia with my wife and our two children. I consider this an amazing opportunity for us as a young family."

Even before he started working for Liebherr, Pitzer said he had a great admiration for the crane industry.

"It always kept me interested and I was

definitely hooked when I was able to operate and drive a crane for the first time during my traineeship at Liebherr," he said. "I share the same passion and interest that our customers have for our products and our industry, and I feel honored to work for the best manufacturer there is. Serving and supporting our customers and contributing to Liebherr's efforts to build its presence and expand its footprint in the United States is more than just a job for me."

Pitzer enjoys the Liebherr's North American customer base and he has made many friends among the loyal legion of Liebherr owners. He believes that Liebherr distinguishes itself in the market by staying close to its customers.

"Our mobile and crawler cranes are sold directly to customers through our division; this allows us to stay close to



“Serving and supporting our customers and contributing to Liebherr's efforts to build its presence and expand its footprint in the United States is more than just a job for me.”

**DANIEL PITZER, Managing Director, Liebherr USA, Company
Divisional Director, Liebherr Mobile and Crawler Cranes division, U.S.**



Daniel Pitzer believes that Liebherr distinguishes itself in the market by staying close to its customers. By selling directly, the Liebherr team is able to “stay close to our customers and build long lasting relationships at all levels,” Pitzer said.

About Liebherr USA Company

Liebherr USA, Company is the umbrella company for eight divisions in the United States. The new organization became effective in 2016 to integrate its divisional activities which were spread over several sales and service companies. Liebherr USA provides sales and service on behalf of Construction Equipment, Mining, Crawler and Mobile Cranes, Tower Cranes, Concrete Technology, Maritime Cranes, Components and the Domestic Appliances division which includes refrigerators and freezers. The company is managed by three managing directors: Peter Mayr, Daniel Pitzer and Dr. Torben Reher.

show, followed by the SC&RA Annual Conference, should help us gain a better perspective of what this year will bring for the industry.

THERE IS LOTS OF TALK ABOUT THE LIFESPAN OF A CRANE, ALTHOUGH A RECENT STUDY IN THE UNITED STATES SUGGESTS THAT CRANE AGE HAS LITTLE TO DO WITH ACCIDENTS OR SAFE OPERATION OF A CRANE. HOW DOES A MANUFACTURER LIKE LIEBHERR APPROACH CRANE LIFESPAN?

According to Mr. Hans-Dieter Willim, general manager of the design department at Liebherr-Werk Ehingen: Liebherr mobile cranes are built according to the European Standard EN 13000 and ANSI B30.5 for a limited number of load cycles. The theoretical number of load cycles according to EN13000 is 63000 with a light load collective. This means a big number of light loads and a small number of heavy loads.

What does this mean in the real world? If a mobile crane is checked regularly for cracks in the bearing steel structure and is maintained properly, there will be no fixed life time. With an increasing amount of load cycles the regular checks must be increased as the risk of a crack is increasing. If a mobile crane is used for cycling work like unloading ships the lifetime of the crane will be reduced accordingly.

In summary, there is no fixed life time of a mobile crane. The real life time depends from the work the crane has done. The life time ends if the repair and maintenance costs supersede the price of a new crane.

our customers and build long lasting relationships at all levels,” he said. “Our customers are our main focus and can rely on a highly specialized team of professionals whether they require assistance in the field, service or technical support. At Liebherr, we are fortunate to have very loyal customers and employees who are committed to helping their companies succeed. Our products are built on quality, innovation and safety; Liebherr continuously invests in technology and never stops working on developing intelligent solutions to the challenges our customers face.”

Above all, Pitzer is as loyal to Liebherr customers as they are to the brand. We caught up with Pitzer to talk about his company and what’s ahead for the crane industry. He provided articulate, thoughtful responses to our questions.

WHAT DO YOU THINK BUILDS BRAND LOYALTY?

We are a 100 percent family-owned company. Our company’s core values and corporate culture are defined by the family values. They have been passed down from generation to generation and aim to be a consistently trustworthy business partner for our customers. Liebherr employees all over the world work with exceptional determination to

uphold this claim. The continued success of the company lies in the teamwork, dedication and enthusiasm of its most valuable resource – its more than 41,000 employees worldwide.

Just as Liebherr is focused on developing the world’s best products and technologies and offer the highest quality of customer service, the company is also committed to recruit, develop, reward and retain its employees. I believe this is a commitment that ultimately lead to greater customer loyalty and competitive advantage.

HOW DO YOU CHARACTERIZE THE NORTH AMERICAN MARKET FOR CRANES IN 2017?

My personal projection is that after three years of experiencing a gradual decline in the new crane market for all terrain cranes in the United States, we have seen the bottom and I anticipate the demand for new cranes in the U.S. will increase this year.

I am an optimist by nature, and by listening to the industry and looking at our consumer’s confidence in general, paired with an unemployment rate at historical lows and along with expected increase in government spending such as infrastructure and energy projects etc., I might not be far off with my prediction. The upcoming ConExpo-Con/Agg

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The new RT line from Liebherr is expected to get a lot of attention at ConExpo 2017. Daniel Pitzer said the new Liebherr rough terrain line is part of the company's ongoing strategy to support its North American customers.

WHAT CRANE IN THE LIEBHERR PRODUCT LINE ARE YOU MOST EXCITED ABOUT?

I have a passion for cranes in general, that leaves me with no particular preference for just one specific model. I just love seeing our cranes on job sites all over the country no matter where I travel. I am very excited about how we have grown our presence here in the U.S. and we are constantly working on initiatives and

strategies to offer our customers even more products while enhancing their aftersales experience. The new Liebherr rough terrain line for example is part of this strategy to support our North American customers.

WHAT HAS BEEN THE RECEPTION TO THE NEW ROUGH TERRAIN CRANE?

We have received very positive feedback

and excitement from our customers since we previewed the 100-ton LRT 1090-2.1 and 110-ton LRT 1100-2.1 last October at our Liebherr-Werk Ehingen factory in Germany. The commitment from ALL Erection and Crane Rental to take 15 units of the LRT 1090-2.1 bears witness to this.

The new range of rough terrain cranes have been designed with safety in mind. "The safe alternative" scored high with customers in general, not just for those who use rough terrain cranes on refinery applications. It is great to see that we are now in a position to offer our customers a one-stop shop for their lifting needs. I would like to encourage everybody to come and see our LRTs at ConExpo and to check out the features including the extra wide operator's cab.

WHAT DO YOU LIKE TO DO IN YOUR LEISURE TIME?

There is really just one thing – I like to spend as much time as I can with my family. They are my work-life balance and my source of energy. On the weekends we enjoy the Chesapeake Bay area and we love to go fishing or to have barbecues with other families.



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Hannah Sundermeyer

reports on how permitting companies successfully navigate advances in permitting automation and increasing regulatory obstacles.

With the exception of Ina Garten, most of us wouldn't be able to just step into a kitchen and bake a cake from scratch, without a glance at a recipe or set of instructions to follow. At least, one that someone would want to eat.

Similarly, transporting oversized, super heavy haul loads down the road a few miles or across the country requires critical knowledge of important regulation guidelines to keep the route and load in check from start to finish. Permitting and the enormous documentation process involved plays a crucial role in the specialized transportation sector in

Recipe for success

order to comply with governmental and safety regulations and to keep all parties safe – the heavy haul service provider, the general public and the huge and often very expensive cargo itself. Navigating heavy haul and specialized transportation permitting is an arduous process, and there are always obstacles to overcome no matter where you are operating. The recipe for success is never the same.

Heavy haul companies rely on professional permitting companies to acquire the necessary permits and help them comply with an oftentimes long list of regulations.

"Some of the biggest challenges include the travel restrictions that can vary by jurisdiction for weekend or holiday travel, turnaround time on the issuance of a permit and the number of days for which a permit is valid," said Laurie Eldridge, senior vice president and general manager

of regulatory and compliance services at Comdata, based in Brentwood, TN. "Another challenge would be keeping up with regulations."

Tech tools

Becky Woods, vice president operations at WCS Permits & Pilot Cars, based in Los Angeles and with offices in Ohio, New York and Tennessee, has been working for 19 years in the permitting industry, and she believes that each state's procedures and overall consistency continue to be an everyday struggle for permitting companies as well as their customers.

"Some states are progress oriented and forward thinking, however, a number of states hold onto the same procedures they worked with 20 years ago and have not adjusted to meet the needs of the industry," said Woods. "The resulting conflicted processes make it extremely hard for carriers to plan their trips accordingly."

For example, many states have progressed to online, self-issued permits, which takes a significant amount of workload off permit staff and bridge departments, Woods said.

"By moving in this direction, staff can focus on expediting super load and specialized permits," she said. "The results of these changes, in most cases, are vastly improved departmental turnaround times. As many states have evolved to

“Local jurisdictions continue to gain knowledge and permit travel through their localities. But they are becoming more stringent every day.**”**



BECKY WOODS, vice president operations, WCS Permits & Pilot Cars

Smaller towns and cities are now starting to require more detailed permitting, which adds another layer of processing and obstacles.





“As for the super and mega loads [permitting automation] still doesn't have any impact since human involvement is still a key factor with bridge engineering and such.”

LOUIS JUNEAU, president, Nova Permits & Pilot Cars

accommodate the much-needed changes of a quicker and easier permit process for the carriers, it makes it difficult to explain the delay and struggles experienced in other states.”

But with online technology advances, solutions to these challenges are absolutely within reach. However, it's important to ask, have automated permitting applications and other routing processes really helped streamline the permitting process? Or has this modernized approach resulted in more harm than good?

“Automated permitting and routing systems have surely streamlined the overall permit process within many states as well as some cities and counties,” said Woods. “Years ago when ordering a permit either by fax, or online, it was very time consuming to check bridge clearances or construction restrictions. With online permitting and routing systems, we are able to review multiple routes quickly, without having to wait on hold for a state permit agent or reach out to a bridge department. Having these tools at the tips of our fingers allows us to issue permits faster and more efficiently, while keeping the customer up to date on routing issues before they become a problem.”

Louis Juneau, president of Nova Permits & Pilot Cars, based in Quebec City, Canada, is also in agreement that the use of automated applications have aided in restructuring and streamlining the permitting process, to a point.

“It obviously improved the turn-around time for the so called ‘routine permit,’” he said. “As for the super and mega loads, it still doesn't have any impact at this point since human involvement is still a key factor with bridge engineering and such.”

But despite the growth in efficiency with the larger state Department of Transportation (DOT) entities, when it comes to local environments, small towns are now starting to require more detailed permitting, which adds another layer of processing and obstacles.

“We saw a substantial increase in local permit volume in 2016,” said Eldridge.

“We stay abreast of changes, and are able to update our system to reflect any change as it happens.”

Notable uptick

In a similar fashion, Juneau said that he has seen a significant increase in extra layers of permitting in the last few years, but that Nova has been involved and proactive. The company dedicates resources in finding the local entities that have begun requiring permits, as well as their regulations, so that they can better assist carriers with their planning, he said.

“Local jurisdictions continue to gain knowledge and permit travel through their localities,” said Woods. “But they are becoming more stringent every day. I understand the need to obtain local permits, however, the state in which the jurisdiction resides needs to be [clearer] with the parameters of their permits.”

Woods said she would like to see the states include complete contact information for any jurisdiction needed to legally travel on the route given. Several states have begun this process of monitoring the issuance of local permits.

“For these states, it makes the process much less painful, far less time consuming and gives assurance that the carrier is traveling legally,” Woods said. “In watching local entities move to the forefront of permitting, WCS Permits has taken many steps in making this process simple and streamlined for our permit agents as well as the industry. Our Attachment App – available on the Apple Store and Google Marketplace – now has an upgrade

which includes many of the required permit attachments that are required by local agencies. WCS approaches local permitting with the same sense of urgency and importance that we place on state permitting. Compliance is our goal.”

In addition to maintaining compliance with local entities, Woods also pointed out that with oil and gas exploration and drilling activity on a significant downward slide, many carriers have shifted focus their focus to other areas of hauling. With the purchase of newer and larger trailers, there has been some strain across the industry due to freight competition. But the heavy haul market hasn't slowed significantly.

“We have seen little deterioration in the heavy haul market, and the mild winter has led to an across-the-board uptick,” said Eldridge. “The overall impact of the new [president and] administration is uncertain, but the planned investment in infrastructure can only mean an increase in heavy hauling.”

Infrastructure construction continues in several areas of the United States.

“We have been involved quite a lot with infrastructure work throughout the Northeast, which helped [the market] a lot,” said Juneau. “We are still waiting for the Eastward Pipe Line Project to come to life but I won't hold my breath. Now, from what I heard, we may see the one going to Texas come to life sooner.”

Similarly, Woods also noted that the wind market has continually fluctuated by region and continues to be driven by government incentives and tax credits.

“One moment you're handling multiple loads for multiple carriers all headed to and from the same wind farm, the next moment your focus completely shifts for those carriers to now go to and from a new farm on the other side of the country,” she said. “With the industry always changing, we currently see the Midwest taking the lead in wind energy. We do not anticipate significant wind growth on a national level in the coming year.”



“The overall impact of the new [president and] administration is uncertain, but the planned investment in infrastructure can only mean an increase in heavy hauling.”

LAURIE ELDRIDGE, senior vice president and general manager, Comdata

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A class above

All-terrain cranes give owners lifting and transportation advantages far above other crane classes. **D. Ann Shiffler** reports.

Modern. Sleek. Agile. These words could be used to describe a new laptop, a sports car and even an all-terrain crane. Owners and users of these cranes are enamored with their leading edge features, lifting capabilities and versatility.

“Simply, it’s a crane for every terrain,” said Chad Rados, industrial project coordinator for Central Rent-A-Crane’s operations at the British Petroleum Whiting Refinery. (CRAC is a member of the ALL Family of Companies.) “These machines move easily from the local town, to the highway, to the job site. Construction job sites usually consist of dirt, gravel and sand – not ideal for ground preparation. ATs, especially the current models, have so many features including all-wheel steering and different option controls for the suspension.”

Rados said that all-terrain cranes make up about 28 percent of the ALL Erection fleet, with ATs ranging from 45 to 900 tons capacity.

Jim Robertson, president of Allegiance Crane, has found all terrain cranes to offer a strong return on investment in his company’s fleet.

“An AT can run down the highway at normal speeds but can handle off-road job site conditions because of the integrity of their large tires and design,” said Robertson. “With the crab steering they can move around in difficult ground conditions. They can be set up in areas of unapproved access and do the lifting work required.”

Some 75 percent of the cranes in the Allegiance fleet are ATs, testament to Robertson’s advocacy of this crane class.

“The biggest point to make about ATs is the boom length and capacity you can get with these machines,” said Robertson. “Secondary is their ability to let us enter a project that isn’t improved.”

Four 56,000-pound steel bridge girders were lifted and set on an overpass on I-77 in Cleveland. The Ohio Department of Transportation shut down the highway four times in 15-minute increments to allow for ALL Erection’s Liebherr LTM 1220-5.2 and Grove GMK 5225 to work in tandem to make the lifts.



Robertson said his company’s business model takes in the mobility, capacity and efficient lifting that ATs offer.

“We have a lot less crawlers in our fleet because our business model is dictated by commercial and industrial projects. These cranes afford us to move anywhere without costly low boy transportation. We pick up more utilization with ATs in the regions we serve. We choose to be more mobile with our business and go after the jobs that are suitable to ATs.”

ATs are also a growing crane class in the fleet of Crane Service Inc. About 35 percent of the Crane Service fleet are all terrain cranes, with capacities ranging from 50 to 550 tons.

“ATs are basically the easiest crane to move around, especially off the road,” said Bob Warianka, business development manager for Crane Service Inc. “They have excellent steering – they turn corners

Crane Service Inc. built a part of the ‘Go I-10’ interstate highway project in El Paso, TX using its 550-ton Grove GMK7550 and its 400-ton Terex AC350/6 to hoist TX54 bridge beams that weighed 100,000 pounds.



better and they have a rear steering feature so that you can turn the back tires to make a corner a lot easier. You can make all the tires go to one direction or another. You can actually move them sideways. When setting up a crane on a job site with a tight space, these cranes make it easier to maneuver and get around.”

Growing acceptance

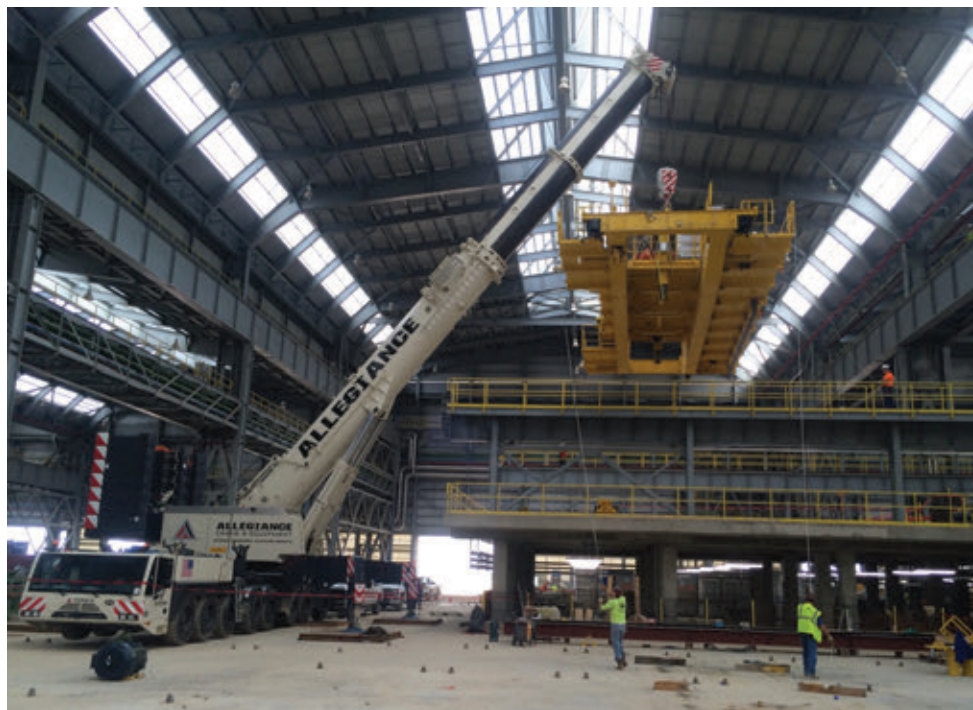
While they are highly revered cranes in the North American market, all terrain cranes used to be considered a “European” crane. And rightly so.

Tadano, Grove, Liebherr and Terex/Demag all terrain cranes are all produced from their facilities in Germany. Link-Belt is the first and still the only OEM that actually produces its all-terrain crane line in the United States. The company introduced its first AT in 2011 after rebranding Tadano ATs for a time.

For several reasons, it took almost 20 years for all-terrain cranes to catch on in the United States. The most often cited factors were that these machines were expensive and complicated. Today’s owners have dispensed with these issues.

“Mobility now gives ATs the advantage,” said Crane Service Inc.’s Warianka. “A Manitowoc 2250 crawler runs about 16 truckloads to get to the job site. The GMK 550 AT can do the same lifting with 11 truckloads and the setup time is shorter, the load out is shorter and you can get in and get out faster and be very competitive in the market when it comes to set up and disassembly, and doing the job.”

Robertson said it’s all about optimizing



Alliance Cranes’ Demag AC 500 lifts a bridge crane into place inside a factory.

utilization of this class of crane and using them efficiently for as many applications as possible.

“ATs can be configured in so many ways,” he said. “They have a multi-level of luffing jibs and you can use the full counterweights or partial counterweights. Grove, Liebherr and Demag, all the manufacturers, are constantly advancing the technology in these machines to make them do more. Quite frankly the ease of assembly and efficiency of erection make these cranes more cost effective.

Plus the computer systems are now more operator friendly, and the OEM support is phenomenal for the most part.”

Right crane for the job

ALL Erection, which operates cranes throughout the United States, works to assess the right crane for the job, and when an AT is needed, they make sure the return on investment is assessed.

“At some sites, there are risks associated with building the crane in its final lifting location, or the site just isn’t suitable (physically possible) for assembly/disassembly,” said Rados. “This is especially true for industrial sites.”

The ability to move a rigged crane solves this problem, he said.

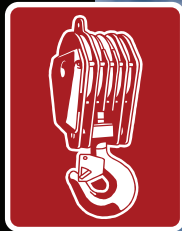
“ATs allow us to assemble the crane, with counterweight and attachments (such as luffing jib), and then travel to the lift location,” he explained. “It decreases our needed radius and increases capacity.”

Recently ALL Erection chose the Liebherr LTM1750-9.1 for an outage in a refinery. The driving scope for the specific area of the unit was an exchanger extraction at a radius of 210 feet, Rados said.

“Along with the exchanger work, the customer also requested that the crane was able to assist with other outage work requiring a lift location at a 250-foot radius and 180-foot elevation, he said. “During the planning stages, one of the options was to erect a crawler crane in a



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Crane Service Inc.'s 550-ton Grove GMK 7550 hoists the new U.S. Eagle Federal Credit Union sign in downtown Albuquerque, NM. The building is 351-feet tall and the crane hoisted the sign to 304 feet. The crane was rigged with 400-plus feet of boom. The heaviest piece was 1,000 pounds at a radius of 207 feet.

very limited area. Due to the lift locations, the crawler required a total of 340-feet of boom (140 feet of main boom and 200 feet of luffing jib) plus ground prep and an engineered crane pad.

The 900-ton Liebherr LTM1750-9.1 AT became the beneficial choice of crane for the customer, Rados explained.

