

ACT

The magazine for the construction and transport industry

A KHL Group Publication

www.khl.com/act

INTERVIEW

Tadano Demag's
Jens Ennen

INDUSTRY FORUM

Permitting

TOPLIST

SPECIALIZED
LIFTING50



Official domestic
magazine of
the SC&RA



Double down!

OEMs show their hands

SPECIAL SECTION
ConExpo 2020
Show Guide
p49

SmartFLY

by Link-Belt

See SmartFly in action!
**Booth F5211 in
Festival Grounds**
Las Vegas, Nevada
March 10-14, 2020



**Simple one-person erection
and storage technology that
minimizes work at height**

Fly assist cylinder launches and stows fly at zero boom angle.



Fly interlock system ensures proper procedure. Boom head speed screws allow for simple, efficient assembly/disassembly.



Nobody does it better!



Ground level controls eliminate need for operator in cab, actuate boom and launch boom from one station.




Link-Belt[®]

C R A N E S

Lexington, Kentucky, USA | www.linkbelt.com

 Like us on
Facebook
Link-Belt Cranes

 **YouTube**
Link-Belt Cranes

 **@LinkBeltCranes**



EXPERTS IN RENTING THE TOUGHEST GEAR ON YOUR JOBSITE

TEST, INSPECT, CERTIFY, RENT, REPEAT

LGH sets the bar when it comes to equipment safety and reliability. With vertical and horizontal proof testing equipment, certified and experienced technicians on site at each of our rental locations and reliable processes in place for each piece of gear in our fleet, no equipment is safer or more reliable than equipment rented from LGH. With 23 North American Rental Centers, the gear you need is just a phone call away.



(800) 878-7305



Rentals@RentLGH.com



www.RentLGH.com/ACT



LGH

THE LIFTING EXPERTS



LGH Global In Operation Worldwide www.lghglobal.com

EDITORIAL**Editor:**

D. Ann Slayton Shiffler
e-mail: d.annshiffler@khl.com
Tel: 512 868 7482

Assistant editor:

Hannah Sundermeyer
e-mail: hannah.sundermeyer@khl.com
Tel: 913 259 8060

International editor:

Alex Dahm
e-mail: alex.dahm@khl.com

Assistant international editor:

Christian Shelton
e-mail: christian.shelton@khl.com
SC&RA correspondents:
Tim Hillegonds, Mike Chalmers

PRODUCTION**Production director:**

Saara Rootes
e-mail: saara.rootes@khl.com

Production manager - KHL Americas:

Brenda Burbach
e-mail: brenda.burbach@khl.com

Senior production executive:

Anita Bhakta
e-mail: anita.bhakta@khl.com

Production assistants:

Charlotte Kemp
e-mail: charlotte.kemp@khl.com

Maria Clarke
e-mail: maria.clarke@khl.com

Design manager:

Jeff Gilbert
Events design manager: Gary Brinklow

Print & digital designer:

Mitch Logue
Designer: Jade Hudson

CIRCULATION**Circulation manager:**

Helen Knight
e-mail: helen.knight@khl.com

Office manager:

Samantha Head
e-mail: samantha.head@khl.com
Fax subscriptions to 312 626 2115

SALES**Vice President, Sales****MATT BURK**

205 W. Randolph Street
Suite #1320, Chicago, IL 60606

Tel: 312 496 3314

Cell: 773 610 9467

e-mail: matt.burk@khl.com

National account manager**BEV O'DELL**

1000 SW Rainbow Lane

Blue Springs, MO 64015

Tel: 816 886 1858

Cell: 816 582 5253

e-mail: bev.odell@khl.com

Account executive**CINDY KIRBY**

Tel: +1 515 381 9519

e-mail: cindy.kirby@khl.com

DIGITAL MEDIA DIRECTOR

Peter Watkinson

e-mail: peter.watkinson@khl.com

CHIEF EXECUTIVE OFFICER

James King

CHIEF FINANCIAL OFFICER

Paul Baker

CHIEF INFORMATION OFFICER

Paul Marsden

PRESIDENT & CHIEF**OPERATING OFFICER**

Trevor Pease

KHL GROUP AMERICAS LLC

3726 E. Ember Glow Way,
Phoenix, AZ 85050

Tel: 480 659 0578

Fax: 480 659 0678

e-mail: americas@khl.com

Vegas vibes

Optimism about ConExpo 2020 is fairly high, according to the top brass of a few crane companies I reached out to for a quick check in. Kobelco's Jack Fendrick pointed to a good economy and a positive vibe surrounding the show. He expects to see "excellent traffic."

Tadano America's Ingo Schiller, who said he loves trade shows, is especially excited because Tadano Group will be showing the Tadano and Demag brands at the same booth. "Our customers are anticipating a busy 2020 and they show strong interest in the new models that we are bringing to the show," he said.

Based on interest from distributors and customers, Link-Belt's Melvin Porter actually thinks 2020 could be a record ConExpo.

Barry Pennypacker at Manitowoc is looking forward to showcasing his company's product development strategies. He said in addition to new cranes, Manitowoc will be showing some features specific to the North American market.

All four of the crane company bosses I spoke to are a little worried about the relocation of the lifting sector to the Festival Grounds, that are away from the main show. All four think this could be a positive or a negative impact on attendance. It could actually increase the number of "true crane buyers" coming to the show. You can find out more about what these crane company executives said in our View From the Top article starting on page 50. This month ACT gives 17 pages of coverage to ConExpo 2020. Our listing of Select Exhibitors is a great tear-out page to take with you to the show. If you do end up in Las Vegas, be sure to stop by the KHL booth to rest your feet and visit. Our ACT editorial and sales team will be in and out, so if you miss us leave your card and we'll try to catch up with you at some point.

Don't miss our Q&A with Jens Ennen, CEO of Demag. Alex Dahm, editor of our sister magazine *International Cranes and Specialized Transport*, wrote the article and we updated it with a few North American-specific questions. There's no question that the Tadano Demag stand will be a popular one at ConExpo.

This issue also features our **SPECIALIZED LIFTING 50** list, two site reports and a lot more. Let us hear from you about your company, people, equipment and jobs.



KHL CRANE PORTFOLIO

**ACT 100****ACT TRANSPORT 50**

KHL CraneMarket
The online market place for buyers and sellers of used cranes
www.khlcranemarket.com

KHL WorldcraneWeek
Global news from International Cranes and Specialized Transport and American Cranes & Transport
www.worldcraneWeek.com

KHL WorldconstructionWeek
The latest global construction news from International Construction and Construction Europe
www.worldconstructionWeek.com



Subscribe to our tablet edition by visiting <https://play.google.com/store/apps/details?id=com.magazinecloner.americancranes> or <https://itunes.apple.com/gb/app/american-cranes-transport/id571668813?mt=8>



www.twitter.com/khlgroupact



www.facebook.com/AmericanCranesandTransport



www.youtube.com/khlgroup



Instagram:
[@americancranesandtransport](https://www.instagram.com/americancranesandtransport)

D. ANN SLAYTON SHIFFLER**Editor**

KHL Group Americas LLC,
30325 Oak Tree Drive, Georgetown TX 78628.
Tel: 512 868 7482, e-mail: d.annshiffler@khl.com

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

KOBELCO

WWW.KCMU-CRANES.COM

VERSATILE PERFORMERS



- Visit Us -
Festival Lot
Booth: F8338





© ROBERT DIMMITT PHOTOGRAPHY, 2020

All eyes are on Las Vegas this month where ConExpo 2020 will be held March 10-14. See our ConExpo Show Guide starting on page 49.



ISSN 1555-1830



Circulation is audited by BPA Worldwide

© Copyright KHL Group Americas LLC 2020. All rights reserved. Reproduction in whole or in part without written permission is prohibited.

American Cranes & Transport makes every effort to ensure that editorial and advertising information carried in the magazine is true and accurate, but KHL Group Americas LLC cannot be held responsible for any inaccuracies and the views expressed throughout the magazine are not necessarily those of the publisher. KHL Group Americas LLC cannot be held liable for any matters resulting from the use of information held in the magazine. The publisher is not liable for any costs or damages should advertisement material not be published.

American Cranes & Transport is published 12 times a year by KHL Group Americas LLC, 3726 East Ember Glow Way, Phoenix, AZ 85050. This issue is mailed on March 3, 2020. SUBSCRIPTIONS: Annual subscription rate is \$345. Free subscriptions are given on a controlled circulation basis to readers who fully complete a Reader Subscription Form and qualify under our terms of control. The publisher reserves the right to refuse subscription to non-qualified readers.



Official domestic magazine of the SC&RA



Produced in cooperation with the NCCCO

PREVIEW: AWRP 13

Hannah Sundermeyer previews the AWRP Spring General Meeting in Boca Raton, FL.



RIGGING REVIEW 19

An inside look at lifting slings and other rigging hardware. Mike Chalmers reports.

INTERVIEW 22

Alex Dahm talked to Tadano Demag CEO Jens Ennen about the continuing integration of the two major crane manufacturers.



INDUSTRY FORUM: PERMITTING 29

American Cranes & Transport spoke to two industry leaders regarding the current state of the permitting industry and what lies ahead.