"The advantage was that minimal ground prep was required and the 195-foot luffing jib was installed in less space and with less risk," said Rados. "After partial counterweights and luffing jib were installed, the crane then traveled into its final location ready to perform the work. This resulted in a two-day assembly as opposed to a five to six-day assembly."

There's really no main job for ATs in the Crane Service Inc. fleet, Warianka said.

"They are good for any and all jobs," he said. "We used them on wind farms, on refinery turnarounds, communications towers, and setting HVAC units. They are productive in the oil fields setting up drilling derricks."

The suspension design of an all-terrain crane gives it huge advantages over other mobile cranes.

"These cranes have a great suspension system and they can go off roading better than a truck-mounted crane," said Warianka. "They can navigate bumps and rough ground conditions, such as areas that are wet, sandy and even inclines. We are in a mountainous area so these cranes work really well in these site conditions for where we go for lifting jobs."

All-terrain cranes do require a highly proficient operator, and most companies that own and run these cranes require a certified crane operator to run them.

"We have generally stayed with one manufacturer so that training would be

a little bit easier," said Warianka. "We will have the manufacturer tech come down for a week to train our guys on a new machine. We always have a back-up operator for each machine so that we aren't just relying on one operator. For our GMK 550 we have four operators who can run that one machine."

Designed for safety

Safety is also a huge element of all-terrain crane operation and Warianka praised the manufacturers that design these machines.

"The safety of these machines is phenomenal," he said. "The computer system will actually remind the operator of safety factors and the machine will not let him do something that's unsafe."

Operating an all-terrain crane is less complicated than ever, and most crane operators are happy to get the opportunity to run an AT.

"When you have a fleet of expensive cranes like all terrain cranes, you also have to make a true investment in your staff," said Robertson. "We work really hard at providing training for our employees and we work to bring in younger operators to run tomorrow's cranes."

Robertson is passionate about the topic of hiring younger workers.

"These are underlying costs that some in our industry haven't paid enough attention

to," he said. "We need to recruit younger people into this industry for the benefit of the industry. In some areas of the country the average crane operator is 59 years old. That's scary. We have worked very hard to lower the average age of our operators in order to prepare for tomorrow."

Robertson is excited about the new all terrain cranes that will be shown this month at ConExpo in Las Vegas.

"It will be exciting to see the new machines at ConExpo," he said. "I don't expect to see a lot of change, but the manufacturers are continually pushing the envelope offering ATs that are bigger and more efficient. There's a fine line at how light or how heavy the crane can be. They are all trying to make the erection more efficient and the disassembly easier. The future is bright for this class of crane." ■

Built in 1870, the Monogahela Incline in Pittsburgh carries commuters to work or shop. Recently the rail cars were refurbished. ALL Erection's Pennsylvania branch provided a 160-ton Tadano ATF 130G-5, equipped with 142 feet of main boom to remove each of the 8-ton cars that were lifted and carefully swung around nearly 270 degrees counterclockwise, 50 feet in the air.



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SPECIALIZED LIFTING 50

Eyes on the rise

BY THE NUMBERS

- The companies represented in the **SPECIALIZED LIFTING 50** employ approximately **13,508** people.
- 532** gantries and rubber tired gantries are owned by these companies, the same amount in 2016.
- 895** strand jack units are owned by the **SPECIALIZED LIFTING 50**, as compared to 876 in 2016.
- 5,014** pieces of other specialized lifting equipment (not classified as a gantry or strand jack) are owned by these companies as compared to 4,977 in 2016.
- The total capacity of every unit owned by every company on the list equals **1,387,649** tons. The total last year was 1,251,422 tons.



PHOTO COURTESY OF RIGGERS INC.

ACT's 2017 **SPECIALIZED LIFTING 50** shows impressive growth. **Hannah Sundermeyer** reports.

Aggregating the most influential players in the specialized lifting industry is a task that our ACT team has taken on since 2011. The 2017 **SPECIALIZED LIFTING 50** list actually grew in 2017, adding four new companies, including Doral Equipment that placed in the top ten, and seeing several of the larger companies on the list growing their fleets. This year we posted an index of 1,387,649 tons,

gaining 135,227 tons over the 2016 index of 1,251,422 tons.

For comparison's sake, the total capacities between 2011 and 2017 were:

2011: 953,081 tons
2012: 1,047,457 tons
2013: 939,180 tons
2014: 1,024,998 tons
2015: 998,234 tons
2016: 1,251,422 tons
2017: 1,387,649 tons

>42

Top 10: LARGEST CAPACITY UNIT

RANK	NAME OF COMPANY	MAKE/MODEL OF LARGEST SPECIALIZED LIFTING UNIT	CAPACITY OF LARGEST LIFTING UNIT (U.S. TONS)	SPECIALIZED LIFTING INDEX (U.S. TONS)
1	Mammoet North America	Mammoet Lift System	350,000	372,800
2	Fagioli USA	Fagioli Self-Propelled Skid System	70,000	288,000
3	Wolfe House Movers	Jack Unified Jacking System	7,200	12,000
4	Omega Morgan	Heavy Skid System	6,000	8,150
5	Barnhart Crane & Rigging	Barnhart Modular Lift Tower	5,000	275,168
6	Berard Transportation	Enerpac Syncrolift	4,000	11,080
7	Burkhalter	Enerpac EP5000 Jacking System	3,527	21,500
8	Emmert International	Emmert Lift System	3,250	80,850
9	Bigge Crane & Rigging	Bigge Lift Tower System	3,200	69,940
10	Lampson International	E-Z Lift	2,400	13,500



PHOTO COURTESY OF DORAL EQUIPMENT

RANK 2017	2016	NAME OF COMPANY	LOCATION	# OF DEPOTS	SCOPE OF OPERATION	# OF EMPLOYEES	SENIOR CONTACT
1	1	Mammoet North America	USA	23	Worldwide	1,500	Jacques Stoof, managing director
2	3	Fagioli USA	USA	1	Worldwide	164	Edoardo Ascione, president
3	2	Barnhart Crane & Rigging	USA	46	National	1,200	Alan Barnhart, CEO
4	4	Emmert International	USA	3	Worldwide	110	Terry W. Emmert, president
5	5	Bigge Crane & Rigging	USA	21	Worldwide	705	Weston Settlemier, president
6	6	Edwards Moving & Rigging	USA	9	Worldwide	110	Mark Edwards, CEO
7	NEW	Doral Equipment	USA	3	National	50	Rob Keelan, vice president
8	7	Burkhalter *	USA	5	Worldwide	200	Brooke Burkhalter, president
9	9	Lampson International	USA	8	Worldwide	300	William Lampson, president/CEO
10	10	Erickson's	USA	3	Regional	70	Steve Erickson, president
11	11	Wolfe House Movers *	USA	4	Worldwide	40	Jamin Buckingham, management member
12	NEW	Transport Bellemare	Canada	4	Worldwide	1,100	Daniel Provost, transport operations manager
13	12	Deep South Crane & Rigging *	USA	6	Worldwide	500	Mitch Landry, vice president
14	13	Rigging Gear Sales, Inc.	USA	1	Worldwide	15	Ben Forster, vice president
15	14	Berard Transportation	USA	4	National	70	Brett Berard, vice president
16	15	International Industrial Contracting Corporation *	USA	4	National	300	Randall L. Goddard, vice president
17	16	Omega Morgan	USA	6	National	350	Troy Tallent, vice president
18	17	Taylor Crane & Rigging	USA	2	National	85	Jim C. Taylor, Jr., president
19	21	IRM Industry Movers	Mexico	2	Worldwide	65	David Gonzalez, president/CEO
20	18	Norris Brothers Co. *	USA	1	Regional	65	Bernard E. Weir Jr., chairman
21	24	TNT Crane & Rigging	USA	38	National	1,500	Mike Appling, CEO
22	25	PSC Crane & Rigging	USA	4	National	175	Randy Sever, executive vice president
23	26	Transtell SA de CV	Mexico	1	Worldwide	120	Guillermo Arce, general manager
24	19	Advanced Rigging & Machinery Movers	USA	1	National	30	Matthew Hinty, president
25	20	Duffy Crane & Hauling *	USA	1	Regional	50	Jeffrey L. Cummings, president
26	NEW	Cropac Equipment	Canada	3	National	75	Bill Finkle, owner
27	22	Atlas Industrial Contractors *	USA	7	Worldwide	350	Randy Goddard, executive vice president
28	30	NCSG Crane & Heavy Haul	Canada	27	International	850	Ted Redmond, president/CEO
29	32	Maxim Crane Works	USA	38	National	1,900	Alan Ashlock, president southeast region
30	27	AME Inc. *	USA	5	Worldwide	165	Scott Walker, general manager
31	28	Mid-Atlantic Lift Systems *	USA	1	National	4	Travis Hall, president
32	35	Riggers Group	Mexico	3	Worldwide	75	Carlos A. Tores, president
33	29	Selinsky Force	USA	4	Regional	250	Jim Chapman, president/CEO
34	31	Williams Steel Erection Company *	USA	1	Regional	150	Mike Parker, operations manager
35	33	Process Group Inc. *	Canada	3	Canada	275	Bryan Snyder, vice president, construction
36	36	CSE Inc. *	USA	5	National	250	Lisa Moon Stinnette, CEO
37	37	Intermountain Rigging & Heavy Haul	USA	2	National	83	Ron Montgomery, president, heavy haul
38	38	Holland Moving & Rigging	USA	1	Worldwide	18	Chris Holland, president
39	23	Southwest Industrial Rigging	USA	4	Natioanl	170	Mike Madge, vice president
40	NEW	Mountain Heavy Transport	USA	1	National	19	Ryan Oliverson, manager
				306	13,508		

* estimated

WEBSITE	# OF RUBBER TIED GANTRIES	# OF SPECIALIZED LIFTING UNITS	# OF STRAND JACK UNITS	MAKE/MODEL OF LARGEST SPECIALIZED LIFTING UNIT	CAPACITY OF LARGEST SPECIALIZED LIFTING UNIT (U.S. TONS)	SPECIALIZED LIFTING INDEX (U.S. TONS)	
www.mammoet.com	2	20	305	157	Mammoet Lift System	350,000	372,800
www.fagioli.com	0	20	146	596	Fagioli Self-Propelled Skid System	70,000	288,000
www.barnhartcrane.com	0	78	754	18	Barnhart Modular Lift Tower	5,000	275,168
www.emmertintl.com	1	4	1,049	4	Emmert Lift System	3,250	80,850
www.bigge.com	0	18	198	42	Bigge Lift Tower System	3,200	69,940
www.edwardsmoving.com	0	16	560	4	Hydrospec Strand Jack System	800	60,407
www.doralequipmentrental.com	0	10	50	0	G-600	600	27,000
www.burkhalter.net	0	5	60	14	Enerpac EP5000 Jacking System	3,527	21,500
www.lampsoncrane.com	0	4	8	0	E-Z Lift	2,400	13,500
www.Ericksonsgcr.com	0	5	80	0	Riggers Lift Gantry	1,200	12,100
www.wolfehousebuildingmovers.com	0	0	87	0	Jack Unified Jacking System	7,200	12,000
www.groupebellemare.com	0	1	5	0	Goldhofer	2,872	12,000
www.deepsouthcrane.com	1	3	20	6	Hydrospec Strand Jack System	2,200	11,960
www.rgsinc.net	0	114	207	0	Lift Systems HH1000	1,000	11,462
www.berardtrans.com	0	0	7	4	Enerpac Syncrolift	4,000	11,080
www.iicusa.com	0	36	525	0	Riggers Manufacturing EZ604	600	9,660
www.omegamorgan.com	0	6	18	0	Heavy Skid System	6,000	8,150
www.taylorcrane.com	0	8	171	0	EZ Lifter 640	600	7,108
www.irmindustrial.com	0	2	95	0	J&R Engineering Lift-N-Lock Gantry	500	6,945
www.norrisbr.com	0	3	13	0		125	6,695
www.tntcrane.com	0	3	20	0	Enerpac SBL 1100	1,200	6,000
www.pscind.com	0	3	96	0	Hydra-Slide JS250 Up N Go	1,000	5,620
www.transtell.com.mx	0	2	3	2	Hydrospec HSL2000 Lifting	2,040	5,340
www.advanced-rigging.com	1	10	125	0	Hydratech FS 404 270	400	5,200
www.duffycrane.com	0	1	20	0			5,000
www.cropac.com	2	2	100	0			5,000
www.atlascos.com	0	3	89	4	Atlas Tower Lifting System	800	4,400
www.ncsg.com	0	8	0	0	Custom Gantry System	700	4,200
www.maximcrane.com	0	12	22	4	JJ&R Engineering Lift-N-Lock Gantry	700	3,552
www.ameonline.com	0	4	31	0	Lift Systems 34PT 5400WS	500	3,280
www.midatlanticlift.com	0	34	28	0	Lift Systems 34PT5400WT	500	3,192
www.riggers.mx	0	4	16	36	J&R Engineering Lift N Lock Gantry L1200	600	3,100
www.selinskyforce.com	0	4	38	0	J&R Engineering Lift-N-Lock Gantry	500	2,908
www.wmsi.com	17	2	6	0			2,200
www.processgroup.ca	0	3	20	0	Lifting Tower	1,000	2,130
www.cseonline.net	0	1	6	0	J&R Engineering Lift-N-Lock Gantry	900	2,000
www.irhusa.com	0	3	25	4	J&R Engineering Lift-N-Lock Gantry	550	2,000
www.hmrssupplies.com	50	0	0	0	Holland Power Dolly	55	1,990
www.swirusa.com	0	4	3	0	Lift Systems 850	850	1,262
www.mountaincrane.com	0	2	8	0	J&R Engineering Lift-N-Lock Gantry	200	950
	74	458	5014	895			1,387,649

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SPECIALIZED LIFTING 50



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Top 10: NUMBER OF GANTRIES

RANK	NAME OF COMPANY	TOTAL NUMBER OF GANTRIES	SPECIALIZED LIFTING INDEX (U.S. TONS)
1	Rigging Gear Sales, Inc.	114	11,462
2	Barnhart Crane & Rigging	78	275,168
3	International Industrial Contracting Corporation	36	9,660
4	Mid-Atlantic Lift Systems*	34	3,192
5	Mammoet North America	20	372,800
6	Fagioli USA	20	288,000
7	Edwards Moving & Rigging	16	60,407
8	Bigge Crane & Rigging	15	69,940
9	Maxim Crane Works	12	3,552
10	Doral Equipment	10	27,000
11	Advanced Rigging & Machinery Movers	10	5,200

It's clear that the growth of the specialized lifting industry has been flat over the last five to six years. Acquisitions have accounted for some of the jumps on the list and the larger companies tend to keep getting larger. While the specialized lifting indexes

of our **SPECIALIZED LIFTING 50** may not be changing much, the total number of employees that work for them certainly is. This year's **SPECIALIZED LIFTING 50** employs some 13,508 people, up from 9,914 in 2016.

ACT began distributing survey forms for the **SPECIALIZED LIFTING 50** list via email in January 2017 and followed up with phone calls and more emails in February. The companies that completed and returned these surveys over the course of the last two months were included in this year's list.

For some companies we were forced to use their data from our 2016 list. In these cases, an asterisk will appear next to that company's name. As a result, the **SPECIALIZED LIFTING 50** is an estimate.

While every effort was made to ensure the accuracy and completeness of the information in this list, ACT, its editors and its publishers do not assume responsibility for any errors or omissions. We strive to improve this list, as well as our other annual lists, every year.

2018

To be a part of our 2018 **SPECIALIZED LIFTING 50**, email the editor, D. Ann Shiffler, to request a survey form. She can be reached at d.annshiffler@khl.com. Or you may email Assistant Editor Hannah Sundermeyer at Hannah.sundermeyer@khl.com.

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Staging success

For the Cheyenne Frontier Days in Wyoming, HMR Supplies helped build one of the largest mobile stages in North America.

Held each summer, Cheyenne Frontier Days is a nine-day community festival that features a world-class championship rodeo, top-name entertainment, a chuck wagon cook-off, an old frontier town, a Native American Village, parades, dances and a carnival Midway to name just a few attractions. Since 1897, Cheyenne Frontier Days has celebrated the Old West heritage of the state of Wyoming.

Recently, Reiman Corp. was hired to build a stage for the annual festival, and HMR Supplies was hired to make it move.

The challenge was to design a huge stage that could be repeatedly moved 200 yards back and forth to the performance area in



To mobilize the stage, HMR Supplies manufactured six dollies with a knuckle suspension.

the arena. The stage measures 50 by 80 feet and weighs 200,000 pounds.

The festival team needed to move the stage into position between shows. With an original 90-minute time requirement to move the stage into place, the customer specified

Each dolly weighed 10,000 pounds, had a 56-inch wheel track and eight 315/80R 22.5 20 ply tires.



The stage measures 50 by 80 feet long and weighs 200,000 pounds.

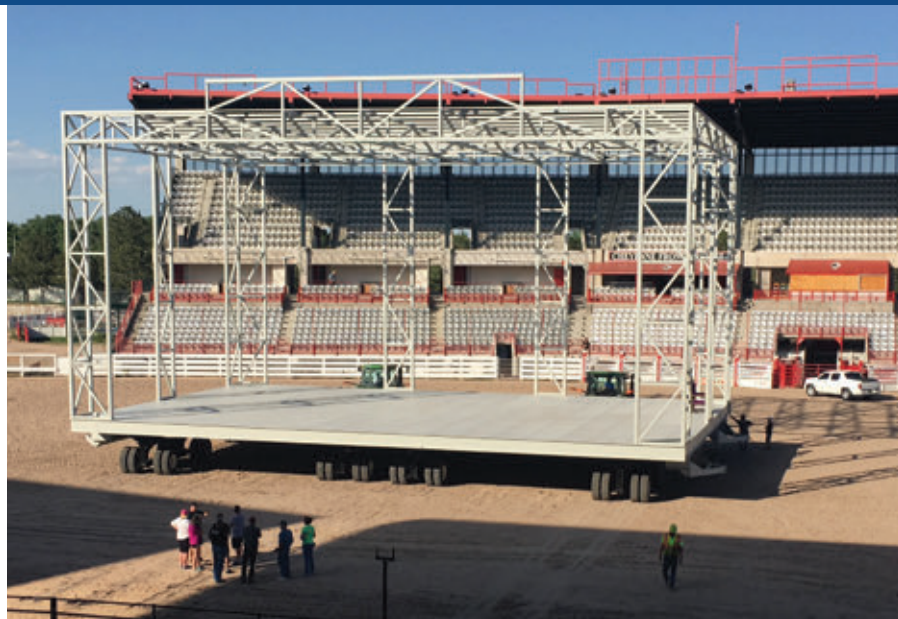
that the power to move the stage be provided by two tractors. HMR Supplies designed a system using custom Holland dollies that could be moved in 20 minutes.

Very specific requirements

"We approached this project by talking with the customer to identify the requirements such as gross load, direction of travel, degree of steering and time constraints needed for the dollies to be effective," said Paul Oulman, HMR Supplies director of manufacturing. "Using knuckle-style dollies provided the degree of steering necessary for the stage to move laterally and also provided directional control during travel."

>48

The stage is placed in the center of the arena every night. Originally the festival asked for at least 90 minutes to set the stage in place and have it ready for each evening's performance but HMR Supplies' solution allowed the stage to move in 20 minutes.



HMR Supplies manufactured six dollies with a knuckle suspension. Each dolly weighed 10,000 pounds, had a 56-inch wheel track and eight 315/80R 22.5 20 ply tires. The knuckle suspension provided a lift of 18 inches and offered a 135-degree turning capability. The 100 horsepower power unit featured a 30-foot umbilical to the remote, three lifting zones, two steering zones, two braking

zones and an on-board air compressor. Steering and height are controlled by a hand-held remote and were powered by a Holland Power Unit. Steering was electronically controlled and timed to have all dollies moving together in tandem.

The total structure itself, without performance equipment, weighed 265,000 pounds.

"Installation of the dollies under the stage required a crew of four for two days and two additional days for final adjustments and testing," Oulman said.

The completion of this project allows the Cheyenne Frontier Days team to accommodate all the technical requirements and equipment for any of today's performance and musical groups.

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Power play

A 400-ton capacity Terex AC 350/6 gives Landwehr Construction a competitive edge in back-to-back projects.

“The crane made us money,” said Chuck Paulson, crane manager for St. Cloud, MN.-based Landwehr Construction, Inc., after completing back-to-back cooling tower installation and petro vessel removal projects using its newest crane, a Terex AC 350/6 all terrain crane.

A little more than six months ago, Landwehr jumped up to the 400-ton crane capacity with the new AC 350/6. “Without this crane, we could not have competitively bid these jobs,” said Paulson.

Prior to the purchase, Landwehr had a crane fleet ranging from 30 to 275 tons capacity. However, increasing competition and changes in the market necessitated the increase in crane capacity. Since the 400-tonner was delivered, the crane has not seen much of Landwehr’s yard

“We were missing out on the next level of work, the jobs with longer reaches and heavier lifts,” said Pat Herron, crane division manager for Landwehr, a fifth generation family company. “We were a little hesitant to make the jump at first, but with our headquarters within about an hour’s drive of Minneapolis, there is much competition in the lower capacity

classes. Once you get to the 400-ton class, there is less competition, especially when heading west toward the Dakotas, and we have a customer base where we will travel up to 500 miles for a lift project.”

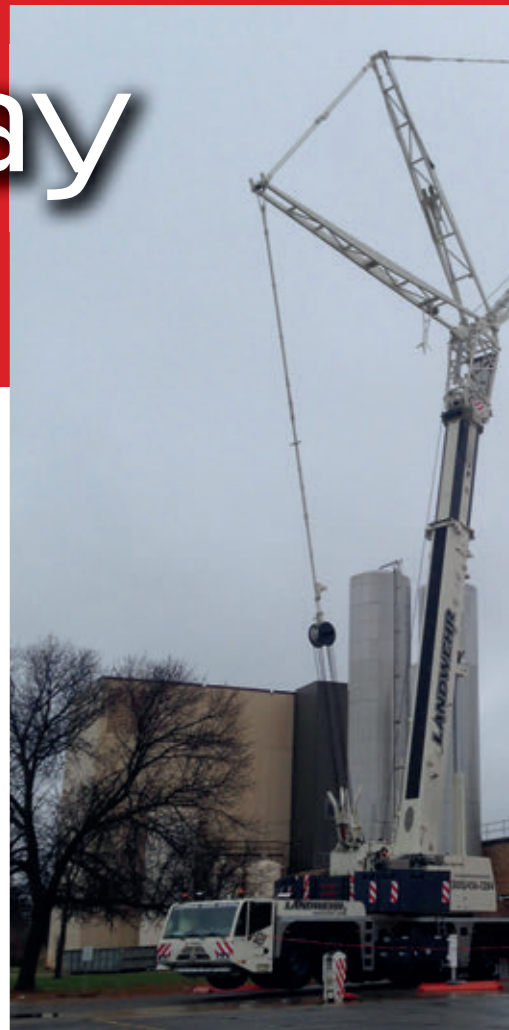
Landwehr completes a broad range of construction work, ranging from utility and excavation and site development to environmental remediation and solar services. For decades, the crane and rigging division’s primary work stemmed from lifts to support Landwehr’s construction divisions. But its 275-ton cranes did not offer enough capacity for the growing body of construction work.

“Precast tilt-up walls for commercial building construction projects were getting bigger and heavier, and the radius and panel size were increasing,” Paulson said. “We recently finished a department store construction project where the wall panels were 120,000 pounds.”

The combination of the AC 350/6’s long luffing jib and Superlift configurations helped Landwehr to land and profitably complete the two back-to-back industrial lifts.

About Landwehr Construction

A fifth-generation family owned and operated company tracing its roots to 1895, Landwehr Construction specializes in industrial, precast, heating and air conditioning, communications, mechanical and highway and heavy construction projects. With its fleet of 23 cranes offering lift class capacities from 30 to 400 tons, the company offers crane lift and rigging, taxi and rental services. For more information visit www.landwehrconstruction.com/.



Reach flexibility

Landwehr mobilized the AC 350/6 45 miles from its headquarters to Melrose, MN for a cooling tower lifting project at a dairy processing facility. Due to the tower’s weight, the facility’s wall height and how deep into the roof supporting materials had to be placed, the pick required 157.5 feet of luffing jib.

“The crane can be equipped with up to 236.2 feet of luffing jib to increase machine flexibility,” said Ben Steege of RTL Equipment, the supporting Terex distributor.

The crane’s full 257,300-pound counterweight package was required to lift the 30,000-pound cooling tower. Mobilizing the crane, luffing jib and counterweight required seven truckloads.

“The base crane goes out with one basic counterweight and rigging truckload,” said Paulson. “Full counterweight requires

The crane’s full 257,300-pound counterweight package was required to lift the 30,000-pound cooling tower. Mobilizing the crane, luffing jib and counterweight required seven truckloads.





Landwehr mobilized the AC 350/6 45 miles for a cooling tower lifting project at a dairy processing facility.

an additional five trucks, and we needed one additional truck for the luffing jib. The way the counterweight slabs and jib segments are designed helps us to maximize truckloads, which helps us to keep trucking costs down to remain price competitive.”

Within about an hour, the crane and truckloads arrived at the dairy facility. It took Landwehr’s four-person rigging crew plus two operators five hours to configure the AC 350/6 crane with maximum counterweight and luffing jib for the lift.

Including the tower unit, supporting structure pieces, catwalks and ladder, the crane made 12 picks for the job. By far, the most complex part of the lift was the 30,000-pound cooling tower critical pick.

“Lift planning for the cooling tower was one of the biggest challenges,” Paulson said. “We had to devise a flight plan to minimize worker evacuation for the cooling tower pick, since this was an active factory during work hours.”

To clear the 25-foot-high factory wall while lifting the 12-foot wide, 24-foot long, 10-foot tall cooling unit, the crane’s center pin was positioned 26 feet away



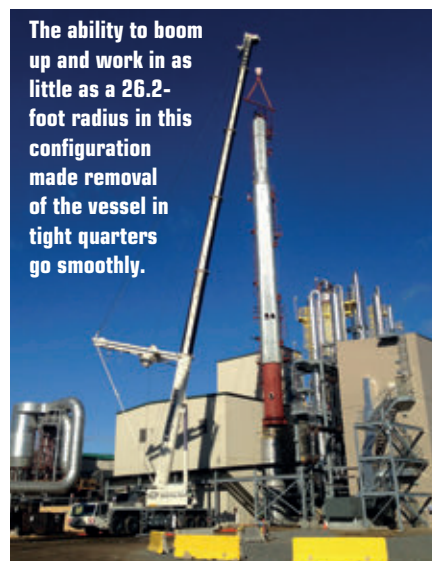
Due to weight of the cooling tower, the wall height and how deep into the roof supporting materials had to be placed, the pick required 157.5 feet of luffing jib.

from the building. Crews initially used 74-feet of main boom with the 157.5 feet of luffing jib positioned at 73 degrees.

“At this configuration, the AC 350/6 crane offers a 36,200-pound capacity at a 150.9-foot radius,” said Steege.

Some of the structural steel had to be placed an additional 80 feet into the building’s roof. For this, the crane operator telescoped the main boom to 178 feet and changed the luffing jib’s angle to 65 degrees.

“This gave us a 6,000-pound capacity when we were working at a 230-foot radius,” said Paulson. “The ability to



The ability to boom up and work in as little as a 26.2-foot radius in this configuration made removal of the vessel in tight quarters go smoothly.

change main boom length during the lift was the key to economically using this crane and winning the bid.”

Within eight hours, all the lifts were made. Afterwards, Landwehr’s crew had the crane derigged in about five hours and prepped to move for its next project.

The crane then made a 45-mile trek to Little Falls, MN to lift and remove a 60,000-pound vessel at an ethanol plant.

This time, Landwehr called on the crane’s Superlift structure to boost main boom lift capacities. Using 211,000-pounds of counterweight, the operator needed 177.8 feet of main boom to lift the 113-foot-tall vessel. The crane worked at a 72-foot radius to maneuver the vessel into its final position.

“The Superlift boosts the crane’s capacity to 76,700 pounds, which was more than enough to make this lift,” said Paulson.

Compact and agile

With space tight at the refinery, the AT’s size and close radius working capabilities proved to be a significant benefit.

“At a mere 54.8-foot total length, the AC 350/6 is the most compact six-axle crane in its capacity class, and it offers six different steering modes to easily maneuver the carrier into tight spots,” said Steege.

The ability to boom up and work in as little as a 26.2-foot radius in this configuration made removal of the vessel in tight quarters go smoothly, Paulson added.

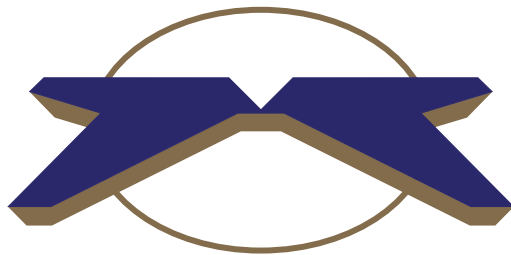
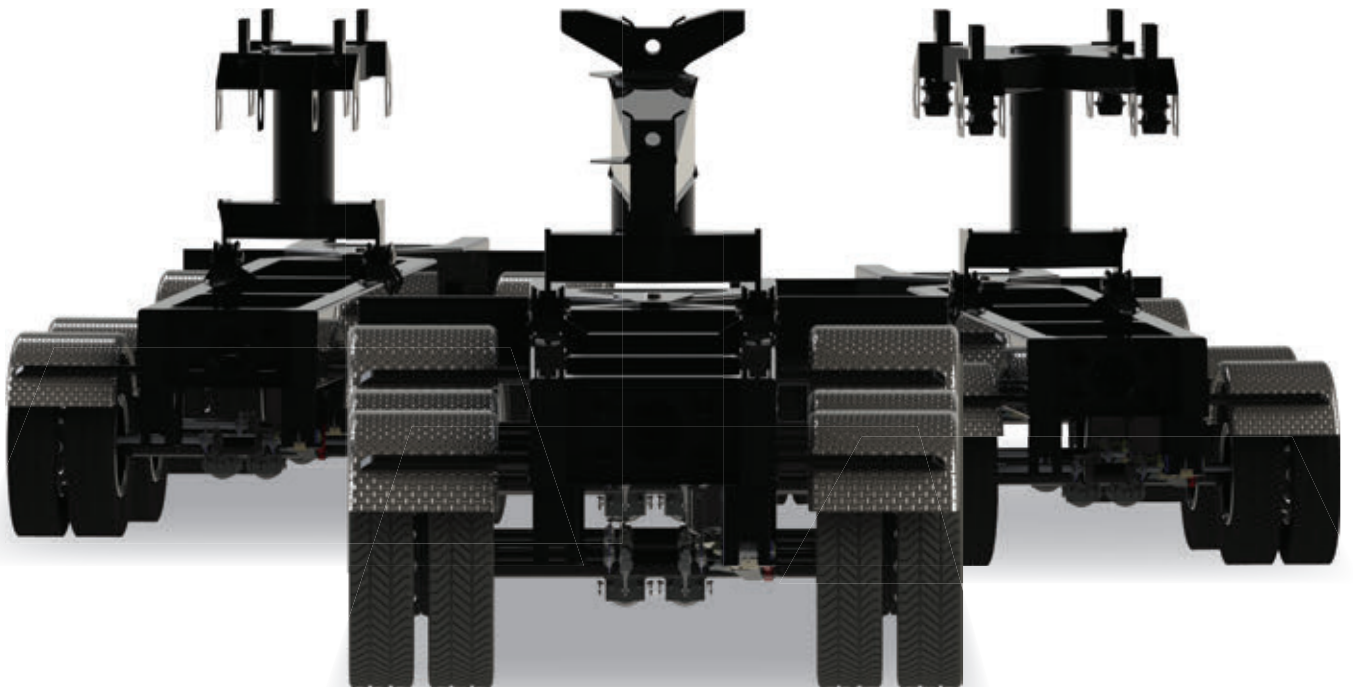
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Landwehr called on the crane’s Superlift structure to boost main boom lift capacities. Using 211,000 pounds of counterweight, the operator needed 177.8 feet of main boom to lift the 113-foot tall vessel. It worked at a 72-foot radius to maneuver the vessel into its final position.

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“By being able to quickly change from the luffing jib configuration to main boom with SL configuration, we were able to use the same crane to win bids for two different applications,” said Paulson.

The type of 400-ton capacity crane to add to Landwehr’s fleet was made easier from previous experience of another all terrain crane. Sixteen years ago, when Paulson joined the Landwehr team, the company had five cranes in its fleet. In 2016 the company owned 23 cranes.

“We have quite a few Terex cranes, including 30- and 60-ton RTs and other ATs,” said Herron.

Impressive track record

The longevity delivered by Landwehr’s 2005 Terex AC 140 helped to tip the scales in favor of purchasing the larger AC 350/6.

“That AC 140 crane has more than 167,770 miles on it, and it is still hammering down the road from site to site. We’ve only had to put one set of tires on it, and we have not had to put a lot of maintenance in it.”

The versatility of the AC 350/6 was key. Using different counterweight configurations, the crane is used on

multiple jobs, and, depending on how much counterweight is needed to complete a lift, Paulson can send additional supporting truckloads for the full counterweight package.

“While we always want jobs with maximum counterweight, the ability to



adjust counterweight packages keeps this crane busy,” he said. “We will go out with a basic 39,900-pound counterweight package and one supporting truckload, and for 275-ton capacity jobs we use 76,500 pounds of counterweight. The ability to vary our counterweight keeps trucking costs down.”

Multiple boom options increase the project adaptability. The AC 350/6 offers a maximum 210-foot main boom and multiple luffing jib options give Landwehr a maximum 412.4-foot system length. The crane’s Superlift structure for the main boom increases lift capacities when working at extended radius.

The crane’s ability to adapt to a variety of lift configurations has Landwehr expanding the types of applications it is bidding. While a true economic benefit for Landwehr, it serves to extend the times the crane is required in the field, making the Terex AC 350/6 increasingly homesick for Landwehr’s yard, Paulson said. ■

By being able to quickly change from the luffing jib configuration to main boom with SL configuration, Landwehr’s team was able to use the same crane to win bids for two different applications.



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Vic's Crane & Heavy Haul formulated an elaborate and successful plan to offload, transport and install three Wartsila engines.

The temporary landing was roughly 75 to 100 feet from the base of the landing pad to the roadway.

'Superior' rigging



Each of the three engines was unloaded from the barge using a 14-axle line Goldhofer PST-H (self-propelled) and then staged on the frontage road.



In September 2016 Vic's Crane & Heavy Haul dispatched its team of professionals and a plethora of lifting and hauling equipment to the City of Marquette, MI to complete the barge roll off, haul and installation of three 643,500-pound Wartsila natural gas engines.

In still pictures the job looks pretty simple: offload the engines from a barge, haul them to the plant and install them in place using gantries and a jack-and-slide system.

But watching a time-lapsed video of the project, one realizes that this job was anything but easy. Because there was no reasonable route for the engines to travel over the road, Vic's team devised a plan that would mean offloading the engines from a local beach in Marquette on Lake Superior and then hauling them at night

through the City of Marquette to the new natural gas-fueled power plant.

The first phase of the project would be the toughest part of the plan to get approved, according to Vic's Crane & Heavy Haul Project Engineer Sean Lipinski.

"I would say that the biggest challenge of the job was convincing the Marquette Board of Light and Power, Wartsila and the city of Marquette that the public beach landing was the best option for unloading," Lipinski said. "This gave us the most efficient haul route to save the customer, and essentially the citizens of Marquette, money."

Vic's sent Lipinski out to 3D laser scan the beach and lakeside to collect data in order to develop a plan for excavation, matting and grillage placement, and

to verify ramp angles and water/barge elevations.

"Months prior to any equipment moving we worked many long days and hours back at the office developing plans for crane matting, truck matting and grillage placement to ensure we wouldn't have an effect on the public beach directly under the equipment," said Lipinski. "It required a lot of persistence to convince the city to allow us to unload on the public beach due to the concern of us disturbing the environment and shoreline of the lake."

Restrictions galore

The beach roll-off location was the best option because hauling the engines from the local port through the City of

After securing the engines and rolling them off the barge, they were staged until night-time, and the trailer was reconfigured to 22 axle lines. The engines were hauled on Vic's 22-line Goldhofer PST-H platform trailer to the Marquette Board of Light and Power Plant.



Marquette was too challenging. There were city restrictions due to the size and weight of the engines and complicated power line lifting and removal would be required. Plus there were corner navigation issues on the narrow streets of Marquette. Each engine measured 19 feet 9 inches tall, 46 feet 8 inches long and 13 feet 5 inches wide. All three engines were secured to a barge that measured 220 feet by 55 feet by 12 feet deep.

The first challenge was creating a temporary landing on the beach. The beach required a large amount of preparation prior to the barge arriving due to the uneven ground and some concerns with soft spots, as well as trying to achieve the optimal ramp angle for unloading, according to Lipinski. Vic's team created a plan that would involve building a 20 by 20-foot temporary landing pad that consisted of two layers of six 4 by 20 by 1-foot crane mats and then two more to help taper down the ramp.



"We also had four 4 by 20 by 1-foot steel grillages to take the direct loading of the barge ramps," said Lipinski. "We laid eight 45-foot barge ramps on the landing to create a 16-foot wide unloading platform. To finish off the landing pad, we used 8 by 14-foot by 6-inch truck mats to mat out the ramp and entire beach route to minimize our impact on the sand below."

The temporary landing was roughly 75 to 100 feet from the base of the landing pad to the roadway.

"We were very lucky to have good weather during the project, and we didn't have to deal with many waves or tidal effects, but it was definitely a large concern," said Lipinski. "The day after we unloaded, the waves were very violent and would have made the roll-off procedure unsafe."

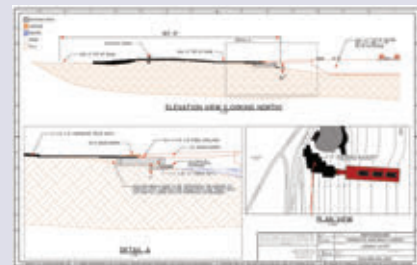
The assist crane, a 110-ton capacity Grove TMS 9000E, lifted and placed the timber mats and grillage for the offload pad.

For offload operations, Vic's team selected a 14-axle line Goldhofer PST-H (self-propelled platform trailer).

"After the barge arrived, we installed the ramps and began removing all the tie-downs on the load," said Lipinski. "To aid in offload operations, when the engines arrived at the port on the ocean vessel, they were loaded on the barge onto our staging stands and beams to allow for us to self-load the self-propelled platform trailer by raising the hydraulic cylinders on the axle sets. Loading them onto our equipment allowed us to make sure the placement of the engines was going to work with our unload procedure."

After securing the engines and rolling

Vic's 500-ton Lift Systems 24PT500LT gantry system and hydraulic slide track system were used to complete the final installation of the engines.



them off of the barge, they were staged until evening on a frontage road near the beach. Meanwhile, the trailer was reconfigured to 22 axle lines for weight distribution on city streets.

The gross load of the trailer and engine was 867,550 pounds and the transport length was 128 feet 6 inches long.

Lots of 'jumping'

Even though the 2.5-mile route to the power plant was fairly short, it was not challenge free, to say the least.

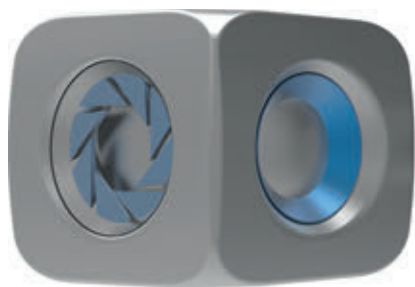
"We had to use grillages and barge ramps to 'jump' many culverts, utilities and a steam tunnel for Marquette University due to the extreme axle loadings this load produced," said Lipinski. "This process took place three nights in a row, one engine per night, and the grillages and barge ramps were cleaned up each night to ensure there was no interference with daily traffic on Wright Street in Marquette."

The engines, delivered by Vic's SPMT, and the three accompanying generators that arrived by truck, were then installed over the next week.

At the power plant the crew used Vic's 500-ton Lift Systems 24PT500LT gantry system with a 350-ton capacity Grove GMK 6350 for assistance and lifting of the 159,000 pound generators to a slide track system.

Back at the beach, Vic's crews removed the temporary landing in the reverse of how they assembled it.

"After we left, it would be hard to know that anything of this magnitude took place due to the expert planning and execution of our team," Lipinski said.



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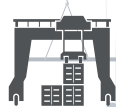
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Image of the BlokCam being projected on to a TV in the project office

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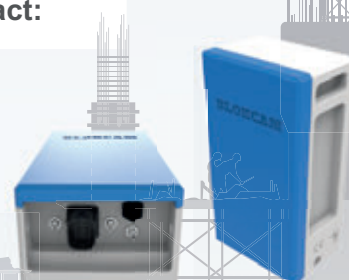
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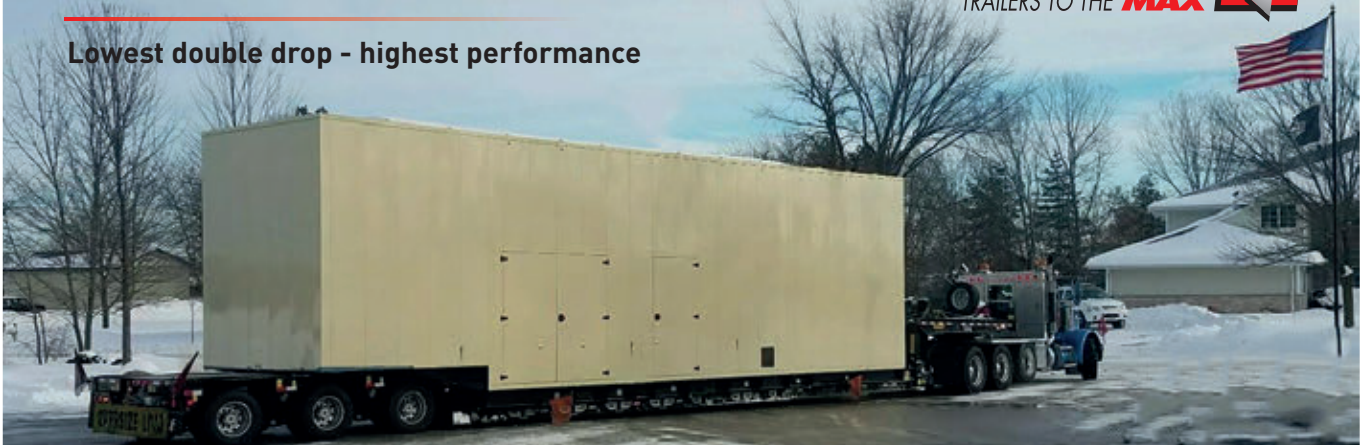
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Extreme pre-cast

A Link-Belt ATC-3210 makes precast concrete erection easy and safe.