TECHNOLOGY REPORT: FLEET MANAGEMENT 33

Matt Reinhart discusses how companies can make proper use of their fleet management and telematics data.

PRODUCT FOCUS: TRUCK CRANES 35

Truck cranes continue to be utilized in construction projects across the country as the market appears to remain steady. Hannah Sundermeyer reports.

MARKETPLACE

The most comprehensive listing of crane and transport services and equipment in North America.

95 TRAINING DIRECTORY

96 DEALER LOCATOR

106 PRODUCTS, PARTS AND ACCESSORIES

117 EQUIPMENT FOR SALE OR RENT

125 CAREER OPPORTUNITIES

126 SAFETY, TRAINING & INDUSTRY SERVICES

127 TRANSPORT & HEAVY HAUL

SPECIALIZED LIFTING 50 39

Ranking North America's top specialized lifting companies.



SITE REPORT: TRANSPORT 45

Edwards performed a rotor transport on an extremely compressed schedule.

SITE REPORT: LIFTING 46

Blue Hat Crane is hard at work on KCI airport renovations using a new Tadano GTC-800 telecrawler. Hannah Sundermeyer reports.

SHOW GUIDE: CONEXPO 49

ConExpo is shaping up to be a strong show for the crane, rigging and specialized transportation sector. ACT presents its show guide to the 2020 event in Las Vegas.



SAFETY SYNOPSIS 79

Michael Rubin discusses how to defend against an OSHA citation for unpreventable employee misconduct.

LEGENDARY 130

Camile Landry loves his work, his family and everything about the company he built from scratch.



85 RISK MANAGEMENT

Bill Hebron discusses a tried and true track to managing driver risk.

89 SC&RA COMMENT

Upskilling in the age of tech and automation.

90 SC&RA NEWS

Irving Equipment finds success on "Oak Island."

DEPARTMENTS

8 NEWS

15 BUSINESS NEWS

81 NCCCO NEWS

92 SUBSCRIPTIONS

93 PEOPLE/EVENTS

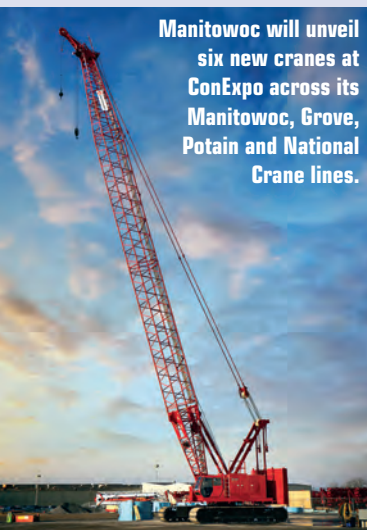
Manitowoc to unveil six new cranes

Manitowoc will debut six new cranes at ConExpo. The new cranes will come from the Manitowoc, Grove, Potain and National Crane ranges. Manitowoc has released details on the Grove GRT8120 rough terrain, Manitowoc MLC150-1 crawler and the Potain MRH 175 tower crane.

The Grove GRT8120 has a capacity of 120 tons and a 197-foot main boom with a 265-foot maximum height when equipped with the 57.6 foot bi-fold swing away extension that comes in either manual or hydraulically offsettable configurations.

The Manitowoc MLC150-1 features a 165-ton base capacity and a maximum boom length of 256 feet. A fixed jib of 80 feet with a 29.5-ton capacity is available for the crane, and a 170-foot luffing jib with a capacity of 50.2 tons is also an option.

Potain will debut the MRH 175, a new hydraulic luffing jib tower crane. Maximum capacity is 11 tons while the maximum jib length is 180 feet. Tip capacity is 1.65 tons when working with the full 180-foot jib, or 3 tons if fitted with 164 feet of jib.



Manitowoc will unveil six new cranes at ConExpo across its Manitowoc, Grove, Potain and National Crane lines.

Liebherr launches LTM 1120-4.1

Liebherr rolls out its new LTM 1120-4.1 four-axle all terrain crane this month at ConExpo. Its 216.5-foot telescopic boom, in seven sections (6 plus the base section), puts it on an equal footing with 200-ton cranes, Liebherr said.

"There's nothing more on four," proclaims Liebherr's slogan for this new 120 tonner. It is said to break into the performance class previously the preserve of five-axle cranes. Its boom is claimed as the longest ever on a four-axle crane. It is at an advanced stage of development and testing with deliveries due to start in the third quarter of 2020.

The LTM 1120-4.1 will replace the 110-ton capacity LTM 1100-4.2 introduced in 2009. That outgoing model set new standards in its class with its 197-foot boom and 11.2-

ton capacity on full boom. With its boom set at 197 feet to match the old one, the new crane is 18 percent stronger than its predecessor. The boom on the new one is 10 percent longer too.

Capacity of the new crane is 9 tons with the 217-foot Telematik boom fully raised so it is good for tower crane erection and dismantling and putting up radio masts.

Adding the lattice boom extensions increases hook height to 308 feet. A 210-foot lifting radius is achieved with a 23-foot lattice extension and the 35 to 62-foot double folding jib. An option on this is to have hydraulic adjustment between 0 and 40 degrees. There is also a 7-foot erection jib with a runner which can be swung sideways.

The Liebherr LTM 1120-4.1 is touted as the longest boom on a four-axle AT.



Tadano debuts three RTs

Also, at ConExpo, Tadano will launch three new rough terrain cranes for the North American market: the GR-1000XLL-4, the GR-1000XL-4 and the GR-800XL-4. The GR-1000XLL-4 and the GR-1000XL-4 will both have a maximum lifting capacity of 100 tons, while the GR-800XL-4 will have a maximum capacity of 80 tons. The GR-1000XLL-4 has a longer boom of 167.3 feet compared to the 154.2-foot boom length of its predecessor,

the GR-1000XL-3. The GR-1000XL-4 and GR-800XL-4 will both have 154.2-foot booms.

The crane's cabs have been redesigned to provide improved operator visibility and comfort. Inside the new cabs there is a new 10.4-inch multi-function color touch panel display which contains crane work information and operation settings. This can be operated while the operator is wearing

gloves. The cab instrument panel shape, height and angle of the glass face have also been modified, with the aim of improving visibility from the driver's seat. The cranes use a 20-degree cab tilt function for the first time. Tadano said this helps reduce operator fatigue when operating the cranes for long periods of time.

The GR-1000XLL-4 and GR-1000XL-4 both have Tadano's new Smart Counterweight system. This enables the operator to use two counterweight positions to increase lifting capacity. Stability is also increased around 20 percent, the company said. These are the first Tadano rough terrain cranes to have this system.



Three new Tadano rough terrain models are being targeted to the North American market.

A1A launches telematics app

HIGHLIGHTS

■ A new \$60 million state-of-the-art expansion at Liebherr USA will be completed in spring 2020 in Newport News, VA. The new site is adjacent to the company's current facilities, where Liebherr has operated for its first 50 years. The new buildings will add more than 251,000 square feet to the existing 560,000-square foot campus.

■ Manitex International announced a strengthening in orders in the fourth quarter that it anticipates will result in a backlog of \$66.2 million for the period ended December 31, 2019, growing from \$57.6 million as of September 30, 2019.

■ Revenue at Palfinger Group for the full year 2019 was posted at \$1,893,500 million, up 8.6 percent from the 1,744,300 million of 2018.

3D Lift Vision is claimed as the industry's first virtual reality simulator for lift planning by its developer, A1A Software. It allows users to execute a three-dimensional lift plan in VR mode using a VR headset and controls.

"Each simulation is as unique as the lift plan that it is based on," said Tawnia Weiss, president, A1A Software. "There is no better way to visualize the outcome of a lift than to allow the crane operator and other team members to simulate it in a virtual environment."

An entire crane and rigging

crew can see and practice a lift in the safety of a virtual environment. The crane operator, riggers, signal person and tagline holders can all engage at the same time. Prior to a lift, customers can be shown where cranes and people will be placed and how the lift can be made according to the proposed lift plan. The same applies for risk mitigation where the whole crane and rigging crew can practice the lift before arriving on site. People involved can be in different locations and still simultaneously engage in the same simulation.

The simulations are based



3D Lift Vision extends the ability of 3D Lift Plan to be used as a communication and risk mitigation tool, Weiss said.

on plans produced using A1A Software's 3D Lift Plan. Employers can then evaluate and qualify operators for the crane and application at hand. Operators can also use it generally for practice.

Empire Crane named Broderson dealer

Empire Crane Company is a new dealer for Broderson Manufacturing Corporation's

full line of carry deck industrial cranes. The company will be stocking new units for customers in upstate New York, Maine, Massachusetts and Rhode Island.

"Empire Crane has the facilities, support infrastructure and a team

which possesses strong industry knowledge," said Ed Kocsis, major accounts and east region manager, Broderson. "Empire has three locations that each offer sales, parts, service, and rentals which will be support junctions for local Broderson customers. Paul Lonergan, Empire Crane owner and President said, "It's a very compact machine which makes it great for indoor applications at plants or industrial manufacturing facilities. Being a Broderson dealer will allow us to support this market-sector better than we ever could before."

Empire recently ordered a 2.5-ton Broderson IC20-1K, 4-ton IC35-2G, 18-ton IC200-3J and a 25-ton IC400-3B. Empire also has a new 2020 9-ton IC80-3L in stock in their Boston location, plus a pre-sold 15-ton IC200-3J.