Construction of a new 216,000-square-foot warehouse in Henrico, VA required the placement of 191 precast concrete panels. The 900 foot long by 240 foot wide warehouse is being built at the Richmond Airport Distribution Complex by Becknell Industrial, a developer specializing in industrial properties. Becknell anticipates an influx of cargo to the Virginia State Capitol in the coming years and will be prepared to receive goods at the 17-plus acre site with the construction of the new pre-cast concrete facility with 20 dock doors, 25 tractor trailer stalls, and a 60 foot loading bay.

Extreme Steel Crane & Rigging, Inc. of Warrenton, VA landed the job to lift and place the precast concrete panels. To lift and place the 27,000-pound panels, which measure 8 feet wide and up to 38 feet tall, the company used a 210-ton capacity Link-Belt ATC-3210 all-terrain crane.

On average, the Extreme Steel Crane & Rigging crew lifts and places 12 panels each day. To help rotate the slabs, crane operator David Haley uses the 12-foot heavy lift stowable fly and a two-line, one load lift procedure that comes standard



To lift and place the 27,000-pound panels, which measure 8 feet wide and up to 38 feet tall, Extreme Steel Crane & Rigging used a 210-ton capacity Link-Belt ATC-3210 all-terrain crane.

on the Link-Belt ATC-3210. The fly is rated at 34 tons of capacity.

"The fly on here works great," said Haley. "Before, we would have had two lines over the main head sheaves which means the blocks would get too close and hit or banged up against each other. This fly makes the procedure so much easier because it keeps your lines separated. It's

nice and quicker for me with less line entanglement."

The radius for lifting the concrete slabs ranges from 40 to 70 feet with the boom extended anywhere from 135 to 168 feet.

"We bought this 3210, a 100-ton HTC-86100 and a 300-ton HC-278 HII all in the last year and a half from Link-Belt because that really fits our range of needs," Haley said. "You can always rent down with the tonnage of crane capacity when we have the Link-Belt machines." ■

On average, the crew lifts and places 12 panels each day.



To help rotate the slabs, the crane operator uses the 12-foot heavy lift stowable fly and a two-line, one load lift procedure that comes standard on the Link-Belt ATC-3210.

Boom town

ACT's exclusive guide to what you need to see and do at ConExpo 2017.

While some people consider March Madness to be about NCAA Basketball, the construction industry will enjoy its own March Madness in Las Vegas March 7-11. ConExpo Con/Agg 2017 convenes with equipment manufacturers set to show off their most impressive equipment, much of it new to North America.

The crane, rigging, transport, safety and related services sector has high hopes for ConExpo 2017. It's possible that the tradeshow will provide a bounce for a rather flat construction equipment market.

This year's show is huge with more new product categories and more new exhibitors than ever. There will be 2,500,000-plus net square feet of exhibits and 2,500-plus exhibitors. On page 66, **ACT** has provided its select list of "Go-To" booths that are specific to the lifting, rigging and specialized transportation sector.

Navigate the show floor more easily by downloading the ConExpo Mobile App that has advanced 3D maps with routing, stay connected to fellow attendees, get real-time show updates and much more. The app continuously synchronizes with the online show planner so you can make last-minute updates to your show agenda.



PHOTO © ROBERT B. DIMMITT

The new 75,000-plus square foot Tech Experience offers an interactive look at the trends and solutions developing now and emerging in the next several years in three key areas: the jobsite, workforce and infrastructure. Highlights include the unveiling of the world's first fully functional 3D steel printed excavator, the Infrastructure Vision 2050 initiative

of the Association of Equipment Manufacturers (AEM), a Drone Zone and 3D Printworks.

Following is our **ACT** ConExpo Show Guide featuring information about equipment and services pertinent to the **ACT** readership. This information was submitted by the companies who are exhibiting.

CRANES

ALTEC, G-4864, with a wide range of boom trucks and articulating boom cranes in its product line-up, will feature the AC45-127S, a 45-ton capacity crane with 127 feet of full power boom. The crane is designed with a dual entry cab to provide safe, convenient access to the crane controls throughout the range of rotation, reducing the slip-trip-fall hazard exposure on the job site. The cab features a 20 degree tilt to improve the operator's viewing spectrum while reducing neck strain and associated fatigue when handling loads at height. The AC45-127S is configured with extended reach outriggers to reduce cribbing.



The Altec AC45-127S has a maximum capacity of 45 tons.



BRODERSON MANUFACTURING, G-4324, manufactures a full line of small capacity cranes, including carry deck cranes and rough terrain cranes. Carry deck cranes range in capacity from 2.5 tons to 25 tons. Broderson has extended its carry deck range with two: the 10-ton capacity ic100 with a 35-foot main boom, and the 30-ton ic600 with a 70-foot main boom.

These Broderson cranes have compact footprints for use in tight spaces, easy operator exit and entry, Cummins Tier 4 final engine packages and state-of-the-art rated capacity limiter systems (LMI). Broderson said the ic600 will be the largest capacity, longest reach carry deck crane on the market. An

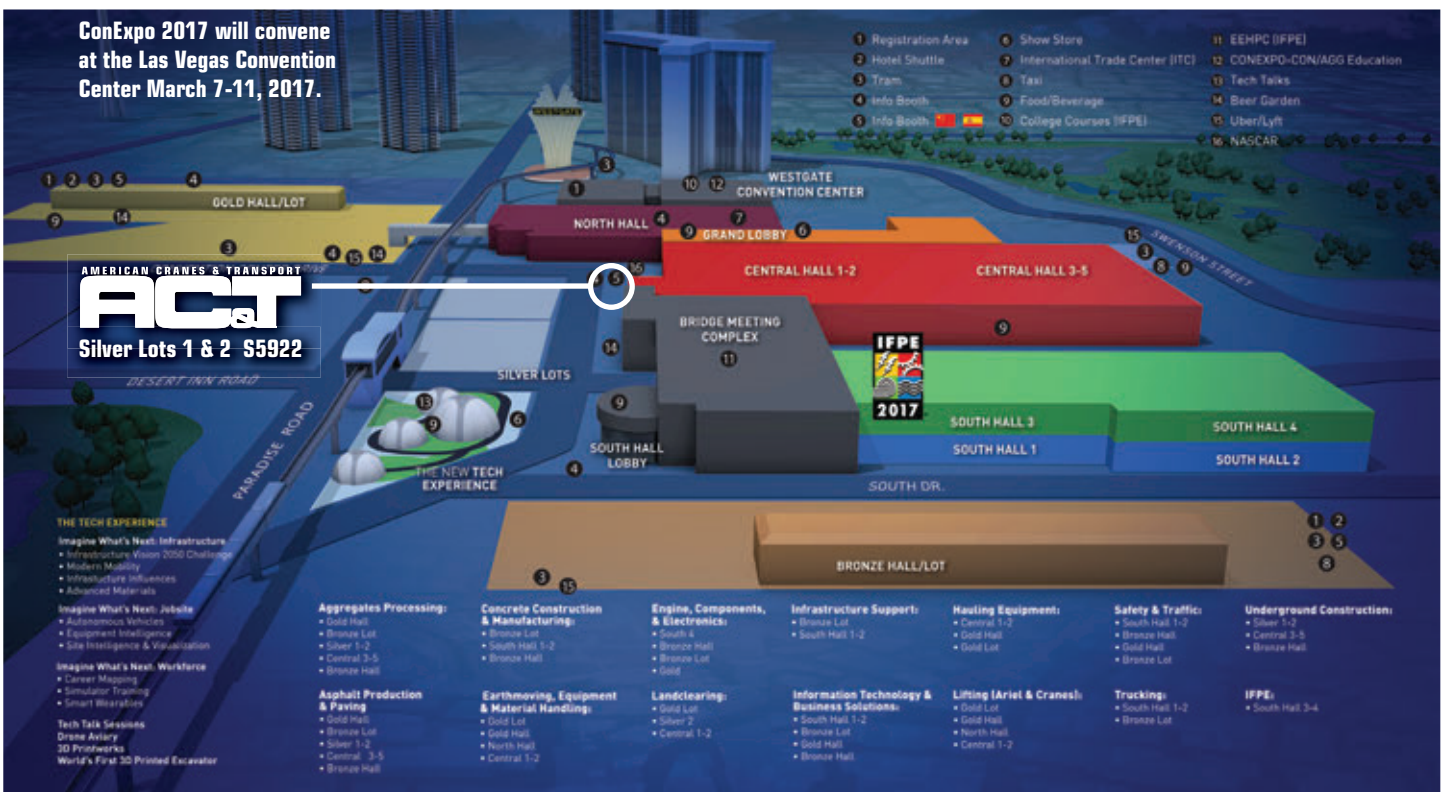
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Broderson will introduce two new carry deck models, the ic600 and the ic100.



ConExpo 2017 will convene at the Las Vegas Convention Center March 7-11, 2017.

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system satisfies operator preference over hydraulic controls for a crane of this size.

The ic100 boasts a new boom design mounted to the same structure, power train and hydraulic system of the BMC IC80. Fully hydraulic controls offer smooth and precise operation and are easy to service and maintain.

BAILEY CRANES, G-2790, will show its battery powered BC-18 carry deck crane. With its 18,000-pound capacity, this model features a sheave height of up to 45 feet, an 80-volt battery, a rated load limiter and an optional LP charging engine.

ELLIOTT EQUIPMENT, G-3757, will showcase a new boom truck and a high visibility tilting crane cab. Elliott's newest crane is the 1881TM 18-ton tractor-mount boom truck featuring full and mid-span out-down main outriggers.

Elliott's new crane cab, which will be offered on all cranes from 30-50 tons, features an ergonomic structural design, the ability to hydraulically tilt 20 degrees to improve operator productivity and comfort, standard heating and air conditioning and oil/oil pilot operated controls.

Elliott has redesigned its popular 1881TM 18-ton boom truck model to incorporate out-down main outriggers with a full and mid-span capabilities. The 1881TM features a 5-section 81-foot telescopic boom that stows over the cab, a short subframe for mounting flexibility, and operator-friendly features like wireless anti-two-block and a front bumper mounted winch stow switch.

FASCAN/JEKKO USA/JMG USA, G-3722, will display 14 cranes at their combined booths, including seven Jekko models, four Fassi models and three JMG pick



and carry cranes. Fascan, JekkoUSA and JMG USA will each have representatives available to answer questions about the company's equipment, safety components and developing trends in the U.S. and international crane markets.

A key model is the new Jekko SPK 60, JekkoUSA's first "mini-crawler" crane. With a maximum load of 13,225 pounds and a maximum reach of 88 feet 6 inches, this crane has extendable tracks, a dozer blade, a grabber/manipulator attachment for pipes and beams, hydraulic, lattice and searcher hook jib attachments and a hydraulic winch.

JMG USA, U.S. distributor of Italy-based JMG pick-and-carry cranes, will be exhibiting its line of electric remote-controlled mini-cranes including the MC20, MC25 and MC45S.

Fascan, U.S. distributor of Italy-based Fassi articulating cranes, will be exhibiting seven models of its knuckleboom range, including such new models as F545RA.2.26L426 xe-dynamic, F120B.2.25, F85B.2.25 and F120BCM.1.22.

KOBELCO CRANES NORTH AMERICA, G-4155, will feature its G-2 series models that have a nested boom for easier transport and a smaller footprint that offers better maneuverability. All G-2 Series models are engineered with "G Mode" to help conserve energy. The winch allows for maximum speed even at low idle, saving energy. The Auto Idle Stop feature stops the engine when the crane is stopped. The new Tier IV clean diesel engine reduces fuel consumption by 30 percent.

Kobelco will show its 110-ton capacity CK1100G-2, 160-ton capacity CK1600G-2 and its 275-ton capacity CK2750G-2.

The CK1100G-2 has a boom length from 40 to 200 feet. With its fixed jib, the boom length is 250 feet. The crawler has an operating weight of 198,500 pounds, a transport weight of 95,800 pounds and 69,100 pounds of counterweight. The CK1600G's nested boom length spans from 50 to 250 feet, and with the fixed jib has a maximum boom length of 300 feet. It travels at .81 mph, has an operating weight of 308,725 pounds, transport weight of 84,815 pounds and 121,300 pounds of counterweight. The CK2750-2's nested boom length spans from 50 to 300 feet and its fix jib of 100 feet offers a maximum boom length of 350 feet. It travels at .62 mph, has an operating weight of 508,175 pounds, a transport weight of 99,840 pounds and has 200,650 pounds of counterweight.

The Kobelco CK1100G-2 has a boom length from 40 to 200 feet.



Kobelco also will be demonstrating the Kobelco Remote Observation Satellite System, or KCross, which is standard on all G-2 Series models and is a proprietary system that allows remote monitoring of the unit from the owner's desktop. Kobelco also will show off its "G" Series Service Training Simulator.

LAMPSON INTERNATIONAL, G-73223, will greet customers and friends at its booth in the Gold Hall. While the company isn't bringing any cranes this year, they will be answering questions about their highly revered Lampson Transi-Lift product line as well as the Lampson Millennium 4100 crawler crane.

LIEBHERR, G-4637, will showcase an array of crawlers, all terrains and its most interesting new crane line, rough terrains. The 100-ton LRT 1090-2.1 and the 110-ton LRT 1100-2.1 were designed with the North American market in mind. Both feature an outrigger monitoring system as standard, and the support status, on tires or outriggers, is detected automatically and saved to the crane controller. The attachment of the ballast to the turntable and the installation of the optional double folding jib, including its angle adjustment are also recorded and monitored. The VarioBase support base allows each individual outrigger beam to be extended to arbitrary lengths. The crane work is controlled by the load moment limiter



The Liebherr eight-axle LTM 1450-8.1 all terrain crane has a capacity of 500 tons.

within the LICCON controller which calculates the maximum load capacities precisely for the current situation. The LRT cranes measure 12 feet 8 inches high and 10 feet 10 inches wide. Their curb weight is less than 121,000 pounds with complete equipment, including ballast, of under 88,000 pounds without ballast and without equipment.

Liebherr emphasizes its function as full-service provider for deep foundation application with the North American trade fair premiere of its piling and drilling rig LRB 355, its piling rig LRH 600 as well as its duty cycle crawler crane HS 8130 HD. As attachment the new hydraulic free-fall hammer H 15 L is on display. The robust undercarriage of the piling and drilling rig LRB 355 guarantees a high level of stability. The rig can be used for all common drilling applications, soil mixing as well as piling jobs with vibrator and hydraulic hammer.

Liebherr will also show the LR 1500, its newest 500 metric ton capacity lattice boom crawler. Buckner Heavylift is the first U.S. customer for this crane that was first shown at the company's Customer Days in mid-2015 and then it had its public launch at the Bauma Munich show in 2016. Among others, an LR 1300SX set up for foundation work will also be at the show, sporting the Bigge Crane & Rigging colors and logo.

From the impressive Liebherr all terrain range will be the Liebherr LTM 1450-8.1. With a powerful 279-foot telescopic main boom and a full range of lattice jib attachments, this Liebherr AT can lift in excess of 500 tons. The LTM 1450-8.1 was manufactured to accommodate a variety of transport weight and machine axle

configurations, making it one of the most road-friendly 8-axle ATs on the market, the company said.

LINK-BELT CONSTRUCTION EQUIPMENT, G-3864, may show more new products than any other crane OEM. New products include the all-new 130-ton 228 HSL lattice boom crawler that features a host of advancements, especially in the realm of transportability. It can move under 120,000 pounds as an assembled machine, with tracks on. Like many Link-Belt HYLABs, the 228 HSL will offer maximum boom lengths with two different styles of boom: tubular boom, up to 235 feet and angle boom, up to 155 feet. A fixed jib, common to the 218 HSL, with lengths of 30 feet, 75 feet and 15 foot sections is available.

Link-Belt will show its next generation rough terrain crane with the new 75-ton 75RT, which has impressive reach for its tonnage class and features a new operator's cab. It transports fully loaded

with counterweight under 100,000 pounds, and under 90,000 pounds without counterweight. A six-speed transmission on the 75RT is powered by a Cummins Tier 4F QSB 6.7 270 hp (201 kW) diesel engine. The 75RT has a five-section 38 to 142-foot full-power formed boom. To simplify the process of lifting, only two extend modes are offered: EM1 and EM2. For greater flexibility and efficiency to customers, a two-piece 35 to 58 foot and three-piece bi-folding fly (10 to 35 to 58 feet) are both available, for a tip height of 208.7 feet.

Also in the RT class, Link-Belt announced a base rating increase for its 100RT rough terrain with the introduction of the new 110RT. The crane has a new rating of 110 tons and features a 64-foot 6-section main boom. The 110RT has a six-section pin and latch boom with a length of 164 feet and maximum tip height of 261.7 feet. A three piece bi-fold, on-board fly with an integrated 10-foot section is available and can be manually offset. The 110RT will transport with base unit fully equipped minus modular counterweights at 93,516 pounds. It has an overall height of 12 feet 10 inches and can be driven right off a conventional lowboy trailer.

Link-Belt will also introduce its new Pulse 2.0, the company's next evolution of its patented crane operating system. In addition to the intuitive design for the operator which includes a larger 10 inch screen and has also added programmable features for greater customization, Link-Belt Pulse 2.0 can be updated and serviced remotely. The system includes a Wi-Fi hub and uses the serial number of the unit to determine whether any updates are available, and downloads/installs to the appropriate controls. Software maintenance can be accomplished in the field without a service call or bringing a crane in for service.

Link-Belt's latest telecrawler, the TCC-2500, expands the top end of Link-Belt's telescopic crawler crane lineup that now boasts five models from 50 to 250-ton capacity. This crane, which was announced in November 2016, should get a lot of attention.

MAEDA, G-4017, will introduce the CC1485 as the only small telescopic boom crawler crane marketed in North America. The CC1485 will replace the LC785 and will be available in North America in 2017. The CC1485 is a 6.6-ton capacity telescopic boom crawler on a



Link-Belt's largest tele-crawler, the 250-ton capacity TCC-2500 will make its North American debut.

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Casar	G-73012
CM Labs	G-72413
Cometto Industrie	G-73913
Crane Inspection & Certification Bureau (CICB)	G-74207
Cranesmart Systems	G-72016
Elebia	G-70304
Hirschmann Automation and Control	G-72715
HoistCam	G-71913
Holloway Houston	G-72405
Industrial Training International (ITI)	G-71407
Lampson International	G-73223
Miller Lifting Products	G-70501
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Versa-Lift	G-1422
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GRAND LOBBY

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SILVER LOTS 1 & 2

JMG Cranes	S-5037
KHL (Publisher of ACT and International Cranes and Specialized Transport)	S-5922
Landoll	S-5638
Raimondi	S-5035

SOUTH HALL 1

Overton Safety Training	S-61017
World of Concrete	S-62912

SOUTH HALL 3

Braden Carco/Paccar Winch	S-83340
Bucher Hydraulics	S-81916
Magnetek	S-82433
TWG	S-81216

SOUTH HALL 4

Alfred Heyd-KTSDI	S-85102
Cummins	S-84406
Dana	S-84712
Kaydon/Cooper Bearings	S-85726
MTU	S-84529

The MLC650 with its VPC-MAX technology will be on show at the Manitowoc stand.

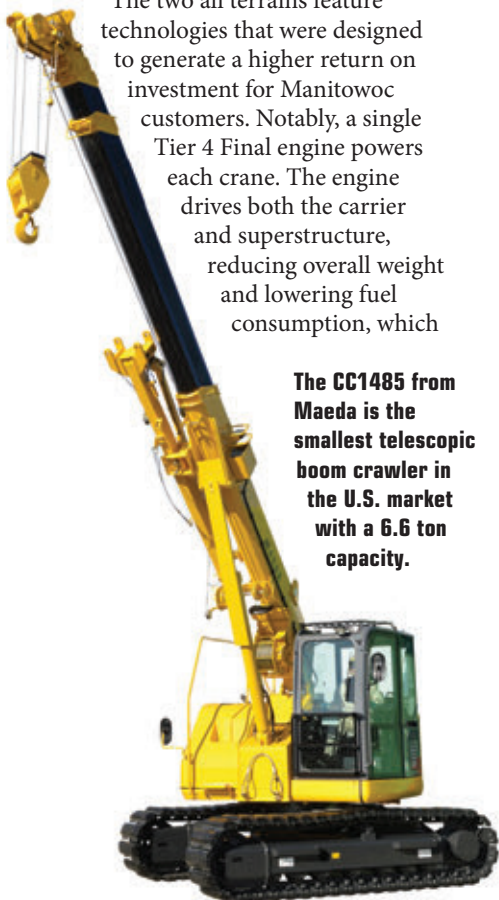


heavy duty steel undercarriage. Maximum hook height is 72 feet 2 inches, and there is almost no tail swing. Maeda will also exhibit the 3.1 ton MC285, 3.3 ton MC305 and 4.2 ton MC405 mini crawler cranes with outriggers designed for access to tight work spaces and sites.

MANITOWOC/GROVE/NATIONAL, G-3348, will be showing a host of cranes that fall into “first time in North America” category. These cranes include the Grove GRT880 RT and the Grove GMK5150L and GMK5250L all terrains.

The two all terrains feature technologies that were designed to generate a higher return on investment for Manitowoc customers. Notably, a single Tier 4 Final engine powers each crane. The engine drives both the carrier and superstructure, reducing overall weight and lowering fuel consumption, which

The CC1485 from Maeda is the smallest telescopic boom crawler in the U.S. market with a 6.6 ton capacity.



leads to lower operating and maintenance costs. The “L” designation for the GMK5150L and GMK5250L denotes the fact that they are both “long boom” models that provide more reach for a variety of applications.