Empire will now distribute Broderson carry deck industrial cranes.

KHL enters construction recruitment business

KHL Group, publisher of *ACT*, has acquired 40 percent of construction recruitment consultants Blu Coal. The new company will be called Lawsons Recruitment after its founder, Nick Lawson. It focuses on contract, permanent and executive search positions in the construction sector.

"KHL will put rocket fuel into Lawsons' international expansion plans," said James King, managing director, KHL. "With our 15 magazines, websites, newsletters and events; offices in the USA, India, Germany, China and Latin America; combined with our database of hundreds of thousands of readers, our objective will be to position Lawsons as the world's leading recruitment consultant."

"We have known KHL's media products for many years and see this as the exciting next phase in our company's international expansion plans," said Lawson.



From left, Paul Baker, Nick Lawson, James King and Alice Lawson.

Stevenson Crane named Load King service center

Load King, a wholly owned subsidiary of Custom Truck One Source (Custom Truck), announced that Stevenson Crane will be the first authorized Service Center

for Load King cranes. With locations in Bolingbrook and South Holland, IL, Stevenson Crane will service Load King boom trucks, truck cranes, and Terex legacy products for customers in the northeast

Illinois area, including Greater Chicago. Stevenson Crane will provide maintenance, repair and parts for Load King products.

"We are very excited to partner with Stevenson to offer after-sales support for our products in this important market," said John Lukow, senior vice president, Load King Cranes. "The depth of experience Stevenson has with operating and maintaining cranes will benefit our customers through accurate diagnostics and on-hand repair parts."

Bob Stevenson, manager, Stevenson Crane said the company is looking forward to partnering with Custom Truck

One Source and Load King.

"This is a good fit for us as our utilization experience with the Terex legacy products (Terex truck crane models T 340, T 560-1, & T 780 and Terex Boom Truck models; BT 2047, BT 3870, TM 3851, BT 5092, BT 28106, BT 70100, RS 70100, and Crossover 8000) dates back over 30 years," he said. ■



Stevenson Crane will be the first authorized Service Center for Load King cranes.



Visit the Lift & Move USA exhibit at Booth F9007 near the entrance to the Festival Lot.

Lift & Move shines at ConExpo

Lift & Move USA will participate in a multi-association workforce solutions initiative at ConExpo. Supported by the Specialized Carriers & Rigging Association, SC&R Foundation, NCCCO Foundation and media partner KHL, Lift & Move connects students and educators with the people, equipment and companies that work in crane, rigging and specialized transportation.

The Workforce Solutions Area at the show has a two-fold purpose – to share the industry's best practices for workforce development with each other, and on March 12-13, to interact with approximately 1,000 students from the Las Vegas area.

Since 2015, Lift & Move USA has held hands-on field events for more than 4,500 students in 15 cities.

HIGHLIGHTS

■ Buckner Heavylift Cranes has added the ITI Online Learning course library to its training program.

The Safety Library courses offered through ITI Online will supplement monthly safety training curriculum across the company as well as provide targeted refresher training specific to riggers, operators and signalpersons.

■ Effective January 1, 2020, Terex Corporation announced that its tower and rough terrain cranes businesses have become part of the Materials Processing (MP) segment, according to John L. Garrison, Jr., chairman, president and CEO. Terex will launch a new rough terrain crane and a new tower crane at ConExpo 2020.

■ The program for Tower Cranes North America, which will be held June 22-23, 2020 in Miami, FL, has been finalized. For information please visit khl-tcna.com.

ALL Crane expands fleet with Groves

The ALL Family of Companies has strengthened its rough-terrain crane fleet with the acquisition of four 165-ton Grove GRT9165s. Introduced in 2018, the GRT9165 is now the highest-capacity, longest-reaching Grove RT, the company said. Its industry-leading 205-foot, six-section pinned boom is five feet longer than that of competing models.

Manitowoc said many of the crane's in-demand features and technologies have been developed specifically in response to customer needs. For example, Grove engineers made a key effort to improve transportability to enable increased productivity and

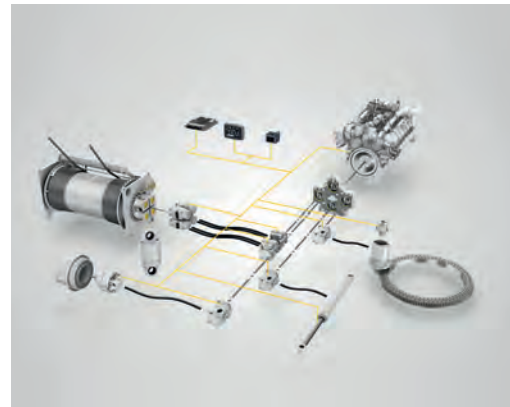
profitability. The GRT9165 rolls out on three trailers and is self-deployable, requiring no assist crane. With all components removed, it has a transportable gross vehicle weight of 116,000 pounds.

"The Grove GRT9165 brings versatility and cost-effective operation to the fleet, along with unparalleled reach and muscle," said Michael L. Liptak, CEO and president, ALL Family of Companies. ■



ALL has acquired four 165-ton Grove GRT9165 units.

Proven technology. Trusted solutions.



Celebrating 50 years of innovation in the United States

At Liebherr we're passionate about developing solutions to help our customers succeed. Built on innovation with our own Liebherr technologies and key components our products prove to be reliable in the toughest conditions around the world every day.



Visit us at:

**Conexpo
Con/Agg 2020**

March 10-14, Las Vegas, Nevada, USA

Outdoor Booth: Festival Grounds, F5258
Components Booth: South Hall 4, S84231
www.liebherr.com/conexpo

50
years | **UNITED**
by success

LIEBHERR

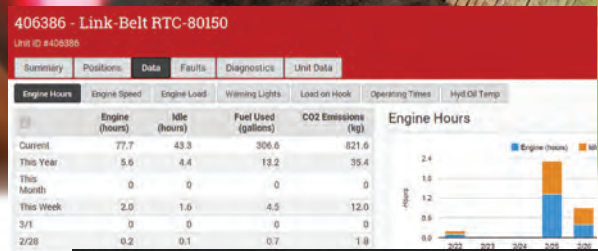


Visit Us at Festival Booth 7804

iCraneTrax

COMPREHENSIVE FLEET
MANAGEMENT WITH TOOLS
FOR EVERY DEPARTMENT

Discover Next Level Job Site Intelligence



Key Features

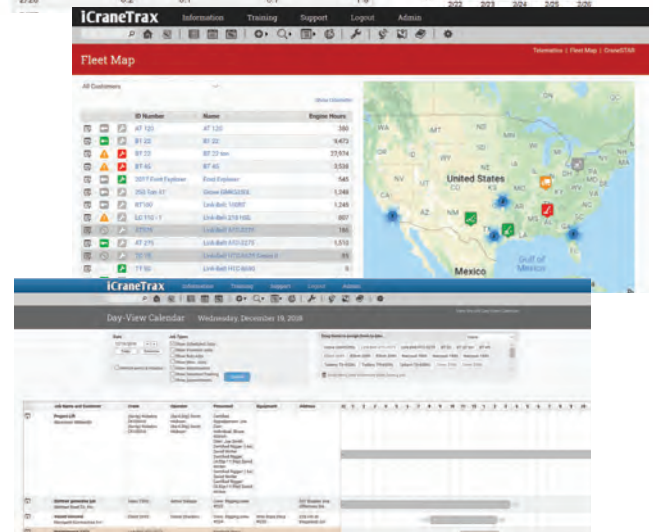
Sales, CRM & Dispatch Tools
GPS, Telematics & Maintenance Info
Reports & Documentation

3D Lift Plan Integration

Improve fleet allocation at the lift planning stage
Combine lift planning records with customer
job data

iTeleTrax App

Information on the go
See key service notifications
Get DMI engine codes
Fleet location tracking
Get push notifications from your dealer



a1s Software
Your Data, Your Way
a1software.com | 904-430-0355

Boca breakdown

The Association of Wire Rope Fabricators Spring General Meeting will assemble in Boca Raton, FL on April 19-22.

WHAT:

AWRF Spring General Meeting

WHEN:

April 19-22, 2020

WHERE:

Boca Raton Resort & Club, Boca Raton, FL

INFORMATION:

www.awrf.org/events



ABOUT

SUNDAY APRIL 19

7:30-11 A.M. Board of Directors Meeting, Granada AB

10 A.M.-4 P.M. Registration, Addison Lobby

4-5 P.M. Emerging Leaders Inaugural Reception, Monkey Bar

5-5:30 P.M. First Timer's Reception, Camino Garden

5:30-7:30 P.M. Opening Reception, Great Hall S&N

MONDAY APRIL 20

6-6:45 A.M. Workout with AWRF (Morning jog)

7-7:30 A.M. Networking Breakfast, Great Hall S&N

7:30-11 A.M. General Business Session, Great Hall S&N

12 P.M. Shotgun Start- Networking Golf Tournament (Meet in Lobby at 11:15 a.m.)

4-5 P.M. Workout with AWRF (Strength Training), Granada B

6-7:30 P.M. Reception, Cathedral Room

TUESDAY APRIL 21

6-6:45 A.M. Workout with AWRF (Morning jog)

7-8 A.M. Networking Breakfast, Great Hall S&N

8-9 A.M. Membership Awards & Committee Updates, Great Hall S&N

9 A.M.-1:05 P.M. General Business & Breakout Sessions, Great Hall S&N/Granada A, B & CD

9:30 A.M.-3:30 P.M. Tour (Meet in Lobby at 9:30 a.m.)

1:15-2:15 P.M. Emerging Leaders Meeting, Granada CD

3-4 P.M. Workout with AWRF (Strength Training), Granada B

6-7 P.M. Reception, Camino Hall

7-11 P.M. AWRF Casino Night, Great Hall S&N

WEDNESDAY APRIL 22

10 A.M.-2 P.M. Yacht Tour (Meet in lobby at 9:30 a.m.)

4:30-6 P.M. Closing Reception, Cloister Garden

SCHEDULE

Modulift®

working between the hook and the load

The Original and the Best

- Efficient MODULAR design**
Adaptable | Compatible | Portable
- Technical Experts**
A team of in-house engineers and specialists, with over 200 years combined experience
- New State of the Art Factory**
Faster turnaround times, increased storage space and all of your technical experts under one roof
- Global Distribution Network**
Inc North America, Canada and Mexico

Innovating the lifting industry

For details of your local distributors in North America, Canada and Mexico please visit our website



For more information contact

011 44 1202 621511

sales@modulift.com

www.modulift.com

VISIT US AT
Booth F5803



**AN EXTENSIVE RANGE
OF TOWER CRANES,
SUITABLE FOR ALL
TYPES OF
CONSTRUCTION
PROJECTS**

OVER 50 YEARS
of experience designing,
manufacturing, supplying
and offering support
services for tower cranes for
construction.

+20,000 CRANES
manufactured by COMANSA

**COMMITTED
TO LIFTING
EVOLUTION**

COMANSA.COM

ASIA
Hangzhou - P.R. China
+86 571 8299 5555
sales@comansa.cn

INTERNATIONAL HQ
Huarte - Spain
+34 948 33 50 20
sales@comansa.com

NORTH AMERICA
Pineville (NC) - USA
+1 800 589 7980
sales@lccranes.com



The annual results season in late January and early February saw the markets fall, with the heavy equipment segment taking a heavy hit.

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.

Results season hit

As is often the seasonal pattern, share prices took a tumble in late January and early February as final quarter and full-year financial results were announced.

Share prices tend to climb towards the end of the year and particularly in the first few months of the New Year. One of the explanations of this is that there can be heavy selling in December following a rally as investors tend to take their profits from good performers and offset the capital gains tax liability by speculating on weaker stocks.

This tends to follow through into January, and is sometimes called the January Effect. But at some point in any rally comes the realization that shares have been over-bought and a correction follows.

At this time of year, the trigger for that is financial results, which not only detail past performance, but which also give guidance for the future. One of the quirks of the results season is that share

prices can fall when profits are up or climb when the data is down. It is not so much about performance, but more performance against what the markets expected and assumed.

But in the case of the heavy equipment producers that had announced their results by the time ACT went to press, both revenues and profits were down compared to a year previously. This not only applied to the U.S.-based companies which make up the ACT Heavy Equipment Index (HEI) but also to a number of the major Japanese groups.

The big influence as far as the ACT HEI is concerned is Caterpillar. Both revenues and profits were down for the world's largest construction equipment maker and its earnings per share were impacted as a result. The company also had some bad news in its outlook, saying demand for equipment in North America was weakening.

Having said that,

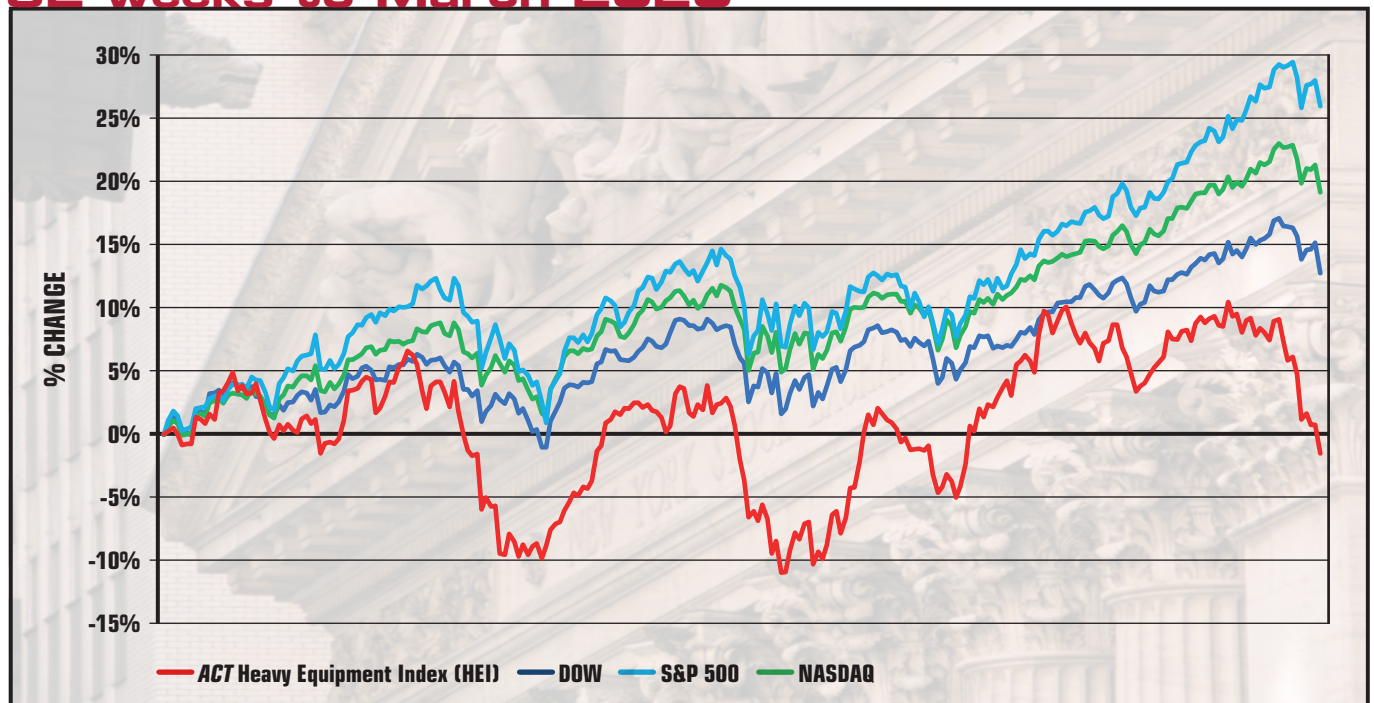
Caterpillar's margin in the final quarter of 2019 was better than 2018, which was linked to some cost cutting, but mostly a lower effective tax rate.

Although arguably a mixed bag, the earnings announcement pulled down Caterpillar's share price, and with it the heavy equipment segment as a whole.

As this month's graph illustrates, this pulled the ACT HEI into the red on a rolling 12-month basis. The mainstream indexes also dipped at the end of January, but remained firmly in positive territory. Most striking was the tech-heavy NASDAQ, which ended January still more than 25 percent higher than it was a year ago.

With demand for construction equipment clearly softening around the world, the emphasis for manufacturers over the next 12 months at least will be on controlling their costs to maintain margins.

52 weeks to March 2020





Stronger Together

Diana, business manager

Robert, parts specialist



**TOGETHER
WE RISE**

**CONEXPO
2020
F-8004**

tadanoamerica.com

Mark, crane operator

Angela, engineer

Chris, sales agent

Dennis, customer service

Richard, training manager

José, engineer

What happens when you combine the strength of Tadano and the innovation of Demag with the power of your business? You get the perfect combination of our products, technology and support, and your expertise and know-how. Tadano Group is dedicated to lifting your dreams by building on each other's strengths.



TADANO

DEMAG
TADANO GROUP

 **TADANO**

MANTIS
CRANES



NORTH AMERICA'S LEADER IN SPECIALIZED TRANSPORT



VISIT US AT
BOOTH F7310



For over 40 years, Trail King has been solving the world's toughest and heaviest hauling challenges.

We turn impossible hauls into possible hauls, leading the industry in innovation and serving your team with integrity and unwavering commitment to excellence. At Trail King, our top priority is building the best trailers for your success.

TRAIL KING




800-843-3324 | trailking.com



@trailkingind

Slings wingding

An inside look at lifting slings and other rigging hardware. **Mike Chalmers** reports.



Al Abel, lifting specialist at Cleveland, OH-based Mazzella Companies, recently took part in an SC&RA webinar, “How Well Do You Know the Basics of Lifting Slings and Rigging Hardware?”

Comprising an in-depth examination of the fundamentals needed to perform care, use and inspect lifting slings and rigging hardware, Abel’s presentation underscored the industry standards expected of companies to operate safely. Attendees walked away with a more focused understanding of how to care for and operate wire rope, chain and web slings and an assortment of below-the-hook lifting devices. They also gained insight into the inspection process: dos and don’ts, frequency, removal criteria, ID tags and more.