The GMK5250L has a 230-foot boom while the GMK5150L boasts a 197-foot boom. The two cranes feature Manitowoc’s Crane Control System (CCS), a user-friendly interface on all new all-terrain crane models, as well as crawler cranes, rough-terrain cranes and tower cranes.

Manitowoc will feature one of its newest rough-terrain cranes, the Grove GRT880. >69

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The dual rated NBT 40-1 is the first dual rated boom truck/aerial work platform from National.

This crane features Manitowoc's Crane Control System (CCS). The 80-ton capacity GRT880 has a 135-foot boom that is lighter than other cranes in its class, the company said. With a full complement of boom extension and insert options, the crane also has a reach of 200 feet and maximum tip height of 223 feet. A new boom extension stowage system for the GRT880's manual, offsettable jib option decreases erection and stowage time by 60 percent when compared with previous generation of Grove rough terrain cranes.

It has been three years since Manitowoc debuted the MLC650 crawler crane and its Variable Position Counterweight (VPC) technology. In 2017, the MLC650 returns with a new set of enhancements, the company said. The MLC650 will be equipped with its VPC-MAX and luffing jib attachments, plus a new 11.5 foot-wide boom insert kit. The VPC system automatically positions the crane's counterweight to fit the required lift. The counterweight is automatically positioned along the rotating bed based on changes in boom angle and lifted load. Advantages for customers include reduced ground preparation, lower ground-bearing pressure and less counterweight, without sacrificing capacity. Customers will not have to buy, transport or install as much counterweight compared with a traditional configuration. The counterweight boxes are also standardized across multiple Manitowoc crane platforms.

The VPC-MAX attachment for the MLC650 raises the crane's capacity to 770 tons, an increase of 55 tons over its standard configuration. The attachment provides capacities similar to wagon or tray-mounted attachments, but requires significantly fewer components and assembly steps, reducing setup time and transportation costs.

National Crane will be debuting its new generation of boom truck cranes and will show one model from its NBT40-1 series for the first time at a tradeshow. The NBT40-1 series is available with an aerial lift configuration. When equipped with this aerial package, the NBT36-1, NBT40-1 and NBT45-1 allow users to perform both crane lifting and aerial lift projects more efficiently with just one machine.



Fully compliant with both ANSI/SAIA A92.2 aerial lift and ASME B30.5 mobile crane industry standards as well as OSHA standards, the NBT40-1 Series will result in higher utilization and less setup time for National Crane owners, which will increase both efficiency and return on investment for many companies.

The crane features a 161 foot boom and offers the highest platform working heights of 169 feet on main boom and 206 feet on the jib, and is well-suited for the most demanding aerial lift applications while delivering solid crane performance. The new series of boom trucks will be available in Q1 of 2017.

ORMIG, G-4308, is an Italian industrial and yard crane manufacturer. Ormig has a new model, the all-electric pick and carry type 55/60iE. It lifts 60 metric tons and measures 2.35 meters tall by 2.35 meters wide and weighs 24 metric tons without

counterweights. Reach with the telescopic boom is 13.5 meters up and 8.5 meters out. Jibs are available. Applied Machinery Sales is the exclusive U.S. importer of Ormig lift and carry cranes, which provide capacities of 5.5 to 60 tons.

PALFINGER, G-4444, is a leading knuckle boom crane manufacturer. Palfinger sets a benchmark with its 125 ton-meter PK 165.002 TEC 7. It is designed for carrier vehicles with a maximum total weight of 32 metric tons. The idea is to save weight and maximize crane capability on an unrestricted permit-free vehicle. It is a ton lighter than its previous model, the PK 150002 and is still under the threshold with fly jib and winch. The new model can be installed on Class 8 chassis. Capacity on the fly jib is 8.2 tons, up from 6.5 on the previous model. With the PJ 240 jib, the PK 165.002 TEC 7 reaches a maximum lifting height of 35 meters and even 40 meters with the PJ 300L.

TADANO AMERICA, G-4137, plans to make some waves in the all-terrain market with the re-introduction of its 121-ton all terrain crane, the ATF 110G-5, which has been upgraded with several new and enhanced features, including multiple counterweight configurations. The ATF110G features a 170-foot 6 inch 5-section formed boom and a jib configuration ranging from 12.5 feet to 105 feet. The jib includes an integrated heavy lift jib.

Tadano will launch a new rough terrain

>70



The Palfinger PK 165.002 TEC 7 heavy duty crane has a rating of 125 ton-meters.



The Tadano ATF 110G-5 features a 170-foot 6-inch five-section boom and a capacity of 121 tons.

crane, the 120-ton capacity GR1200XL. The GR1200XL sits at the core of Tadano's large rough terrain line-up and features the industry's longest boom and jib combinations, the company said. The GR1200XL features a 183-foot 7 inch 6-section formed boom. It is complemented with a 33 foot 2-inch to 58 foot 1 inch jib and sits on a compact two-axle carrier.

Considered the "new generation of rough terrain cranes," Tadano continues to expand the GR series rough terrain crane line that now includes seven models

ranging from 15 to 160 tons. Tadano's customer base of large fleet owners recognizes the GR series as being the lowest cost rough terrain cranes to own and operate, the company said.

TADANO MANTIS, G-4137, will also make a big splash with its GTC series of telescopic crawlers that will debut the company's Opti-Width track

positioning system that provides strong lifting performance at any track width. On display will be the GTC-800, the second of the new design GTC Series telescopic boom crawlers. These cranes follow the concept to design and build a telescopic boom crawler crane that meets the requirements of the growing Tadano Mantis core markets of power transmission, bridge and civil, and foundation construction while expanding the broader appeal of the crane toward lift crane based markets, the company said.

The GTC-800 design project was managed by Tadano Mantis and included collaboration with Tadano, Ltd. in developing the purpose-designed, Tadano-

built telescopic boom and the integration of Tadano winches, jib, hydraulic cylinders, AML-C rated capacity indicator and HelloNet telematics. The GTC-800 is CE marked and available for global sales.

The full power, 5-section 37 foot 8 inch to 141-foot 1 inch hydraulic boom is designed to perform lift work, while also being capable of out-of-level, pick-and-carry and foundation work, the company said. The round boom is manufactured

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The 88-ton capacity GTC-800 features Tadano Mantis' Opti-Width track positioning system designed to provide strong lifting performance at any track width.

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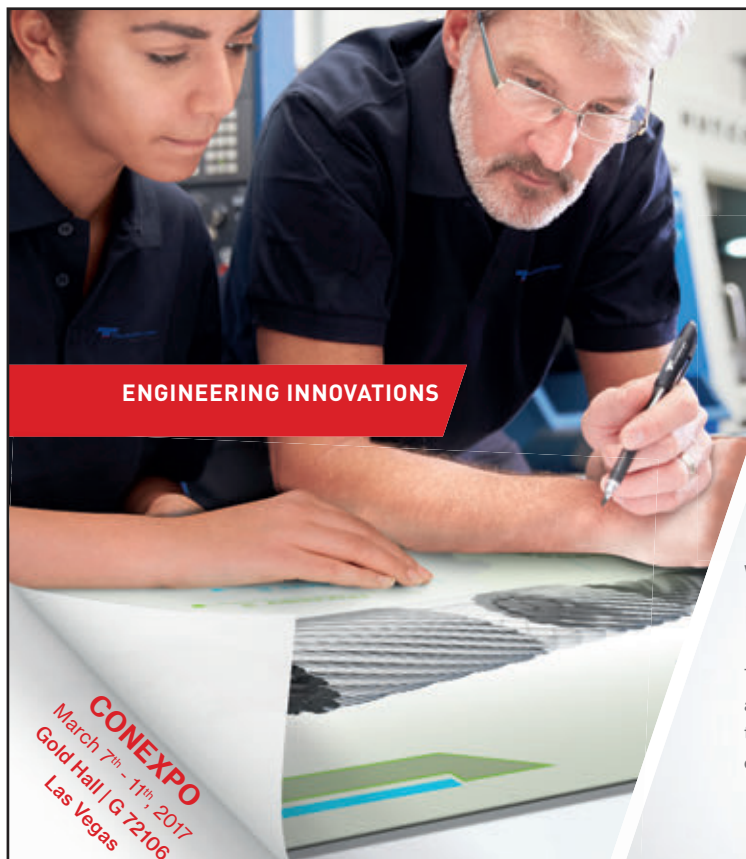
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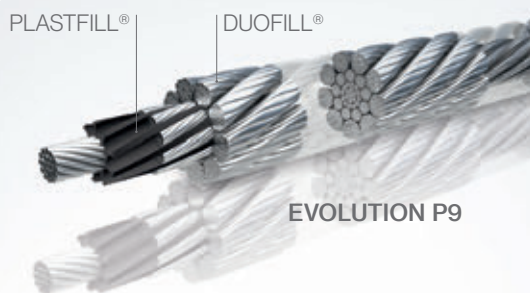
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specifically for the Tadano Mantis telescopic boom crawler cranes by Tadano Japan. The main boom is complemented with a 33 foot 1 inch/58 foot 1 inch bi-fold jib that offsets at 3.5°, 25° and 45°. The maximum lifting height with the jib erected is 198 feet. An optional 8 foot 2 inch heavy lift jib with a capacity of 23.5 tons that offsets at 3.5° and 30° is also available.

The GTC-800 utilizes the full capabilities of the Tadano AML-C rated capacity indicator. Operating load charts for the GTC-800 are available for up to 4° slope with automatic out of level load chart switching. The “level” ground load charts feature Tadano Mantis’ market leading 1.5° slope allowance.

TEREX CORPORATION, G-3382, has been very secretive about the new cranes they will show, as is per the norm. “Continuous improvement” is the core value that drives Terex Cranes to create innovative equipment and service solutions that help its customers to succeed, the company said. The latest innovations from both the Terex and Demag lines will be unveiled.

“Terex Cranes enjoys a rich legacy of more than 100 years of lifting experience, unmatched by any other manufacturer in the business,” said Steve Filipov, who recently returned as Terex Cranes’ president and will be on hand to personally greet and talk with customers during the show. “Our global team of experts will be focused on both, our exciting new product launches, and also on demonstrating to our customers how we are always improving to better meet

their needs. I am excited to be back in the industry to meet all of our loyal customers in Las Vegas, and thank them for their business.”

A member of the recently introduced 5-axle family of Demag all terrain cranes will be on display. Offering lift capacities ranging from 140 to 300 tons, these five-axle cranes are the most compact in their class, and standard all-wheel steering allows operators to quickly maneuver the carrier into tight spaces, according to the company. Demag 5-axle cranes can be configured easily to comply with the axle weight limits applicable in North America. The Demag IC-1 Plus control system enables lift capacity based on slewing angle and asymmetrical outrigger positioning, gives operators the flexibility to lift heavy loads with less counterweight and reduces operating costs, according to the company.

In addition to cranes, the Terex Gold Lot exhibit will feature a dedicated Terex Cranes customer support solutions center. Customer support representatives will be on hand to discuss the right crane solutions for the customer’s specific needs and the best after-sales support packages, backed by an extensive network of factory trained technicians. North American customers will also learn more about the consolidation of all of Terex Cranes’ North American crane equipment manufacturing – boom trucks, truck cranes, rough terrain cranes and the HC Series crawler cranes – into the Terex Oklahoma City facility, which helps to improve customer responsiveness, the company said.

ZERO EMISSION CRANES, G-1412, sells the new Zeecrane, which is available in two models: the 4500, with a capacity of 9,000 pounds and the 9000, which lifts 18,000 pounds. Compared to contemporary industrial cranes, Zeecranes have longer booms, a modern design and offer more capacity, the company claims. A key feature of these carry-deck cranes is that they are all-electric and have maintenance-free batteries. In addition to zero pollution at source, they are quiet in operation and can run indoors.

The Zeecrane 4500 offers a sheave height of 27 feet 9 inches on the main boom and 35 feet 4 in with the jib attached. The multi-position offset jib is good for confined areas. If, for example, a tank needs to be hoisted inside a workspace with a restricted height, the crane with offset jib can make the lift. The boom has continuous rotation. Zeecranes have self-aligning hexagonal boom sections with externally adjustable wear pads.

TOWER CRANES

CTS/JASO, G-1926, is bringing a tower crane to ConExpo for the first time. This is the third time Jaso has exhibited at the show. Jointly with its U.S. distributor Crane Tech Solutions (CTS), Jaso will present the J168HPA hydraulic jib crane. The J168HPA has an elevation mechanism situated in the upper part of the jib, achieving a maximum load of 13,200 pounds and at the maximum reach at 164 feet, the tip load is 5,500 pounds.




Gold Lot, G3722
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New telescopic crawler crane

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The Potain Hup 40-30 makes its North American debut.

which almost places the crane in the next higher crane class.

Liebherr is also unveiling the new optional exterior cabin for its K series cranes. Depending on requirements, this cabin can be installed quickly and easily on any new K crane using its own load hook. The safe access ladder on the side is easy to reach. Due to its external position, the crane driver has a perfect view of the site. The new cabin, with its ergonomic controls, provides the crane driver with plenty of space and enables him to work efficiently without fatigue. This results in greater capacity and safety in operation. Another positive side-effect is that costs will be reduced for fleet operators since the same cabin can be used on different Liebherr fast-erecting cranes where necessary.

Also don't miss Liebherr's virtual reality application. Participants will be able to experience a crane in real time, for example the 710 HC-L, which is currently in action on the MoMA Tower in New York. Visitors can look through the virtual reality goggles to experience working about 1,000 feet in the air, immediately in front of the Liebherr 710 HC-L luffing jib crane. Using this virtual reality application, visitors can experience the crane in a whole new dimension, including different weather conditions and different times of the day and night.

LINDEN COMANSA AMERICA (LCA),

G-2789, the exclusive North American distribution and service company for the parent organization of Spain-based Linden Comansa, will display a luffing-jib tower crane — the first time a luffer has ever been displayed by LCA at a North American exhibition. The company will also highlight all the new developments

and original flat-top cranes launched during the past year. Making its first appearance ever at ConExpo, the LCL 310 luffing-jib tower crane comes in three versions: 12, 18 and 24 tons, with maximum jib lengths of 197 feet and jib lengths every 16.4 feet. The electric luffing-jib tower crane, with its compact, out-of-service position and reduced hook radius, is ideal for use in cities or congested job sites. The LCL 310 will be available for rental at LCA's Northwest Rental Division in Washington after the show.

The new LCL 700, the largest luffing-jib crane in the Linden Comansa lineup, was officially launched in late January. (See our Site Visit: Linden Comansa on page 12.) It was unveiled at Linden Comansa's headquarters facility in Spain. Offered in 50 and 64 metric ton versions, visit the LCA ConExpo booth for more details.

POTAIN, G-3348, launched the prototype of the Manitowoc Potain Hup 40-30 last year at Bauma. It was officially launched in Italy in September 2016. This crane will get a lot of attention at ConExpo due to its versatility and agility, the company said. It is the second model in the Hup range.

The Hup 40-30 has a 40 meter jib and boasts 16 configurations. The crane has a maximum capacity of 4 metric tons and it can lift 1 metric ton at its jib end of 40 meters. The crane features a telescopic mast for a range of working heights. This new design boosts the height under hook attainable by the crane to 84 feet in its "low position," and 98 feet when extended to its greatest height.

The Potain MDT 219 tower crane will be showcased in North America for the first time. The MDT 219 has the highest capacity of all models in the MDT CCS City tower crane range, making it ideal for North American construction, where buildings are increasingly becoming taller and construction methods more complex. Faster setup and configuration, enhanced operator controls and simplified maintenance and monitoring functions over previous generation tower cranes have already spurred many companies in Europe, and more recently, in both North and Latin America to add the crane to their fleets, increasing their efficiency and return on investment in the process.

In addition to the MDT 219, the MDT CCS City range includes the MDT 109, MDT 139, and MDT 189, all of which are updated versions of previous MDT City cranes. They range in working radius

From the HPA series, this luffing jib crane uses a hydraulic ram at the rear end of the tower to reduce energy demands. Power consumption savings and prolonged durability of the luffing operating mechanism represent a double benefit. Another advantage is the extremely steep out-of-service parking radius of just 26 feet, which makes this crane "the best option on the market" for confined inner city spaces, Jaso said. The freestanding crane of 154 feet can fit onto six trucks. More than 20 units of J168HPA cranes are working worldwide. There are 14-plus units of the J118HPA, the smaller version of the same HPA family, working worldwide. The J118HPA was launched last year at Bauma.

Jaso will also be discussing the Smartlink, which allows complete control of all crane performances to provide instant report on crane utilization and allows the user to receive alerts of overload, moment and wind warning. Jaso will unveil the first impressions of the new J780PA luffing crane with a maximum load of 165,000 pounds and a maximum boom length of 230 feet.

LIEBHERR TOWER CRANES, G-4637, will be exhibiting its new 81 K.1 fast-erecting crane, an upgrade of the 81 K. The lifting capacity of the upgraded Liebherr 81 K.1 fast-erecting crane can be temporarily increased by up to 20 percent. Using the Load-Plus function, there is no need to use an additional larger crane for heavyweight hoists. By bolting on an extension, the jib can be extended by 9.84 feet without much effort. Compared to its predecessor, this increases the maximum radius to 157 feet,



Liebherr's 81 K.1 crane is an upgrade of the 81K.

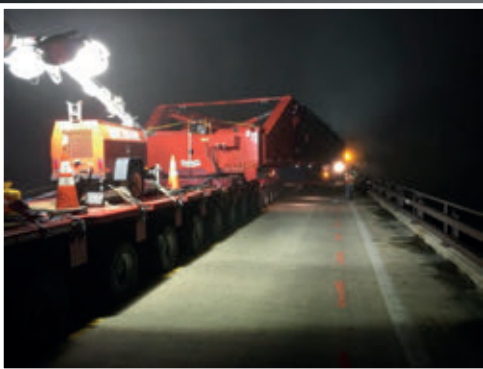
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Raimondi plans enter the North American market with its brand of tower cranes.



from 180.4 to 213.3 feet, and the lifting capacities range from 6.6 to 11 tons.

All Potain MDT and MD range cranes will use the same cab and control systems, making them easier to commission, operate and maintain, saving time and resources, as well as simplifying training for operators and technicians. The standardized cab and sensors allow for improved efficiencies in spare parts.

Potain's MD CCS range cranes are ideal for jobs that require strong load charts and long working schedules, according to the company. The cranes, which include the MD 509, MD 559, MD 569, and the MD 679, are all equipped with CCS, which simplifies training, operating and maintenance functions across Manitowoc's crane brands.

Cranes in the MD CCS range have capacities ranging from 22 to 44.1 tons and adaptable jib radius up to 80 262 feet long. An integrated diagnostics tool offers easy monitoring of the MD 559's settings, operations and maintenance needs, saving costs and reducing downtime. The system also features a remote diagnostic function, CraneSTAR Diag, that allows technicians to monitor the crane from anywhere in the world in real time. It also has Potain's premium Ultraview Cab that enhances driver ergonomics and comfort, and provides more precise crane control, according to Manitowoc.

RAIMONDI CRANES SPA, S-5035, will be exhibiting for the first time at ConExpo with the goal of increasing its visibility in North America. The company said, "We are signaling to the markets of Canada and the United States that we are looking to cultivate strong, new relationships, while simultaneously developing upon cooperative efforts with our existing client base. Our entire executive team, including the company's technical

specialists, together with export and aftersales care experts, will be onsite at the Raimondi booth to liaise with existing and prospective customers."

WOLFFKRAN, G-2022, has been gaining traction in the North American market with its tower cranes. The company will provide information about its full range of saddle jib and luffing jib tower cranes from its S to XXL ranges. Also being shown is the company's largest flat top tower crane, the Wolff 7534 clear. Visitors can experience the comfort and ergonomics of the Wolff cab and test their crane operating skills from the Wolff 1250 B model.

Wolffkran will show its largest flat top tower crane model, the 7534 Clear. Visitors will also be able to try out a Wolff operator cabin and test crane driving skills on a Wolff 1250 B, the German manufacturer said.

TRAILERS & TRANSPORT SYSTEMS

FAYMONVILLE, G-1326, is a Belgian trailer manufacturer returning to ConExpo to showcase its trailer range made specifically for the North American market. A 4-axle DualMax dual-lane trailer will be shown; this modular semi-trailer can be widened

under load from 13 feet 11 inches to 20 feet. Faymonville pioneered this unique and patented principle "lift & shift," which allows users to optimize the load distribution and to adapt to different states' regulations. In contrast to other suppliers, the steering system doesn't need to be disassembled for the widening process, everything stays in place. The folded frame is less than 8 feet wide and 8 feet tall making return transports easily possible on conventional lowbed or flatbed trailers. The chassis of the DualMax is fully metallized (zinc-plated), thus offering the best corrosion protection available on the market.

Faymonville is also showing a 3-axle MegaMax super low, double drop trailer that is available with diverse deck types, such as the lowest stretch perimeter deck available in the market or a non-stretch flat deck. It is the ideal solution for extremely high and bulky goods, such as industrial parts, machinery or oversized containers. The MegaMax also features its king-pin steering, which allows access into extremely tight areas. The MegaMax is available with 3 axles on air suspension (total stroke of 9.4 inches). With a compressed length of 53 feet and a width of 100 inches without outriggers, it can be run empty without any escorts or permits. The electric and pneumatic components are DOT approved, following US standards.