Learning never stops

With Mazzella since 1995, Abel joined the company while concurrently finishing up a high school teaching career with the Cleveland public school system. Since then, he has been instrumental in developing and expanding Mazzella’s training programs and mentoring and developing other trainers within the organization.

Abel reflects on 30 years of teaching as preparation for his training experiences now, though he never looks past the fact that he still learns something every day.

“Let’s be honest, when you talk about accident causation, you’re basically trying to save lives,” he said.

A typical onsite training session with Abel will involve a wealth of visuals and hands-on opportunities for attendees. And it usually starts with a visit and walk-through ahead of time.

“The first thing I like to do with a company is see what they’re doing and create the training around that,” he said. “Obviously, with a webinar, we

It’s important to establish the proper rejection criteria for the equipment and gear that a rigger has on a jobsite.

“ [We] should always be keeping a close eye on our lifting equipment, and ultimately thinking, ‘When would I not put this into service?’ ”

approached it differently – utilizing four of our 11 modules that we train from. It was similar to what folks would see in a live class – and we added to the experience by incorporating some PowerPoint visuals and some videos.”

Top on Abel’s priority list for the webinar were inspections. Key points were:

- What is the rejection criteria for when a rigger is on a jobsite – when you pick up a sling?

- How often should you be inspecting a sling?

“[We] should always be keeping a close eye on our lifting equipment, and ultimately thinking, ‘When would I not put this into service?’”

Abel also wants to make sure that workers understand that “this isn’t what I say – we’re going by the ASME standards. Don’t shoot the messenger.”

Establish a lift plan

Onsite, Abel will often require his audiences to develop a lift plan.

“We’ll typically do that before we get into the rejection criteria – all the things you have to think about when making a lift,” he said. “And, of course, one of the key points in a lift plan is inspection. So, we covered that carefully in the webinar; if I’d have been in front of them, they’d leave with a lift plan, but the webinar was more of a walk-through in that regard.”

Occasionally, someone in Abel’s audiences will toss him an unusual question, but for the most part, he knows what to expect.

“People often ask about latches for



Al Abel's webinar and training classes provide valuable insight into the inspection process, including dos and don'ts, frequency, removal criteria and ID tags.

some reason, and slings," he said. "When it comes to why people sometimes hide these devices from inspectors, one thing you don't want to hear is '...the company's not going to buy me a replacement.' If I hear that, I try to put it on the table with the company up front."

As for his digital audience, Abel said that if folks took the time to tune in, they should take his information seriously.

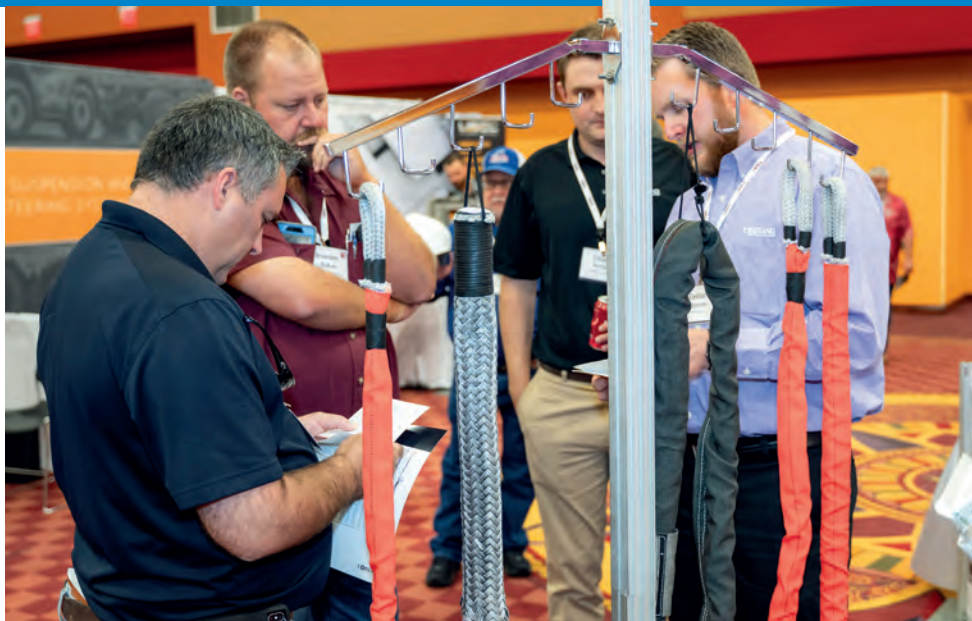
"If someone attended, or attends, this webinar, and they go back to doing something that they know is wrong, then they've failed," he said. "The point here is that everyone is trying to get better."

Tagging innovations

Part of getting better often means implementing industry advancements.

"Probably the most consistent innovations at this point deal with tagging," Abel explained. "A computer spits this tag out and it meets all the industry standards, very durable – that's probably the nicest thing that has happened in recent times. But I never want to hear a company say: we go through a lot of slings. If you're doing that, same with latches, something's wrong. If you're tearing up latches and slings, we need to look at how you're operating."

“ If it is going below the hook, it has got to meet all the industry standards. ”



Mazzella's Al Abel discusses fiber sling care, inspection and replacement.

Homemade lifting devices is another area of concern for Abel.

"Whether it's a spreader beam or a lift beam, if it's going below the hook, it's got to meet all the industry standards," he said. "If you've got a welder and he's welding up some kind of a lift beam, whose name is going on that beam? Because it's got to have a manufacturer on it, proper markings, a serial number, a rated load, a design category, a service class and, if it doesn't, then it won't pass the current standards."

It's pay now or pay later in the long run.

"I mean, I'm an old guy – I remember cars without seat belts – but try buying one like that today," he said. "You've still got a lot of people thinking old-school in this industry, thinking they're going to save their company some money. But eventually, they're going to cost them more money if they don't take action here and do things the right way."

More often, Abel's role as a trainer brings him in front of other undeniable realities.

"One thing I'm noticing more and more is who is picking up the work after these older guys leave," he asked. "The current workforce is definitely used to the technology, the interactive stuff, and maybe a webinar works for them. When we're in-person, I do know they like the mix of verbal, hands-on and video – which is also why we added that [video] for this webinar. Young people are very visual learners, especially these days, so we tried to recreate that at least a little in this webinar."

Webinar archives

Ultimately, Abel recognized SC&RA's dedication to its membership and the industry by offering the chance for someone like him to come in and do his part in a webinar.

"SC&RA is ahead of the curve – putting so much information out there," he explained. "The best part about this webinar is that if you missed it, you can circle back and find it on SC&RA's website and join in at a time that works best for you. You can't say enough about an industry organization that does it like this, and I'm happy to be a part of it."

To register for upcoming SC&RA webinars and view archived presentations, please visit www.scranet.org/webinars

Al Abel, Lifting Specialist, Mazzella Companies



FRANNA
A TEREX BRAND



LIFT IT. SHIFT IT.
OWN IT!



For more information about our products or services contact:

T: +61 7 3868 9600 **E:** franna@terex.com

www.terex.com/franna



Major brand

Alex Dahm talked to Tadano Demag CEO **Jens Ennen** about the continuing integration of the two major crane manufacturers and the inherent challenges along the way.

The past year has been a busy one for Tadano and Demag. As the new CEO of Demag, Jens Ennen has relished the task of integrating the Demag business with Tadano.

Just over a year ago, in February 2019, came the news that Tadano would acquire Demag Mobile Cranes from Terex Corporation for \$215 million. April 2019 saw Ennen join Tadano and begin work on the acquisition and planning the integration of two great crane manufacturers. The first week of August 2019, Ennen's work took an official major step forward as the acquisition was completed.

Regaining its title

Tadano has previously held the position of the world's largest crane manufacturer, and the Demag acquisition is a major step in its quest to regain that title. For many years, *International Cranes and Specialized Transport* magazine's ICm20 ranking of the world's largest crane manufacturers by turnover from crane-related activity has featured Tadano and Terex Cranes (previous owner of Demag) in the top 10. In terms of purely mobile cranes, both manufacturers are in the top four, with Liebherr and Manitowoc.

With the Demag acquisition, Tadano primarily adds large lattice boom crawler cranes and all terrain cranes to its product offering.

Jens Ennen has 25 years of experience in cranes and lifting technology. Most recently he was responsible for international development, worldwide product line management for all terrain and truck cranes and was senior vice president for mobile cranes in Europe and Africa at Manitowoc Cranes, which he joined in 1991. He has a degree in mechanical engineering from the University of Applied Sciences in Osnabrück, Germany.

Here Ennen explains his plans and projections for the future of Tadano and Demag together.

TELL US ABOUT THE ACQUISITION AND THE INTEGRATION OF TADANO AND DEMAG. WILL DEMAG BE SUBSUMED INTO TADANO OR IS THERE A DIFFERENT PLAN?

Demag is the largest acquisition in Tadano's history. It is obvious the combination of Tadano and Demag will change the landscape in the crane industry. Now that Tadano and Demag are together as one team, we will be working diligently to ensure business as usual and a seamless transition for our customers.

Furthermore, we have already started working together to build synergies, discover new possibilities and figure out every detail on how to provide further value to each and every stakeholder of the Tadano Group.

WHAT HAS BEEN THE REACTION TO THE NEWS OF THE ACQUISITION FROM THE INDUSTRY WORLDWIDE AND INTERNALLY? WHAT IS THE FEELING AMONG THE WORKFORCES AT BOTH COMPANIES?

We organized an internal event for Day One (August 1st) in Zweibrücken [at the Demag factory in Germany] and I could absolutely feel the enthusiasm from the Demag team members. We are all excited to start this journey together.

Regarding customers, from Day One, we reached out to them to establish thorough communication and ensure a seamless transition. We are excited to have a dialogue with them now that we are together on the same team, and the first feedback from our customers is already really positive.

WHAT IS THE TIMESCALE AND ROAD MAP FOR THE INTEGRATION? WHAT WILL HAPPEN WHEN?

We were competitors until August 1st and could not collaborate until the deal was closed. After Day One, we started building cross-company teams to define together short-term and long-term strategies. The goal is to find synergies where possible and to learn from each other's best practices. In the spirit of 'business as usual', Tadano and Terex have transition service



The 220-metric-ton capacity Tadano Demag AC 220-5 all terrain crane sports the new Tadano Demag color scheme.

integration



agreements in place, so that all necessary business systems support is granted, until our own systems are fully in place and running.

As you can imagine, there's a lot of work going into the post-merger integration, but it is still too early to reveal detailed projects and schedules. Overall, we will keep the pace high, as our customers have high expectations for the integration of Demag into 'One Tadano'. What I can assure you of is that customer success is the number one priority in all our activities.

WHAT WILL HAPPEN TO THE DUPLICATED ELEMENTS, FOR EXAMPLE, THE ALL TERRAIN CRANE PRODUCTION LINES AT LAUF AND WALLERSCHIED IN GERMANY?

Demag's all terrain crane line up complements the Tadano Faun all terrain crane line up, thus allowing us to meet customer needs on a wider scale. One of Tadano's targets is to grow the market share globally and, we believe, all models available today will be required to achieve this. Going forward there will obviously be changes to the overall portfolio as part of the normal product development cycle, but there will be no short-term actions.

WHAT ARE THE MAIN SYNERGIES AND WHAT ARE, FOR EXAMPLE, THE BEST PARTS OF DEMAG THAT WILL BENEFIT TADANO?

We expect to develop major synergies in all areas of the business, such as in design, procurement, production, sales and after-sales service. We plan to take advantage of the technological and operational capabilities of all Tadano companies and begin generating synergies as quickly as possible. Details will be deliberated now that the acquisition deal is closed.

WILL THERE CONTINUE TO BE TWO LINES OF ALL TERRAIN CRANES OR WILL YOU JUST HAVE ONE "TADAMAG" OR "DEMANO" RANGE?

We will continue to sell Demag- and Tadano-branded all terrain cranes. Demag's all terrain crane line up complements the Tadano all terrain crane line up, thus allowing us to meet customer needs on a wider scale. As you know, Demag branded mobile cranes are highly



“ Tadano's long-term goal is to become number one worldwide in the lifting equipment industry and I think that the Demag acquisition has brought Tadano one step closer to this goal. ”

JENS ENNEN, CEO, Tadano Demag

regarded throughout the world and we will continue to build up this reputation with the support from the global Tadano team.

Going forward there will be change to the overall portfolio as part of the normal product development cycle, but there will be no short-term actions.

HOW WILL THE TADANO PRODUCT AND PRODUCTION FACILITIES IN JAPAN BE AFFECTED?

Tadano has always been promoting the 'center of excellence' concept in



AT BIGFOOT, WE BELIEVE THAT:

Making products in the USA still matters.

Hiring veterans brings some of the best workers any company can have.

Sourcing manufacturing materials from other American companies is the right thing to do.

Hard work and innovation must be constant for success.

Making a great product matters more than cutting corners to increase profit margins.

Humans should answer the phone to help customers.

Making reliable, dependable products that last a lifetime should be the goal of every business.

If you're not providing amazing customer service, you're doing it wrong.

AND BECAUSE WE BELIEVE IN THESE THINGS, IT IS WHO WE ARE & WHAT WE DO.

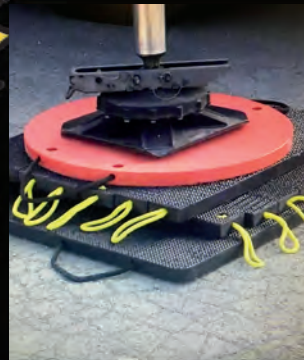
COMPOSITE OUTRIGGER PADS



WE MAKE ANY SIZE PAD YOU NEED



WE MAKE CUSTOM SOLUTIONS



WOOD OUTRIGGER PADS



CONSTRUCTION EQUIPMENT, INC.
Bigfoot
OUTRIGGER PADS

STRENGTH | STABILITY | SAFETY

PHONE: (888) 743-7320 | EMAIL: BIGFOOT@OUTRIGGERPADS.COM | WEB: WWW.OUTRIGGERPADS.COM



ConExpo 2020 will bring together Tadano and Demag products for the first time.

their customers first. We will infuse the best of both into the company and I think it is very exciting.

ARE YOU INTERESTED IN ADDING, FOR EXAMPLE, CONSTRUCTION TOWER CRANES, PORT CRANES OR INDUSTRIAL CRANES TO THE PRODUCT RANGE, OR FURTHER INCREASING TADANO'S STAKE IN MANITEX, TO ROUND OUT THE GROUP'S PRODUCT LINEUP?

At this time we do not have further concrete merger and acquisition (M&A) plans under consideration. However, as we have consistently declared up until this point, Tadano constantly considers future M&A activities as potential measures for improving our corporate value.

>26

product design and manufacturing. As an example, Tadano Faun in Germany is using telescopic booms produced in Japan for some of its all terrain models. Tadano in Japan is using carriers made in the German factory for certain all terrain cranes, exclusively produced for the Japanese market. This concept is part of Tadano's global production system and we will investigate, where it may be applied to the Demag products.

Today there is no intention to produce Demag or Tadano ATs in Japan, but the global manufacturing of certain components or modules will be continued.

HOW WILL THE NUMBER OF EMPLOYEES AND THE MANAGEMENT STRUCTURE BE AFFECTED GLOBALLY?

With the acquisition we added approximately 1,700 team members to the Tadano family. The largest change that I can speak of now is my appointment in the role of CEO of the newly acquired Demag business. Thomas Schramm will continue in a leading role as vice president in the Demag sales organization.

WHAT DO YOU SAY TO REASSURE CUSTOMERS THAT THEY ARE STILL OKAY TO BUY EITHER DEMAG OR TADANO CRANES?

It is the first time in 20 years that the Demag Mobile Cranes business has been owned by a crane-focused company and, coming from a crane manufacturer, I personally think this is great news and really positive for customers. Most customers I talked to so far have confirmed this. We now have two companies, with a long history, working together. Customers can now have a choice with a broad product offering from two well-known brands, which always put

www.genequip.com ▲ 800-437-2924



GENERAL
EQUIPMENT & SUPPLIES, INC.

Sales ▲ Rental ▲ Parts ▲ Service

OUR CRANE GAME IS STRONG!



Fargo, Bismarck, Minot & Williston, ND ▲ Sioux Falls, SD
 Shakopee, Duluth & Hibbing, MN ▲ Urbana, IA

PLEASE GIVE SOME IDEA OF YOUR PLANS FOR PRODUCT DEVELOPMENT, FOR EXAMPLE, WHAT NEW ONES ARE ALREADY IN THE PIPELINE AND HOW WILL THIS CHANGE AS A RESULT OF THE ACQUISITION? WHAT WILL HAPPEN TO THE NEW 160-METRIC TON DEMAG TELECRAWLER AND THE 600-METRIC TON TRIPLE BOOM TADANO AT?

Demag possesses considerable strength in terms of product design and development, and we would like to take advantage of this strength. Furthermore, the Tadano

Group would like to enhance the product competitiveness of Tadano Japan, Tadano Faun and the Demag line-up altogether, through deep cooperation between each company's research and development divisions.

Regarding your questions on specific products, I think it is too early to make such decisions. What I can say is that since Day One, we started having internal teams work together and product development is obviously one of the identified synergies.

We have great teams across the company. We will streamline, look at processes and find best practices, all together.

HOW DO THE WORKING CULTURES AT MANITOWOC, DEMAG AND TADANO COMPARE WITH EACH OTHER AND WHAT ARE THE MOST USEFUL ELEMENTS OF YOUR PREVIOUS WORK EXPERIENCE?

Tadano and Demag share a true and unmatched passion for cranes and serving their customers, and their company values are nearly similar: it is all about safety, quality and efficiency. This is why I believe having those two businesses together is going to be best for our customers in the long term, and exciting times are ahead.

WHERE WILL YOU BE BASED AND SPEND MOST OF YOUR TIME?

I will be based in Zweibrücken and I will be focused on the integration of the Demag business into the Tadano Group. I will of course also spend time on the road with customers and in the other Tadano facilities.

WHAT DOES TADANO WANT TO ACHIEVE NEXT, WHEN WILL IT REGAIN ITS POSITION AS THE WORLD'S LARGEST CRANE MANUFACTURER?