A new 4-axle G-SL module will also be on show. This modular trailer guarantees the highest bending moment on the market and also the highest point load above wheel arches at 110,000 pounds. The G-SL module allows 99,225 pounds axle load per axle line and a steering angle from -60/+60°. A reinforced lamellar bolt coupling is used and a wheel set mounted on pivot bearing with adjustable conical roller bearings.

All Faymonville modular lines feature

>78

The Faymonville DualMAX dual-lane trailer can be widened under load from 13 feet 11 inches to 20 feet.





Goldhofer's engineers have designed the Addrive with a free-wheeling mode: As soon as a certain speed has been reached, the system disconnects automatically from the drive and functions as a normal heavy-duty module for towing.

premium brand swivel axles, rims and tires. These G-SL modules are also available in a self-propelled version (APMC and SPMC). An additional option is split bogies, available for 3-file combinations. An outstanding advantage of these Faymonville modular trailers is the 100 percent interoperability with existing trailers from other brands.

GOLDHOFER, G-4416, will be impressing its North American customers with two new transport systems. The first is the 6-axle Addrive with three self-propelled axle lines. Addrive offers versatility and a wide range of potential applications. This switchable drive, which was unveiled at Bauma in Munich in 2016, optimizes working with heavy-duty modules – whether they are operated as towed modules or as self-propelled modular transporters.

Goldhofer's engineers have designed the Addrive with a free-wheeling mode. As soon as a certain speed has been reached, the system disconnects automatically from the drive and functions as a normal heavy-duty module for towing at speeds of up to 50 mph. With the drive axle uncoupled from the motor, there is no more oil flow. That means there can be no overheating of the drive, and – with the related sources of wear and resistance eliminated – it significantly reduces maintenance.

The Goldhofer STZ-P 9 (3+3+3) AA low loader semitrailer is designed for use on North American highways. With swing-axle technology, maximum frame strength and extendible decks plus a

choice of vehicle widths and various wheelbases, the STZ-P series semi low loaders set the standard, the company said. As an additional advantage, the rear bogie can be retracted under load for greater flexibility when negotiating tight bends and roundabouts.

Goldhofer will also be showing its THP/DC Dual Lane solution, which has now reached the production stage.

NELSON MANUFACTURING COMPANY, G-2626, will display its new telescopic step deck trailer with automatic kingpin activated steering. This new low profile step deck comes in with a deck height of 36 inches with nearly 73 feet of deck space when fully open. The 53-foot trailer when closed opens to nearly 85 feet. The quad axle trailer is rated for 100,000 pounds of payload. Each axle is linked with the kingpin providing automatic progressive steering for reduced tire wear and outstanding maneuverability. The automatic steering system can be easily overridden with a wireless remote control when operated at slow speeds.

Nelson will also display an upgraded version of its crane boom launch trailer,

>80



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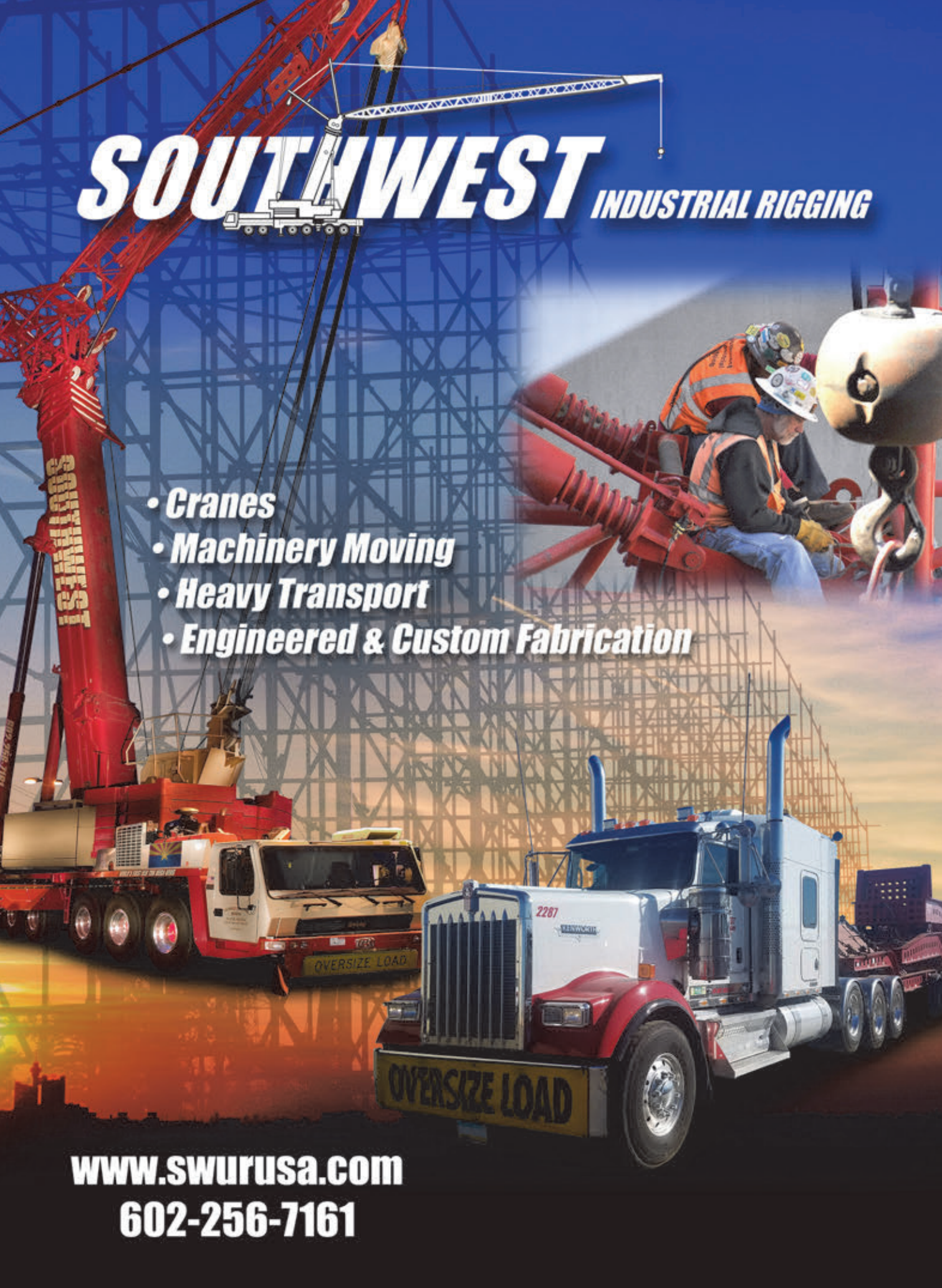
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BOOTH G2416

The background of the advertisement is a collage of industrial images. On the left, a large red crane is lifting a white truck chassis. In the center, there's a blue sky with a faint grid pattern. On the right, two workers in safety gear are working on a large red industrial component. At the bottom, a white and red semi-truck is shown, with a yellow 'OVERSIZE LOAD' sign on its bumper. The overall theme is heavy industrial work.

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Nelson's Boom Launch System is available for most crane booms.

known as the Nelson Boom Launch System. The new "boots on the ground" version will allow the crane boom to be pinned and unpinned to the trailer with the operator's boots safely on the ground. New features include a powered front trolley, powered side shift and air locking pins to allow the operator to attach the boom to the launch trailer with the use of the remote control. The need to climb up on the trailer to move the front trolley and pin the boom tip has been eliminated as these functions can now be completed from the ground.

TALBERT MANUFACTURING, G-3131, a North American leader in specialized heavy-haul solutions, introduces its 55SA-TELE heavy-haul trailer. The innovative 53-foot unit allows users to haul a wide range of large equipment, such as bridge beams, conveyors, generators, pressure vessels and tanks, then retract the trailer to 32 feet 6 inches. This shortens the overall trailer length to 53 feet, eliminating the need for permits which saves time and money.

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 unit features a 29-foot wood deck in the front and a 3-foot Apitong 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



Talbert Manufacturing will debut the 55SA-TELE heavy-haul trailer.



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 one of the lowest deck heights in the industry – 20 inches, which optimizes headspace for taller equipment. The trailer has an air ride suspension and can be equipped with optional Dura-Bright aluminum wheels, strobe lights at each axle and a battery backup that powers the lighting package when the trailer is disconnected from the truck power.

TII/SCHUEERLE/KAMAG, S-1723, will have interesting and impressive transportation solutions in its booth and most of them geared to the North American market. Among the most interesting is the Scheuerle Highway Giant PB, a dual-lane trailer that can be folded together onto standard trucks for efficient mobilization. The design not only allows different vehicle widths, but also offers the possibility to safely widen the vehicle when under load. To achieve an optimal payload/dead weight ratio, the bogie units have been designed with a particularly stable lightweight construction. As a connection to the truck tractor, a gooseneck or drawbar is used whereby equipment such as spacer coupling elements or decks can also be incorporated without any problems. The centerpiece of the Highway Giant is the proven pendulum axle technology. The hydraulic cylinders in the pendulum axles provide the greatest displacement volume on the market in order to be able to drive under and pick up loads. With the Scheuerle Highway Giant PB, an auxiliary power unit provides additional thrust during the journey and facilitates the use as a self-propelled vehicle without a tractor.



XL Specialized will debut its XL 80 Power Tail trailer.



XL SPECIALIZED TRAILERS, G-2416, introduces the XL 80 Power Tail trailer. Ideal for transporting medium-duty construction equipment, the trailer features a hydraulic fold-under flip tail ramp for quick loading and unloading of hard-to-load equipment.

With a load angle of ten degrees, the

hydraulic tail is equipped to easily handle man lifts, rollers, forklifts and paving equipment. The XL Power Tail is rated at 80,000 pounds overall and 50,000 pounds concentrated in 10 feet. The tail has a lifting capacity of 25,000 pounds for loads centered on the main platform. The tail comprises two sections – an 8-foot

>B3

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8-inch platform ramp and a 60-inch flip tail. Lug-style hinges prevent debris from accumulating, keeping both hinge points clean.

This model offers standard features to make drivers' jobs easier: a hydraulic pop-up ramp connecting the deck to the gooseneck, a foot hole and grab handle on each side of the gooseneck for climbing onto the deck, an 18,000-pound hydraulic winch with a two-function wireless remote and an air kick-out for hauling inoperable equipment or static loads. Raised Apitong and quarter-inch self-cleaning star traction decking, D-ring stake pockets, chain slots and a work light add convenience.

The XL 80 Power Tail is available in two lengths: 48 feet or 53 feet. There are customized options to choose from such as an 8 or 10-function remote, workaround pulley for winch cable, steel tread plate on the flip tail and pop-up ramp and various winches to customize the trailer for your specific needs.

SPECIALIZED LIFTING & RIGGING

ENERPAC, G-1127, a market leader in high-pressure hydraulic tools, will exhibit its latest developments in heavy lifting and moving technology showcasing a wide range of tools and industry leading lifting equipment for the construction market. Enerpac will have live demos of heavy-lifting products including the new SPMT600 self-propelled modular transporter, a compact solution for in-plant operation of transporting heavy loads, and the SBL500 hydraulic telescopic gantry, which has the lifting capacity of

585 tons with four towers in the first stage.

Additionally, Enerpac will show other heavy-lifting products such as the new JS250 jack-up system, the computer controlled HSL7006 strand jack, the EVOB816J synchronous lifting system and SFP404SJ split flow pump.

Enerpac heavy lifting systems and bolting tools are used on some of the industry's largest construction projects. From development of the world's largest overhead offshore crane for the construction of a new offshore highway for Reunion Island in the Indian Ocean. To the recent Fore River Bridge replacement in Massachusetts, and the installation of 25,000 ton caissons for the MOSE flood prevention system in Venice, Italy.

Additionally, Enerpac is focused on providing the most comprehensive line of globally-supplied, locally-supported industrial tooling solutions through its distributor network. These tools are designed to increase productivity and make work safer and easier to perform. Working tool demos in the Enerpac booth will include the PTW-Series pneumatic torque wrenches and ETW-Series electric torque wrenches, high tonnage cylinders, XC cordless pumps and Pow'R'Lock self-locking lifting system.

DORAL EQUIPMENT RENTALS, G-1422, offers the largest fleet of Versa-Lifts in the world as well as 120-ton capacity forklifts. The company carries hydraulic gantries and the Trakporter unit. Doral's equipment is available coast to coast for short or long term rentals. Doral performs the majority of equipment transportation itself to ensure prompt delivery and pick up. The company recently opened locations in Atlanta and Phoenix to serve customers better.

SHUTTLELIFT, G-1522, will display its line of rubber tired gantries. Shuttlelift's intelligent remote diagnostics includes a Bluetooth dongle that is designed to transmit wireless diagnostics from the Shuttlelift directly to a smartphone or tablet. This has made communication easier and more efficient than ever before, as it allows an off-site technician to view a machine while operating, troubleshoot the issue, and upload a new program all in the same session. The intelligent remote diagnostic communications comes as a standard feature on all Shuttlelift models with no extra service fees required and allows for maximized user uptime.

RIGGING GEAR, WIRE ROPE, BELOW THE HOOK

ALPS WIRE ROPE CORPORATION, G-73125, will be introducing Petersen's P400, the mobile solution for swaging and testing of wire-rope terminations and crane cable repairs onsite. The Petersen swaging and testing machine allows the correct pressing of swage sockets onto wire-rope. After fitting the socket, the wire-rope can be gripped and a proof-load applied – all on the same machine. The convenient design means proof load test can be carried out on lifting assemblies without the need for external equipment. The comparatively low weight and compact design of the Petersen swaging and testing machine means assembly can be done on-site.

Bigfoot Outrigger Pads, G-70024, are known for the portability, durability and value. Newest product offerings include the Safety Orange Outrigger Pads Ground Protection Mats. Bigfoot's Premium Pads are made exclusively from wood from sustainable forests.

CROSBY, G-3881, will introduce the new Crosby SL-150 Slide-Loc lifting point, an innovative alternative to eye bolts. At the center of the new design is a patent pending locking mechanism that makes the lifting point well suited for quick attachment to the load surface without the need for tools. In addition to the user friendly locking device, when compared to respective size eye bolts, the Crosby SL-150 Slide-Loc provides several key benefits including a larger eye opening for easy access, a bail that swivels 360° to keep load aligned with the sling leg



Shuttlelift's intelligent remote diagnostics transmits wireless diagnostics from the Shuttlelift directly to a smartphone or tablet.



and maintaining full WLL at any angle up to 90°.

The Crosby Easy-Loc V2 is the latest Crosby innovation designed to completely change (and improve) the approach to shackle bolt securement for critical lifts. The Crosby Easy-Loc V2 features a robust 316 stainless steel design resists corrosion, no cotter pins required, no tools required, on average, 40 percent lighter than traditional securement methods and reduces install and release time by up to 90 percent. To further enhance the Crosby Easy-Loc V2 bolt securement system, Crosby also recently released the new wide grip handle. Ergonomically designed with the end user in mind, the new wide opening grip handle makes the installation

DICA will display products in multiple equipment OEM booths, including Altec Cranes, Broderson Cranes, Elliott Equipment, Tadano, Link-Belt, Terex, Libherr, Manitowoc, TIME Mfg., Maeda, Reachmaster, DuraTech Industries, Spiradrill and at the NCCCO Lift Safety Zone.

and removal of shackle bolts more efficient by providing hassle-free rigging and handling points.

DICA, C-20571 AND G-4022, will display its 'Made in the USA' SafetyTech outrigger pads and FiberMax crane pads from two booth locations. Its products will also be used at several OEM stands.

"We have doubled our footprint in this important construction and concrete equipment show to provide easier accessibility to contractors who use cranes, truck-mounted aeriels, digger derricks, and concrete pumping equipment," said Kris Koberg, CEO.

Central Hall Booth C201571 will highlight SafetyTech outrigger pads, which now feature five patents. Three of which are U.S. patents and two of them are Canadian patents for SafetyTech

outrigger pads equipped with TuffGrip handles. SafetyTech outrigger pads provide a super strong, rigid and easy to use foundation for a wide variety of outrigger enabled equipment, including mobile cranes, digger derricks, hi-lift aeriels and concrete pumps. Constructed of a proprietary engineered thermoplastic material, SafetyTech pads have crush ratings up to 750 psi and rated capacities up to 325,000 lbs. SafetyTech outrigger pads are uniquely designed and manufactured to deliver the unbreakable strength, safety, consistency and reliability operators can trust.

Gold Lot Booth G4011 will feature DICA's revolutionary transportation cost saving and patent pending FiberMax crane pads. FiberMax crane pads are engineered to provide maximum strength and rigidity for cranes with higher lifting capacities. With crush ratings up to 1000 psi and rated capacity of up 375,000 pounds FiberMax crane pads provide the same strength properties as steel crane pads but can weigh up to 70 percent less. This significant weight difference delivers huge transportation savings on every job.

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show will be the new FiberMax HD crane pads, which fill a gap between 175,000 lb. and 250,000 lb. rated capacity models. Five models comprise the HD Series. The standard in-stock FM7x5x6-HD model has a rated capacity of 250,000 pounds and a crush rating of 600 psi, which provides a mid-range solution for RT or AT cranes, or for other equipment requiring a large foundation area.

Look for additional new product announcements from DICA at the show, as well as examples of SafetyTech outrigger pads and FiberMax crane pads in use, setup under cranes and other equipment around the show.

SafetyTech outrigger pads and FiberMax crane pads from DICA will be on display in the Central Hall and Gold Lot, as well as in more than 10 crane booths during ConExpo 2017. Confirmed crane displays include Altec, Elliott, Link-Belt, and Tadano, and at the Lift Safety Zone hosted by International Powered Access Federation and National Commission for the Certification of Crane Operators.

SAMSON, G-71721, will present the new Samson Agile Lifting System, the next generation heavy-lift synthetic sling, designed to meet the needs of today's increasingly complex engineered lifts. It matches the strength and light weight of Samson's synthetic rope slings, but with a form factor similar to round slings. Using advanced proprietary software, Agile generates precise sling designs quickly and with pinpoint accuracy. Utilizing the proven rope technology Samson's AmSteel Blue is known for, Agile is a hybrid product that combines the advantages of both round and rope slings into one lightweight, easy-to-handle rigging system for heavy payloads.

TEUFELBERGER, G-72106, an Austrian rope manufacturer, presents the new steel wire ropes Evolution P9 and Evolution TK27 as well as the innovative high strength fiber rope soLite made for crane applications.

After years of R&D as well as closely monitored field tests, Teufelberger Evolution P9, the long-lasting, compacted 9-strand boom hoist rope, which has been specifically designed for hoisting maximum length heavy booms, is ready for the field. Due to the Duofill dual compaction technology, it is extremely crush and wear resistant and therefore keeps highest safety throughout the whole service life. Evolution P9 has no current equal in the market, shows highest life



The Teufelberger Evolution P9 in action.

ABOVE: Casar's Superplast 10 Mix.
BELOW: The Oliveira DC 4 K.

time and provides highest cost efficiency and reliability for the user. Tests with all kinds of special end terminations required in the crawler and mobile crane industry have been successful.

Teufelberger also presents the Evolution TK27, the latest development in the rotation resistant product family of Teufelberger. The hoist rope with advanced design of 18 outer strands and unique core design provides highest efficiency and breaking loads in economic wire tensile strengths. In addition, Teufelberger introduces the innovative high strength fiber rope soLite to the U.S. market. The rope is especially designed for crane applications in the construction industry and convinces with up to 200 percent higher carrying capacity, 80 percent lower weight, easy handling and higher service life.

WIRECO WORLDGROUP, G-73012, will be presenting cutting-edge products in steel and synthetic materials, by the brands Union, Casar, Lankhorst Ropes and Oliveira. The bright yellow rope, made by Lankhorst Ropes, consists of 12 braided outer strands made of the high-tech material Dyneema. The properties of these special fibers result in a breaking strength equal to a steel rope of the same thickness. The construction of the rope core is specially designed to achieve the required resistance to transverse pressures.

Our projections indicate that despite the slightly higher price of the Lanko Lift S in comparison to conventional steel ropes, operators will benefit overall in terms of cost savings and other improvements. The entire crane industry is following these developments with significant interest and an industry-wide initiative is now getting under way to develop new industry norms for the calculation and establishment of

appropriate discard criteria for synthetic ropes. FEM has been working on guidance papers for safe use of synthetic hoisting ropes in crane applications since October of last year. These meetings to establish these guidelines are ongoing and WireCo has been a participant and contributor from day one.

When it comes to maximum breaking strength, Casar offers a wide range of specialized constructions. Our rope

specialists are now working on a logical extension to our 10-strand Casar Superplast 10 Mix product, a hammered version that combines the great reversed bending characteristics of this

construction with even higher breaking strength and an extremely smooth rope surface. The product features of the Casar Superfit

include excellent spooling performance on multiple-layer drums and it also enables higher rope tensile forces. This rope generally

finds use in applications where high-payload luffing ropes for mast and jib adjustments on crawler cranes and large mobile cranes are required, as well as for specialized spooling and indoor crane requirements and in general, in all applications where a special rope with a high breaking load is required.

OPERATOR AIDS, CONTROLS, FLEET MANAGEMENT

A1A SOFTWARE, G-2231, will demonstrate updated features to its 3D Lift Plan for crane users and its iCraneTrax application for crane and construction equipment fleet managers.