The short-term goal is to integrate the Demag business into the Tadano Group, and Mr. Tadano wants to make this integration successful as quickly as possible. With that, my targets are clearly defined. Tadano's long-term goal is to become number one worldwide in the lifting equipment industry and I think that the Demag acquisition has brought Tadano one step closer to this goal.

I want to add that this is not only a strategic objective for the company but also a personal goal of my own. The entire Demag team and I are fully committed to making it happen. ■

Q&A ADDENDUM

This Q&A Interview ran in the October issue of *International Cranes & Transport*. As an update, ACT asked the following questions of Jans Ennen in respect to the North American market and plans for ConExpo this month in Las Vegas.

HOW DO YOU CHARACTERIZE THE AMERICAN MARKET IN TERMS OF THE TADANO/DEMAG BRAND?

The American market is very important to Demag, as well as to the Tadano Group in general. As you know I am quite busy managing the integration of Demag and Tadano Faun in Germany and I'm really pleased to be able to work with Ingo Schiller and his team, as their experience in America gives us the knowledge and understanding of the special needs of the U.S. market. This makes it easier to develop new cranes with proper specifications to meet market and customer expectations. The integration of the Demag team into the North American team of Tadano is going really well. We are starting to see the benefits of a combined sales and service team. This is allowing us to offer a greater product portfolio, but also to react faster on service topics and to cover more ground with our customers in terms of sales.

WHAT ABOUT YOUR DISTRIBUTION STRATEGY FOR THE TADANO AND DEMAG LINES IN NORTH AMERICA? HOW IS IT EVOLVING?

We want our customers to package their equipment purchases from a single source, enhancing customer service, delivering faster response times and making Tadano easier to do business with. This is moving along well and is actually faster than we expected. For example for North America, we have decided to combine our sales team in reporting up through Ken Butz. Ken is responsible for sales activities for Tadano/Demag in North America while Ingo Schiller and Dean Barley continue to be responsible for a few select key accounts working with Ken on sales activities. We also made changes that should allow us to maximize sales coverage for our rough terrain, all terrain and crawler crane product lines. All Regional Business Managers have the ability to sell all of these products through distribution and/or key account customers as required, and I think this is great news.

CONEXPO IS THIS MONTH. HOW WILL THE TADANO AND DEMAG STAND BE ORGANIZED.

We will all be together on one main stand. Visitors will be able to experience the innovations we are bringing to the world of lifting and discover the people that make Tadano. With the Demag acquisition, we are all stronger together as "One Tadano" because we infuse the best of both worlds into it and this is what our stand will reflect.

DO YOU HAVE A FEELING FOR THE SUCCESS OF CONEXPO?

ConExpo is the biggest show in North America and one of the biggest shows in the world. Having Tadano and Demag together for the first time at such a major trade fair is obviously very exciting. We can't wait to be there and showcase our strongest lineup yet. Together with Demag, Tadano has grown to offer a more robust line of rough terrain, all terrain and crawler cranes than ever before. I have a very strong feeling for this year's ConExpo. It is always a pleasure to meet the people and customers that make up our industry, especially in America, and I am convinced that this year will be a great year for the Tadano Group.



Tadano Demag CEO Jens Ennen said customers can now have a choice with a broad product offering from two well-known brands, which always put their customers first.



Goldhofer

MADE FOR YOUR MISSION



DUAL LINE TRAILER THP/DC TAILORED TO MEET AMERICAN REQUIREMENTS

THE VEHICLE AT A GLANCE

- » Reduced transport time widening under load while rolling
- » Safety first and foremost operation (widening, levelling, steering) via wireless remote control
- » Low maintenance and long service life new ideas combined with proven ball bearing race ring technology



Visit us Booth F7310

WWW.GOLDHOFER.COM



VIST US AT: WWW.MANITEX.COM
STRENGTH. DEPENDABILITY. MANITEX.

COME VISIT US AT



FESTIVAL GROUNDS:
F6258

THE RIGHT TOOL FOR THE JOB

THE CD110 INDUSTRIAL CARRY DECK TAKES CARE OF YOUR LIFTING NEEDS WHETHER IT BE IN THE PLANT, JOB SITE OR OIL REFINERY.

TIGHT SPACE? NO PROBLEM! THE 11-TON, CAB-DOWN CRANE MANEUVERS SMOOTHLY THROUGH CRAMPED MACHINE SHOPS OR SHIPYARDS AND, WITH ITS UNIQUE OUTRIGGER SYSTEM, CAN BE POSITIONED CLOSE TO THE LOAD. IT OFFERS:

- MULTIPLE STEERING MODES (2 WHEEL, CRAB, COORDINATED)
- POWERSHIFT TRANSMISSION WITH 4 FORWARD - 3 REVERSE
- MAXIMUM TRAVEL SPEED OF 17.9 MPH (28.8 KPH)

CD110 - 11 TON

- ✓ Zero degree load chart
- ✓ 53 ft. max tip height
- ✓ Out and down outriggers



The automated permit process can be beneficial on many levels.

American Cranes & Transport spoke to two industry leaders regarding the state of the permitting industry and what lies ahead for automation.



A long-term process

Following the success of the Uniform Permit Transport 2021 (UPT2021) initiative led by the SC&RA, permit regulations and automation have been at the forefront of many conversations in the transportation industry. Steven Todd, vice president, Specialized Carriers and Rigging Association, and Becky Woods, vice president of operations, WCS Permits, weighed in on all things permitting.

WHAT ARE THE BIGGEST ISSUES WE ARE FACING IN THE U.S. PERMITTING INDUSTRY TODAY?

TODD: Ironically, it's the issue we've had the most success in recent years – expediting the time between applying for an oversize/overweight permit and receiving the permit. As little as 10 years ago, most states

took at least several hours to a couple days to issue even routine permits. Today most states, thanks to automation, take 3-4 minutes from time of application to receipt of permit. Sounds great on the surface, right? But let's go back to my term “most states.” Because a dozen or so states still process permits manually, a typical 3-5 multi-state move by a carrier may include one of those non-automated states. We've all heard the phrase, “a chain is only as strong as its weakest link.” In this case, it's that one weak link (non-automated state) that often still holds up the entire move for a specialized carrier. And one more point regarding my phrase, “most states.”

As we've made tremendous progress advocating for more and more states and provinces to automate their permitting process, an avalanche of cities and counties across the continent have discovered this permitting business is a heck of a way to raise some revenue. I know some local government officials who unashamedly boast that new city equipment, sidewalks, etc. are the direct result of the discovery of oversize/overweight permits. And unfortunately, unlike the states, many cities and counties charge outrageous permit fees, in some cases over a thousand dollars to move a quarter mile. Fortunately, we're slowly beginning to see some progress with automation at the local level, although given the sheer volume of cities and counties, it will be a long-term process.

“Uniform Permit Transport 2021 by most metrics has been a huge success.”

STEVEN TODD, Vice President, Specialized Carriers and Rigging Association

WOODS: More local municipalities that previously did not issue permits are now requiring an oversize/overweight permit to travel in their jurisdiction. States such as California have required these types of permits for many years, and companies are able to plan accordingly. However when a company is unaware of requirements, it can lead to delays, fines and in some cases even arrest of the driver. Trucking companies need to make sure whoever is processing their permits verifies that they are legal from point A to point B. Additionally, the WCS Permit Portal App (iOS & Android) allows drivers to know in advance when their permit department will be sending them a local permit for their oversize/overweight load.

The lack of new blood coming into the transportation industry is becoming an issue on all sides of the spectrum. State permit offices are losing experienced technicians due to retirement, staffing/

>30



BECKY WOODS,
Vice President
of Operations,
WCS Permits



STEVEN TODD,
Vice President,
Specialized Carriers
and Rigging Association

“ Permitted loads will continue to require drivers long after standardized freight moves to driverless vehicles. This security will hopefully stabilize driver demand for the long term transporting of permitted loads. ”

BECKY WOODS, Vice President of Operations, WCS Permits

management conflicts and employees choosing to leave to pursue other career paths. The state staffing turnover at times causes severe permit delays and can lead to a total standstill of the oversize/overweight vehicle awaiting permits. These delays can cost carriers large sums of money. This is currently an issue in all government oversize offices, and as time goes on, I see this getting worse if there isn't a way to spark the interest of the youth.

As a permit service provider, we at times run into similar situations with staffing as our older agents retire. To combat this, WCS Permits & Pilots consistently works to cross train staff and fill positions. Lastly, there are far fewer young drivers coming into the transportation industry, which is currently affecting permitted load travel. As the older experienced drivers retire, there are fewer qualified drivers to handle these loads.

WHAT IS THE STATUS OF UPT2021?

TODD: Uniform Permit Transport 2021 by most metrics has been a huge success. Not only have we seen in 10 years the number of states auto issuing single trip permits rise from six to 38, even more importantly those states have begun to buy into the idea that automation is actually more accurate and safer than manually processing permits and they have in turn, continued to increase the dimension and weight thresholds by which they allow their systems to auto issue. There are currently about five states that auto issue permits up to 16-17 feet high and wide and 250,000 pounds.