HBC-RADIOMATIC, N-13324, will present the technos A transmitter, a compact and ergonomic radio control for diverse applications including many types of construction machinery, cranes and conveying equipment; and radiomatic photon camera assistance, which delivers live video images to the radio control's color display.

HBC-radiomatic will be at its booth and also will be a focal point of a new feature at ConExpo, the 75,000-square-

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foot interactive zone called The Tech Experience. There, HBC-radiomatic will be part of a jobsite concept featuring autonomous/remote-controlled vehicles and systems.

Jeff Allan, CEO of HBC-radiomatic Inc., said, "The Tech Experience will have a sandbox for attendees to get hands on time with scale models operated by HBC transmitters. HBC will have a bulldozer with different obstacles for attendees to negotiate and maneuver using our remote controls. The interactive experience is still in the development phase, but we envisage giving visitors varied challenges, such as knocking down a wall, picking up and moving aggregate material along with moving through construction obstacles."

On display, the robust and multi-featured technos A transmitter will be shown in different versions. Two configurable color TFTs provide critical machine data including error notifications and warnings, such as high engine temperatures or overload information for the operator. Via a combination of other standout features, the technos A offers first-class performance in a convenient size, the company said.

Features include front panel lighting and a flashlight, both activated by a button or soft key, giving the operator clear vision in darkness. Automatic frequency management with 2.4 GHz technology ensures reliable operation in busy radio environments. HBC-radiomatic's state-of-the-art automatic frequency management system is standard with technos A, while the merlin Transmitter User Card protects the control from unauthorized use.

Meanwhile, whether positioning a gripper hook precisely over the load, driving a logistic vehicle through narrow passages, or applying a drill bit exactly at the desired position, radiomatic photon camera assistance offers valuable support in demanding operations, during



Hirschman MCS will launch Phase II of the PRS90 indicator that offers wireless and hard wired system options.

complicated driving maneuvers or machine surveillance tasks.

radiomatic photon gives the operator a clear view of the machine and working environment, even in areas with limited visibility or where blind spots are present, shown on a 3.5-inch color display with a resolution of 320 x 240 pixels.

It is designed to interface with many Orlaco cameras from the FAMOS and CCC families. Depending on the application, cameras with different viewing angles can be used, and infrared cameras are utilized in low light conditions or even in complete darkness. The new

camera assistance is available as an option for HBC-radiomatic's technos 2, technos B and spectrum E.

HIRSCHMANN MCS, G-72715, provides crane operator aids, control systems, and sensors including load moment indicators,

wireless or wired load, angle and anti-two block systems for mobile cranes. These systems and sensors meet OEM and retrofit requirements in lifting applications.

Hirschmann MCS will be launching Phase II of the PRS90 indicator which offers both wireless and hardwired system options. The PRS90 system features a 4.3-inch color graphic display that monitors and displays up to 8 sensors at one time.

Also on display will be the qScale I2/I3 load moment indicator (LMI) which features advanced software capabilities, simplified calibration, and superior HMI graphic interface with 4.3 and 7-inch color display options. Hirschmann will also feature the consoles, controls, and sensors from the iScale Control System that can be

>90



The robust and multi-featured technos A transmitter will be shown in different versions.

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used in any application from monitoring standard to custom control solutions.

NETARUS/HOISTCAM, G-71913, maker of the HoistCam platform of remote camera monitoring systems, will participate in the inaugural Tech Experience.

"We are thrilled that the HoistCam suite of remote monitoring products was asked to create interactive demonstrations for the Job Site Zone at the Tech Experience," said Chris Machut, chief technology officer for Netarus. "Participants were carefully vetted by an independent panel of judges based on the ability to deliver an immersive, futuristic experience for attendees."

The company will debut SiteTrax.io at the show, which enables raw video and photography to be automatically analyzed into near real-time, meaningful reports. By defining critical parameters, the analytics system overlays images to create 3D point clouds and digital surface maps to deliver as-built reports. SiteTrax.io builds on the features of HoistCam Director fleet monitoring software. By providing a centralized monitoring point, HoistCam Director allows construction owners and general contractors to view and manage hundreds of job sites or equipment operations, improving productivity and safety. "HoistCam Director and SiteTrax.io will allow the construction industry to be more strategic with its decision-making, including situational analysis and



PHOTO: ©ROBERT DIMMITT

awareness, improving safety, productivity and profitability for contractors," said Machut.

SAFETY/ TRAINING

NCCCCO, G-1817, The NCCCCO has provided five reasons to stop by its booths and education sessions.

1. The Lift Safety Zone (G-4301) will feature live CCO crane and rigging

practical exam demonstrations, focus on ground conditions, crane and aerial lift safety advice, and the very latest in virtual reality crane experience.

2. The NCCCCO Information Booth (G-10878), located in the North Hall Lobby, just across from the Gold Lot, will feature full information about all CCO certification programs and all of the various NCCCCO's activities around the ConExpo show.
3. Certification Examinations will be administered, including CCO written, practical and recertification exam administrations. Come to ConExpo – Leave CCO Certified!
4. Practical Examiner Accreditation is ongoing with workshops for most CCO programs before and after the main exposition.
5. Educational seminars are presented by internationally renowned experts delivering solid advice for best practices in crane and rigging safety.

Live CCO crane and rigging practical exam demonstrations complete the line-up along with an opportunity for visitors to try their hand at tasks from the CCO mobile practical exam using the latest in virtual reality technology. In addition to onsite test scoring and instant results, NCCCCO is also offering onsite certification and recertification. Practical examiner workshops for many programs will be conducted onsite before and after the show for those seeking to be qualified to administer CCO practical examinations.

Off-Highway Research

OFF-HIGHWAY RESEARCH, C-22908, is a market intelligence and forecasting company. This year sees the company add to its portfolio of Multi-Client Studies, with new reports on Poland, South Korea and the global hydraulic excavator industry being launched. These are scheduled for publication in the second half of the year, and more details will be available at ConExpo. At 150-250 pages long, these reports are regarded as the definitive works on their selected subject.

The exhibition will also see Off-Highway Research introduce enhanced services for its clients. This includes an updated version of its Internet-accessed Database Services website, which provides subscribers with detailed equipment sales and production figures by county, product type and manufacturer. This now features a simpler login procedure and improvements to the intuitive navigation and search configuration menus. In addition, the accompanying PC-download version of Off-Highway Research's databases has been completely overhauled, which will be appreciated by clients that prefer this system for its offline working capabilities.

Off-Highway Research has also rolled out a new account administration site for its clients, which allows them to take fuller control of their subscriptions and allocate usernames and passwords to colleagues within their organization.

Visitors to the stand will have the opportunity to speak to Off-Highway Research's consultants from China, Europe and India, gaining insights into key current trends for international construction equipment sales and production worldwide. Off-Highway Research's range of services includes databases and reports offering detailed country-by-country and product-by-product analysis of markets, and includes five-year sales forecasts.



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 - 90° Sideways Crabbing
 - Keeps Load In Front of Operator
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- ✓ 35HP AC Electric Motor
- ✓ 72 Volt Battery Powered

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- ✓ Man Basket
- ✓ Barrel Clamp

Adjustable Tracks



Brandon 6 Telehandler

Single Door Access

Manufacturing 4.0

America's manufacturing future is bright.

According to the 2016 Global Manufacturing Competitiveness Index, the U.S. will outpace China as the world's most competitive manufacturing nation by 2020.

Maybe that comes as news, or maybe not. We often think of China as a manufacturing magapower – and rightfully so. The country has held a firm grip on the manufacturing lead for the last seven years.

So how then is America positioned to take over that lead in just three years' time? Harry Moser, founder and president of the Chicago-based Reshoring Initiative, is calling it "Manufacturing 4.0," or "Next Manufacturing" – an emergent economic boom where total cost of ownership actually favors U.S.-based production.

According to *OZY Magazine*, the domestic energy boom in natural gas and fracking has lowered the cost of materials and operations, prompting more factories to return to U.S. soil. Then there's proximity to a growing field of local suppliers that provide raw materials. And keeping production in the country means there are no duties and tariffs, reduced inventory carrying costs and R&D innovations on the factory floor aren't at risk of intellectual property theft.

Also, according to Moser, the U.S. doesn't have to lower its prices or wages to be competitive with China; it only needs "a lower total cost to produce that product."

GE, Wal-Mart, General Motors, Ford and Caterpillar have brought factories

back to the U.S. in order to create products with the "Made in America" stamp. *OZY* mentioned that the industrial boom is now reaching metro regions in the Pacific Northwest, California, Salt Lake City, the Midwest and the Great Lakes, as well.

It's also about big data and tech innovations. Manufacturing 4.0 is part of the "Industry 4.0" family – which focuses on the end-to-end digitization of all physical assets and integration into digital ecosystems with value chain partners encompassing a broad spectrum of technologies.

Outlook mixed

In a recent *Forbes* piece, Louis Columbus pointed out that three key attributes of Industry 4.0 include: digitization and integration of vertical and horizontal value chains; digitization of product and service offerings; and digital business models and customer access.

In a recent survey conducted by Price Waterhouse Coopers (PwC), 72 percent of manufacturing enterprises predicted their use of data analytics will substantially improve customer relationships and customer intelligence along the product life cycle. Additionally, 86 percent of manufacturers surveyed expect to secure simultaneous gains from both lower costs and added revenue in the next five years. And 35 percent of companies adopting Industry 4.0 expect revenue gains over 20 percent over the next five years.

Analysts for PwC say " ... the

entire ecosystem of the factory floor is undergoing change." Adding: "Manufacturing is increasingly using predictive capabilities to generate value and create more efficient, lower-cost logistics to handle materials throughout the supply chain. U.S. labor costs are still higher than those of other nations, but the ability to create smart products and smart factories will make this less relevant over time."

But there are also obstacles; the current strength of the dollar could dampen international sales of U.S. industrial exports. And smart factories need skilled labor. We're all aware of this dilemma, and though we're certainly pursuing as many pathways to a solution as we can, industry estimates predict that the number of science, technology, engineering and mathematics (STEM) graduates, as well as "upskilled" workers who have received technical training, may not be able to keep pace with demand.

What won't be a problem, according to PwC? Robots taking jobs. Thirty-seven percent of U.S. industrialists say their need for skilled labor will actually increase as physical production becomes automated.

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Driving the industry

SC&RA volunteer leadership strives to advance the greater good.

SC&RA represents more than 1,360 member companies in 46 nations that operate in crane, rigging, specialized transportation, machinery moving and erecting, industrial maintenance, equipment rental and supporting industries. The Association advocates on behalf of members and the industry to maintain a safe and profitable environment for all.

Governed by a Board of Directors, and four groups that report to the Board, SC&RA offers dozens of committees and task forces upon which members can serve. All Board and Committee members are individual volunteers from SC&RA member companies, possessing invaluable industry knowledge on how regulatory decisions and current industry issues will impact member companies.

Delynn Burkhalter, CEO at Burkhalter, has been SC&RA Treasurer since 2009. He is a member of SC&RA's Board of Directors – as well as a former President and Chairman of the Board.

He considers his role with the Association as a defining moment in his career. "I first started getting involved – with the Crane & Rigging Group – many years ago, in the eighties, actually. It was one of the best things I ever did business wise (for my company), because it allowed me to be on the cutting edge of the industry: what was happening, and what was coming down the pipe."

Burkhalter also recognized the value early on behind the SC&RA mission of working to enhance the industry for everyone.

"The people involved understand that our participation is for the greater good – competition takes a back seat," he noted. "People put on their industry hat when they join the Association – and especially when they take a leadership role."

Burkhalter admits that member companies are certainly pursuing success, but everyone understands that the success of the industry is the primary motivation. "It's not to say that everyone isn't trying

to succeed and be their best, but creating the relationships with each other really allows folks to understand and implement the rising tide mentality, and I'm very fortunate to be a part of it. The more I got involved over the years, the more I got out of SC&RA."

Good listeners

Gary Stang, vice president and general manager with Anderson Trucking Service, Inc., has been serving as SC&RA's Assistant Treasurer since 2016, and also volunteers on the Transportation Nominating Committee and Board of Directors.

He echoes Burkhalter and considers it an honor to be associated with SC&RA both as a member company and as a volunteer.

"The SC&RA leadership team keeps the group in focus of industry concerns by listening to its members," he said. "In turn, they try to bring industry and government together to work towards a common cause. Creating a three-way partnership is the only way we can continue to streamline efficiencies and work towards a much safer working environment for all."

In relation to SC&RA's growth, Stang sees the Association's success as a reflection of its efforts.

"SC&RA staff has done an outstanding job in membership growth. Our product fairs are typically sold out because it is such a great atmosphere to share

new products and concepts and come together to solve the next great challenge, whatever that might be. Whenever you have a group of members so dedicated to their businesses, their industries and the Association, only good things can happen. I can't imagine not being a part of the SC&RA – there is *that* much to gain."

As both men will attest, however, challenges within the industry are ever present, as well.

"Currently – considering what we know about New York City – actions appear to be coming down the pipe in terms of government regulations," said Burkhalter. "And obviously, there have been some very unfortunate incidents up there, but I also think that knee-jerk reactions create challenges – and can often cause increased cost and compliance difficulties – more red tape, if you will."

Burkhalter notes that it's often a balance.



Whenever you have a group of members so dedicated to their businesses, their industries and the Association, only good things can happen. I can't imagine not being a part of the SC&RA – there is that much to gain.

DELYNN BURKHALTER, CEO, Burkhalter, SC&RA Treasurer



Delynn Burkhalter, center, has served as the SC&RA's Treasurer since 2009. He is also a former President and Chairman of the Board.

forward

Governed by a Board of Directors and four groups that report to the Board, SC&RA offers dozens of committees and task forces upon which members can serve.



Pictured at right, Gary Stang has served as SC&RA's Assistant Treasurer since 2016. He also volunteers on the Transportation Nominating Committee and Board of Directors.



"Some good comes out of challenges too. Certified crane operators was a good thing, and bringing riggers on board was a good thing – actions that were born from challenge. But the 'age of the crane' issue at present is a concerning issue – we've all seen two-year-old cranes that don't work and twenty-year-old cranes that work great. So to put a date limitation on a crane is certainly an issue. That would be a modern challenge in the general sense. And the market is a bit flat in most areas, especially in the Gulf South."

Positive challenges

Market growth is also on the mind of Stang.

"The slow GDP growth in the U.S. from 2015 through 2016 has not led to what we would call a 'prosperous' environment for oversize/overweight activity," he explained. "Things like low commodity prices (beans, corn, minerals) leading to less mining and agriculture OEM activity, a strong dollar (lowering export demand) and, of course, low oil prices (projects) have all made demand for crane/rigging and transportation very soft."

Stang sees an additional challenge into the New Year and beyond.

"The year ahead remains a year of hope – the second half of 2017, and well into 2018, we are expecting the 'machine' of the

U.S. manufacturing sector to really take off. Then, of course, our challenge will be to find drivers and equipment operators that are willing to meet the demands of a highly energized freight environment."

As far as the new U.S. Administration goes, Stang is optimistic.

"I truly enjoy the tone of our new administration – to be that of job creation and less regulation. This will lead to a much more friendly and positive work environment. We can get back to the basics of specialized carriage and rigging without the constant expertise required of regulatory 'maze running.' And as an association, we need to continue to make forward progress in all areas that truly promote safety and conformity. It is our responsibility as leaders to insure as high a safety standard as possible."

Burkhalter likes the pro-business stance in Washington, as well.

"I'm optimistic; rebuilding the infrastructure in an efficient way – it's good for industry in general," he emphasized. "The tax incentives they're talking about to encourage American-made, buying more equipment, as well as putting people to work – that has a ripple effect. It affects the folks who sell the soap they use to wash the cranes, if you know

“ The SC&RA leadership team [brings] industry and government together to work towards a common cause. Creating a three-way partnership is the only way we can continue to streamline efficiencies and work towards a much safer working environment for all. ”

GARY STANG, Vice president, Anderson Trucking Service, SC&RA Assistant Treasurer

what I mean. It moves down the line and helps a lot of people."

Along with a new administration, 2017 will boast advancements in technology that are sure to impact the industry. Safety remains a bedrock value of SC&RA, and Burkhalter is quick to point out that, regardless of how the industry modernizes, it comes down to consistent operational focus.

"I think technology changes to help us be better – and we should never stop seeking to improve," he said. "We're in a 'one-time-right' business ... the technology is there to aid the operator – to give him the information that he needs. If you follow the guidelines from the manufacturer and you apply good operator knowledge from a trained operator, and you use those technology tools as an aid – more times than not, you'll be in good shape."

Stang says it's all about leading by example.

"It's easy to see in the task force groups and the various committees – including the Board of Directors – that safety is at the front of all thinking. We have to be a group of leaders on the safety front; the public deserves our best. That said, working with local, state and federal officials insures that we are using the very best thoughts and techniques to constantly drive safety at the forefront of our systems and processes." ■

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Establishing your company's financial future

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A culture of continuous performance improvement creates more profit now and more wealth in the future. Measuring performance is the best starting point when your goal is to build a better business, and improve profits. That's where the SC&R Foundation's *2017 Financial Benchmark Study* comes into play.

Underwritten by Hays Companies and Unified Logistics Group, the study is open to SC&RA members operating specialized transport companies, rigging companies or crane rental companies, and measures the key financial indicators of business health. (It should be noted that both underwriters have absolutely no access to any personal information, and are participating for the sole purpose of industry benefit.)

The results from the study establish benchmarks for financial and operational efficiency. A separate analysis will be prepared for each of the three industry segments, providing segment-specific metrics from which members can gauge their own performance.

A benchmark is a point of reference from which measurements of any sort can be made. Benchmarking for business



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is the process of using business ratios to identify, understand and adopt outstanding practices that improve financial performance.

Questions answered

Having access to industry benchmarks like those to be published in the *2017 Financial Benchmark Study* helps put these questions in perspective:

- How productive are you? Your most important resources are your equipment and your team. Metrics such as revenue per employee, revenue per direct labor hour and revenue returned on dollars invested in equipment measure the productivity or efficiency of your resources.
- How much profit are you earning? How much of the average revenue dollar remains after paying for direct labor, equipment costs, repairs & maintenance, sales & administrative wages and company overheads? Are any of these costs out of line as compared to similar companies?
- How are you managing your cash? It's possible to have profit but no cash –

“ Benchmarking has the potential to reform all the levels of the company, modify processes, reveal flaws in what were previously considered inherent truths and affirm improvement has been achieved. ”

particularly if you have money tied up in aging accounts receivable. How quickly do you collect? How does your experience compare to others?

- How financially strong are you? Over time, business value is enhanced through a combination of profits and sound borrowing decisions designed to strategically create capacity to grow. How well have you managed assets and controlled debt? Benchmarking asset productivity in tandem with debt-to-worth and return on investment ratios tells the financial story of your business and offers a glimpse into your financial future.

Benchmarking can have an impact that reaches far beyond the accounting department. It possesses the potential to reform all the levels of the company, modify processes, reveal flaws in what were previously considered inherent truths and affirm improvement has been achieved. Used strategically, benchmarking can transform not only the business, but also the product or service itself, the corporate culture and employee morale. ■

Establishing benchmarks

Benchmarking can be used to compare results against what is possible, set goals and monitor achievements. Following is a list of ways your company can establish benchmarks for business:

- **COMPARE TO YOUR PAST PERFORMANCE:** To get a sense for trend, look at a minimum of three years' history – up to five years if it's relevant. As a benchmark, consider selecting metrics from your best year in history.
- **COMPARE ACTUAL RESULTS TO BUDGET, TARGET OR GOALS:** When you compare actual to budgets or targets, you're benchmarking against where you want to be. You can then investigate the difference or variances from what you planned, and refocus your actions as needed to course-correct.
- **COMPARE TO INDUSTRY AVERAGES:** Industry benchmarks give perspective from outside your own company. If you've always underperformed, benchmarks based on your own history may set the bar too low. Industry benchmarks are based on results for companies like yours – so, in essence, they assess how you stack up compared to your competition, or at least companies that are similar to your competitors.

If you would like to participate in the 2017 Financial Benchmark Study, contact the SC&R Foundation at (703) 698-0291.



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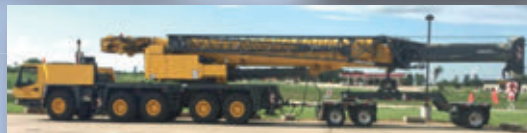
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Real risks!

Bill Smith reports that construction companies are often targets for cyber criminals.

I think it's fair to say that 15 years ago business owners had a relatively good idea of what risks they faced on a daily basis. They knew – to a reasonable degree, at least – where they were vulnerable. Safety measures and programs could be enhanced to limit injuries and incidents, and new processes and procedures could limit the negative effects of the evolving trends in human behavior. But now that technology has permanently rooted itself in our lives and businesses, the areas in which we're vulnerable can sometimes be a little harder to distinguish.

In early January, during the Insurance and Risk Management Committee Meeting held at the Specialized Carriers and Rigging Association's (SC&RA) Board and Committee Meetings, the conversation turned to a hot-button issue that's becoming increasingly more important: cyber security. Two crane and rigging/specialized transportation business owners shared horror stories about their internal computer networks being taken hostage by ransomware – malicious software designed to prohibit access to digital files until a sum of money, usually substantial, is paid to the hacker. In each of their cases, these SC&RA business owners were forced to pay a ransom to recover their networks, and the amounts paid were – take a deep breath here – in the \$50,000 range. To say they were frustrated is putting it mildly.

You are a target

As members of a specialized segment of the construction industry, it's easy to think of cyber security as something that should only apply to banks and large retail stores, but as we're starting to see more and more in the insurance industry, that's simply not the case. Construction companies of all sizes are now often targets for cyber criminals who understand that every company, regardless of what industry it



operates within, has something of value worth taking.

Last year, the Miami Herald reported that, "Given the increasing popularity of practices such as Building Information Modeling, Integrated Project Delivery and file sharing between participants in a construction project, contractors may be at increased risk of liability in the event of a data breach. A hacker may be able to access architectural designs, including the designs of security systems and features; financial information; confidential project-specific information; and personal information of employees."

Add to that Kim Slowey's article, which was published last year on ConstructionDive.com, where she quoted Jonathan Gossels, president and CEO of security consulting firm SystemExperts: "Construction companies aren't typically focused on cyber security. They tend to be more focused on the task at hand, which is completing their construction projects within budget and on schedule."

Vulnerable industry

That leaves the construction industry vulnerable.

Luca Berni, a cyber security expert and frequent contributor to Forbes.com, who wrote an article appearing on the website January 30, 2017, believes that "2017 will be a year when geopolitical shifts and technological advances by nation-state and criminal actors will combine to create an unprecedentedly complex cyber threat landscape."

Let that phrase sink in for a minute: unprecedentedly complex cyber threat landscape. Sounds ominous, right? Well, it is. In fact, a January 6, 2017 article in

ComputerWeekly.com takes a similar position: "...in 2017, experts predict an increase in professional, advanced attacks – including attacks on cloud infrastructure – and the rise of data manipulation attacks, further underlining the need for a fresh approach to data security."

So what does this all mean? Simply put: it means that you need to be ready in case you're attacked, and you need to take steps to protect your business.

Protect, protect, protect

The good news – and there is good news, despite the grave outlook – is that cyber security is nothing new, and one estimate puts the cyber security market at \$170 billion by 2020. That means there are a lot of folks investing a lot of money in protecting the digital things we hold dear. But there are certainly a few things you should know, and, according to the cyber experts over at Strongarm, four best practices to protect your system from ransomware:

1 EMAIL SAFETY TRAINING

Email is one of the most notorious ways ransomware gets in, so it's a good idea to educate your company about the basics of email safety. Explain not only the basics like using complex passwords, changing them regularly, having a password management tool and enabling two-factor authentication, but also show your employees what ransomware emails look like and what to do when one comes in.

2 BACKUP YOUR DATA AND REGULARLY TEST THE RESTORE PROCESS

You need to be able to ensure that if an attacker does try to hold your data ransom, you can continue business as usual with a redundant copy. To do this,

>100



THE AUTHOR

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



“ Cyber criminals understand that every company, regardless of what industry it operates within, has something of value worth taking. ”

back up both your local data and anything stored in the cloud – everything from customer data to payment details, and financials to other personally identifiable information (PII).

3 STOP RANSOMWARE COMMUNICATION TO KNOWN BAD PLACES

There are databases that keep track of where criminals set up their malware infrastructure. These databases include IP addresses, domains, and other sources that have sent malware in the past.

Using a DNS black hole that leverages these databases can help you to block the known malware strains and prevent them from doing damage to your systems. This can help you automatically stay on top of and protected from the latest malware threats.

4 LOCATE AND REMOVE INFECTIONS QUICKLY

Most security defenses today focus on keeping threats out altogether (which

isn't realistic) or just getting rid of them (which isn't enough). The reality is that ransomware will get in at some point. Once it does, you need to know how exactly it got in and who its victims are. Otherwise, even after you remove it, how can you be certain it's gone and won't do further damage? Not to mention you won't be prepared to protect against similar attacks in the future.

I think the reality of cyber-attacks is that we ultimately need to handle them in the same way we handle all the other risks in our industry: through mitigation and risk management techniques. In the same way we continually train our employees to be safer on the jobsite, we should also be continually training our employees to operate more safely when they're connected to the internet. And, perhaps most importantly, you should

be absolutely certain you're backing up your information as often as you can by following the "Rule of Three:"

- 1 Have three copies of all-important data
- 2 Keep copies in two formats (for example, local hard drive, and Dropbox)
- 3 Store at least one copy offsite (yes, in the cloud counts)

At NBIS, we take a risk management approach to finding insurance solutions for our clients and we're constantly reviewing the industry for new threats. It's important to understand that the landscape of cyber risk is evolving rapidly for everyone, even and for your insurance provider. So make sure the insurance partner you choose is ready to serve your business in the ways that are right for you. Contact NBIS today to learn more, 877-860-7677 or visit us online www.NBIS.com.

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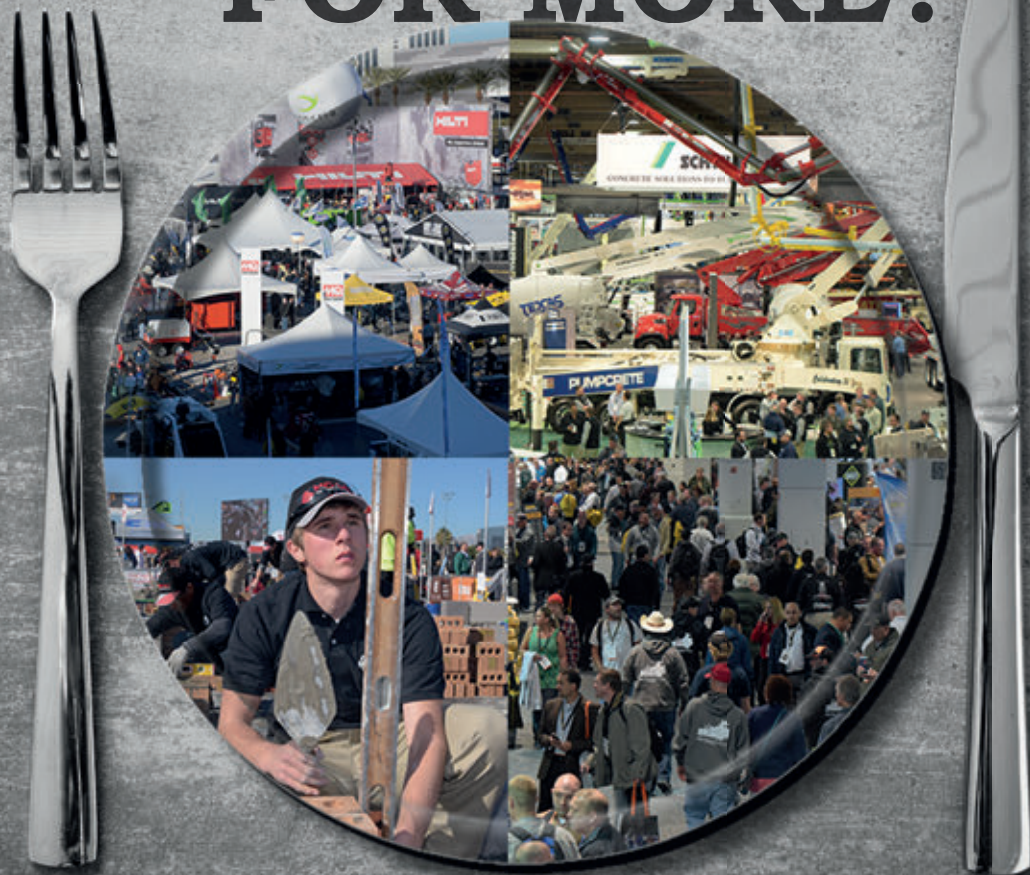
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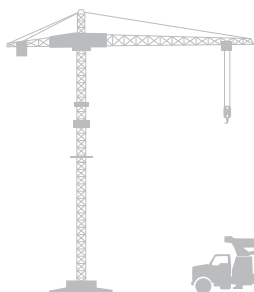
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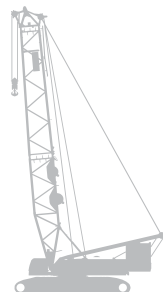
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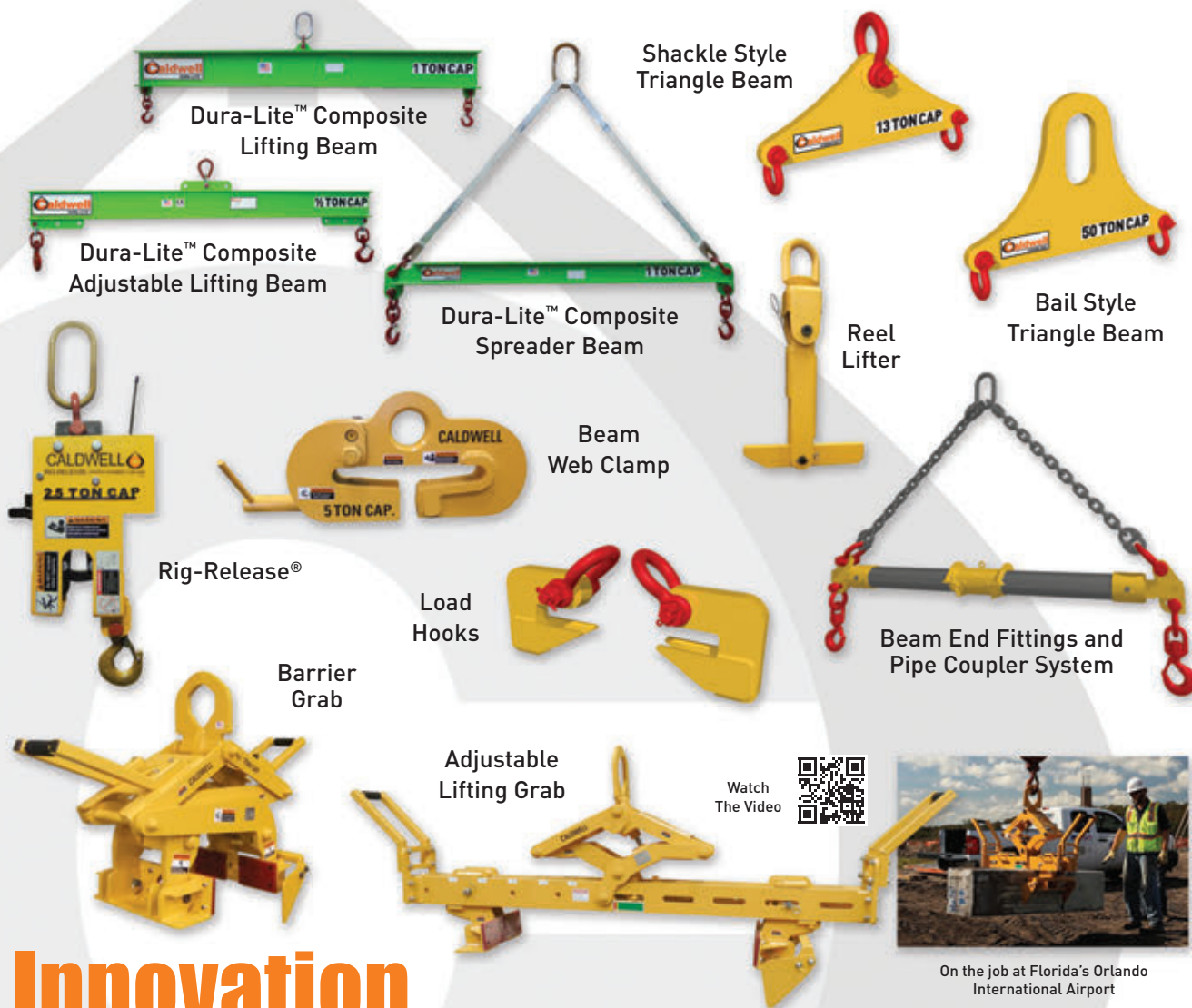
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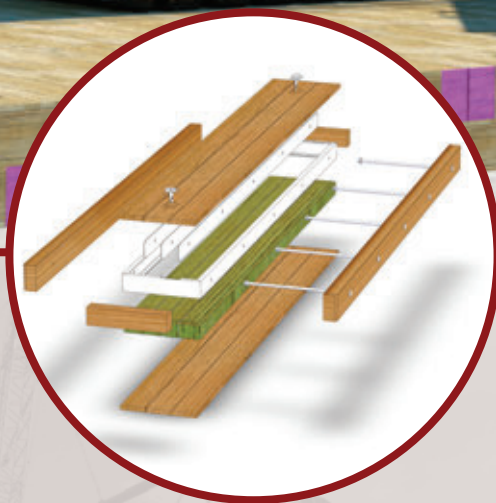
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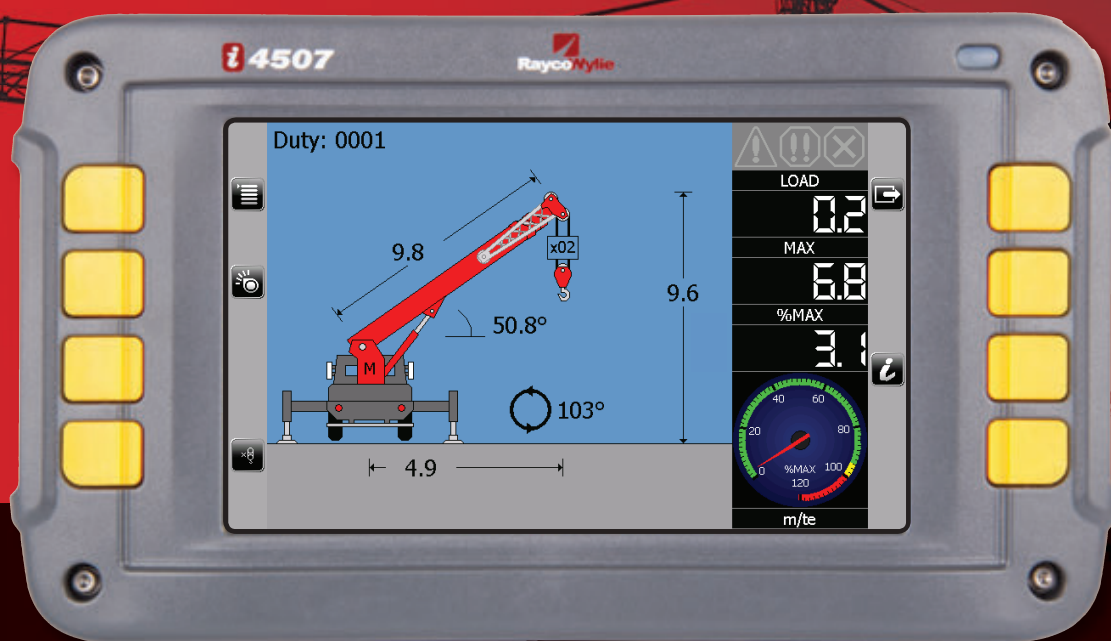


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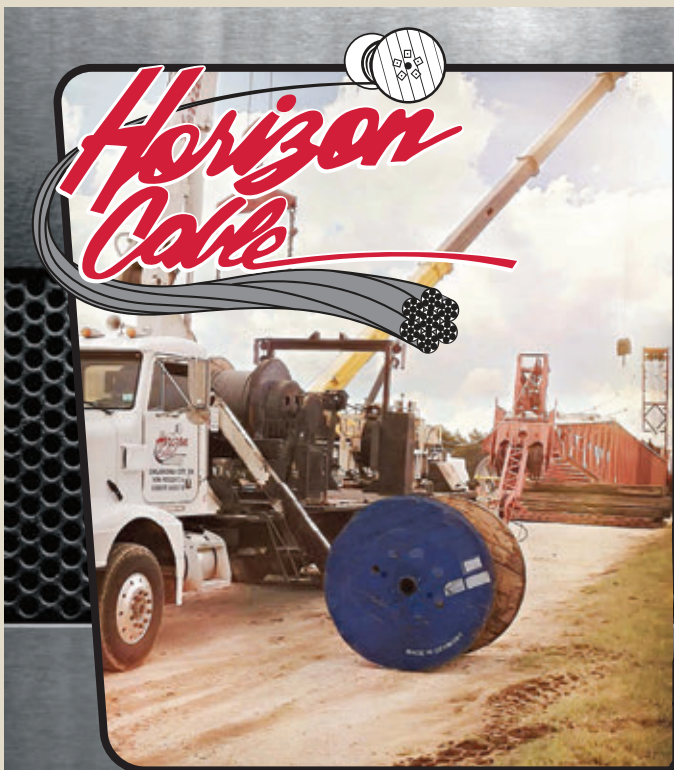


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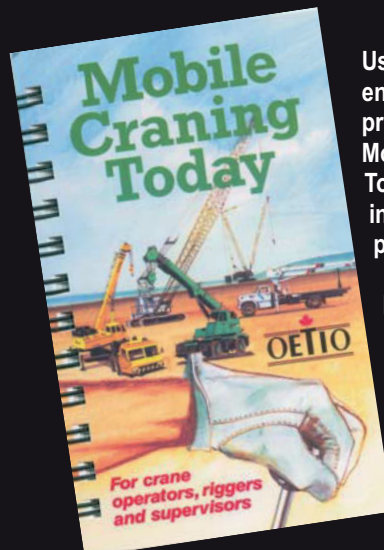


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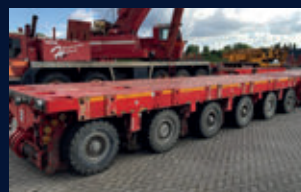
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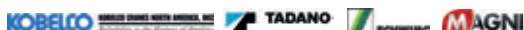
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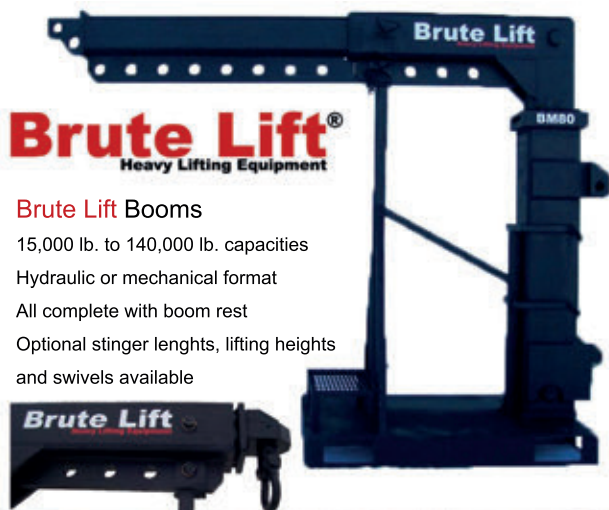
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Rydbom to cover East Coast region

Tadano America has hired Lance Rydbom as regional business manager covering the East Coast.

"Lance is an industry professional and we are excited to have him join the Tadano team," said Ken Butz, general manager of sales for Tadano America. "We look forward to expanding and solidifying Tadano's presence and commitment to our customers in the Eastern region."

Rydbom, a graduate of

Pennsylvania State University, has 10 years experience in the crane industry, most recently as a regional business manager for Manitowoc Cranes.

"I am excited to be working for a crane industry leader," said Rydbom. "Tadano has a solid reputation for manufacturing high quality, reliable cranes, and I look forward to working with customers to help them find the best solutions for their lifting needs."



Lance Rydbom, Tadano's regional business manager.

■ IronPlanet appointed **Ken Calhoon** as vice president, data analytics and machine learning. Calhoon comes to IronPlanet with over 30 years experience helping technology companies grow through strategy and implementation based on data analytics and machine learning.

■ Crane Tech awarded its \$1,000 Professional Operator Development scholarship to **Eric Perreault**. Runners up **Joel Roper** and **David McKibbin** received \$500 scholarships.

Tower crane owners, users and manufacturers are invited to submit proposals for presentations and topics of discussion. These ideas should be sent to Alex Dahm, editor of *International Cranes and Specialized Transport*, at alex.dahm@khl.com.

Fifth ITC set for May in London

The fifth International Tower Cranes Conference (ITC) will be held May 10-11, 2017 in London. Hosted by *American Cranes & Transport* sister magazine *International Cranes and Specialized Transport*, the event will include presentations on tower crane innovations, rental trends, project reports and safety issues.

The Millennium Gloucester Hotel in Kensington, London



Submit presentation proposals to Alex Dahm, editor, *International Cranes and Specialized Transport*.

is the venue for the event that will start with a networking reception on the evening of May 10 followed by a full-day conference on May 11.

Wolfgang W. Keil 1949-2017

Wolfgang W. Keil, one of four original employees of Lift-It Manufacturing, passed away. He spent his 40-year career as a dedicated synthetic sling fabrication specialist.

Michael J. Gelskey, Jr., vice president and general manager, Lift-It, said, "Wolfgang was without a doubt the absolute best synthetic sling fabricator the rigging world will ever know. His slings were comprised of hundreds of millions of stitches and handled loads that would equate to billions of tons, all without incident."

The Lift-It Learning Center is undergoing renovation when complete will be dedicated in October 2017 as the Wolf W. Keil Learning Center. Keil is survived by wife Sao Keil; sons Albert, Wolfgang and Steven Keil and countless Samoan brothers and sisters, and his Lift-It family.

Bill Brenoel 1958-2017

Bill Brenoel, regional sales manager for Rogers Brothers Corp., passed away after an extended battle with cancer.

Brenoel joined Rogers in 2003 as an inside sales representative. For the last several years he was regional sales manager for the Midwestern and Southern U.S. He represented the company in several trade organizations including AED, National Trailer Dealers Association (NTDA) and SC&RA, where he served on the organization's Allied Industries Group Governing Committee.

Survivors include daughter Chandra Brenoel (Bryan Horseman); grandson Kruz Horseman; sisters Kathleen DeVoge (Michael Snyder) and Rebecca Niklas (Michael); and brother Michael Brenoel (Gaylynn).



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