Illinois system, which I'm quite proud to have played a role in developing, now issues over 99 percent of their permits automatically without any human intervention. UPT 2021 has a map depicting which states meet industry's minimum thresholds for auto issue (14 feet wide, 14 feet 6 inches high, and 150,000 pounds gross). Not only are dozens of states now meeting that threshold, we actually hear of state officials who have pushed their state hierarchy to

raise their thresholds simply to change the color of their state on SC&RA's UPT map from red to green! That's pretty awesome when a trade association's number one advocacy initiative creates a bit of a competitive environment among the very state governments you're advocating to.

But there's more to UPT2021. Besides continuing to raise states to the "meets industry minimum thresholds" and then on to "meets industry maximum thresholds" there's the whole component of state acceptance of common industry configurations. UPT 2021 contains 11 common configurations ranging from 5 to 13 axles along with specific minimum spacings and individual and tandem weight allowances. This portion of UPT 2021 has not been quite as successful as the automation portion of the initiative. As we near the point of nearly every state having a fully automated permit system, we must turn our attention to nationwide acceptance of these common configurations.

WOODS: For years, the SC&RA has worked arduously to get all of the states to work together in uniform permit harmonization. It seems that all of their diligence, efforts and dreams of what could be are finally coming to fruition. As of November 2019, 38 states in total have joined the movement, with a possible one or two more close to following behind them next year.

Permit harmonization, although a tough task to tackle, will streamline the process on various levels industry wide. With the minimum industry threshold being 14-0 wide, 14-6 high, 110-0 long and 150,000 pounds, this makes way for quicker permit processing (on both the state and customer side), consistent state rules/guidelines and cutbacks on costs that are incurred for delays and rerouting. Before many of the states harmonized, drivers were forced to route around states that allowed less weight per axle group, less weekend travel and at times, additional costly paperwork such as route surveys.

These individual state issues wasted not

only profit for the carriers, but valuable time by causing crucial delivery deadline concerns. In addition to the simplified process it offers both permit service providers and customers, it also takes a large workload off state officials. This in turn allows them to put more time into processing larger more complex loads.

WHAT ARE SOME OF THE BENEFITS OF AUTOMATING THE PERMITTING PROCESS?

TODD: A recent report by the U.S. Department of Transportation said it best. In this 2017 FHWA report, an extensive study of the states with automation concluded what we term a "win/win/win" for states, industry and most importantly the general motoring public. A domino effect of sorts, as I term it. The FHWA study found:

1. Permit issuance turnaround time, of course, dropped dramatically
2. Permits issued automatically versus previously manually issued permits were more accurate
3. Permit revenue to states increased (because of course, more carriers elected to purchase permits due to decreased permit issuance turnaround time)
4. Infrastructure (bridges and pavement) were better preserved because of points 2 and 3.
5. Most importantly states reported safer roadways due to points 2, 3 and 4.

WOODS: The automated permit process can be beneficial on many levels. Efficiency, accuracy and the one-stop shopping experience is something that all areas of the transportation industry look to for success. Being able to order a permit 24/7 without the need of state office review, engineering or a phone call, surely streamlines our permit process and allows us to service a wide variety of customers.

On a permit service level, it allows our staff to efficiently assist a customer regardless of the time of day, which greatly helps with last minute load confirmations or emergency loads. Automated permitting also allows you to refer to information saved within their individual systems such as, road construction, insurance requirements and state holiday closings. Before automated permitting came into play, these areas of concern could take quite a bit of time and research to gather and many times multiple phone calls into the states themselves. From the start of my career in 1998 until the present, I've witnessed a great deal of change, by far automated permitting has been one of the best for the transportation industry. ■

EVERYTHING YOU NEED TO REACH NEW HEIGHTS



SEE US AT
CONEXPO 2020
FESTIVAL GROUNDS
F7376



CTT 472-20 Flat Top | Max. lifting capacity of 20 t with 4 t at the end of the jib

With a range of features and styles, Terex tower cranes are ready for lifting duties, from small residential areas and crowded cities to infrastructure projects.

Contact us to learn
how we can work for you.

www.terex.com/cranes

Ready for

T-LINK

The new Terex remote monitoring
and fleet management system.



Self Erecting

Flat Top

Hammerhead

Luffing Jib

Ask about our full range of tower cranes.



TEREX®

WORKS FOR YOU.™



PSC GUARANTEES: THE EQUIPMENT. THE EXPERIENCE. THE PEOPLE.

No matter how big or complicated your project—no matter where it takes us—we will get the job done and deliver on a promise: **to save you money and time.**

WE OFFER:

- Full-Service Rigging
- Machinery Moving
- Industrial Maintenance
- Equipment Rental
- Customized, Turnkey Solutions



CONTACT US TODAY
WWW.PSCIND.COM
888-778-3632

Data gold mine

Matt Reinhart discusses how to make better use of fleet management data.

Telematics systems log important fleet data. But this information is relatively static when it isn't incorporated into a larger system that allows for reporting and analytics. Integrating your telematics data with a comprehensive fleet management system allows fleet managers to turn static data into actionable information.

If you are using a telematics system to track fleet performance and are concerned you are not making proper use of that data, you are not alone. Fleet Cost & Care's Senior Technical Product Manager David Thornton explained that telematics systems can solve some problems, but there are some they cannot solve.

Centralized fleet management systems are essential in transforming data into action, he said. Telematics can help with the management of equipment across multiple jobsites and multiple regions.

"Currently, there are many GPS providers that enable fleet managers to track their units across jobsites, projects and regions," he said. "And, some have started working towards a more granular approach by incorporating unit components. This is being achieved through a variety of technologies including Bluetooth Low Energy (BLE), Radio Frequency Identification (RFID) and Long-Term Evolution (we all know it as the 4G standard - LTE). These smaller, long-life battery powered systems enable fleet managers to track their non-motorized components with accuracy.



THE AUTHOR **Matt Reinhart**

is a senior marketing specialist for Fleet Cost & Care, a provider of fleet management

and telematics software solutions for the crane, rigging and specialized transportation sector. This article was adapted from a blog post at:

<https://www.fleetcostcare.com/blog>

Unit Code	Miles/KM	Latitude	Longitude	Hours Lower	Hours Upper	Meter Date	Job Code
AT-14	2,618.2 Miles	42.2835723	-83.1484451	1,268.0		01/26/2020	C-30858
CP-52	1,505.5 KM	41.8903313	-83.3527069	4,305.1		02/09/2020	Z-30469
T-14	14,259.0 Miles	42.2843399	-83.1465454	1,619.2		02/10/2020	
Test	14,259.0 Miles			1,619.2			

Fleet management software is a hub for important telematics data.

“Increased revenue margins will come as a second order effect of reduced costs.”



DAVID THORNTON,
Senior Technical
Product Manager,
Fleet Cost & Care

Measuring asset utilization

Fleet management software acts as a hub for this data, integrating unit and personnel information for scheduling, inventory tracking and maintenance. It allows you to measure asset utilization versus cost, Thornton said.

Telematics data can also help with service and preventative maintenance.

"Most providers offer some form of maintenance tracking, but they do not have or support a full maintenance system," he said. "For example, one provider may offer a solution for identifying a deficiency through their Daily Vehicle Inspection Report (DVIR); however, this information is relatively static and still requires verbal communication or active monitoring of a web application to identify and resolve."

A comprehensive fleet management system should offer end-to-end maintenance tracking solutions, from deficiency identification, automated communication back to a work order system, work order generation and labor and cost tracking. Some systems are even introducing interfaces with ELD providers' DVIR features for integrated solutions.

Telematics data, used effectively, can offer reduced costs through improved

transparency such as fuel and driver safety.

"Keeping up with preventative maintenance can save a lot of money on repairs and extend the life of a unit, so that's a big one," said Thornton. "Increased revenue margins will certainly come as a second order effect of reduced costs. Comprehensive reports from an integrated system will bring telematics data and all fleet costs under one umbrella."

"You can automatically have telematics data integrated and incorporate it with other costs to get a full picture of a fleet profitability," Thornton said. "This full picture enables informed decision making on future capital investments and market diversification."

This data can provide insight into employee performance, work duration and safety. In most fleet management software, users can see on-the-job schedules; how much time is remaining for cycle time; driving time and on-duty time each day; and maintain historical records of services for law enforcement. There are also e-tickets and checklists that users can access on a smartphone or tablet.

Telematics providers are constantly coming up with new ways to track data, including Diesel Exhaust Fluid (DEF) levels, engine diagnostics, seat occupation, use of seat belts and video camera captures.


"As these concepts become more widely adopted, I suspect we will see their data points coming into a centralized management," said Thornton. "There they can be tracked and reported in a multitude of ways to inform management on employee evaluations, capital investment and other critical business decisions."

Fleet management systems shine when they are integrated with telematics systems, bringing together critical data for improving productivity and reducing operational costs.



Electric Pick & Carry Cranes

e: info@jmgcranes.com
www.jmgcranes.com

 **From 2 to 70 Ton**

Visit Us:
Booth Nr. F3572
March 10-14 2020 - Las Vegas, NV



**SAVE THE DATE: OPEN DAY CREMONA HUB
MAY 15th 2020**

BAY CRANE

Offering the largest and most modern fleet of cranes, full service heavy lift, and project transportation to the northeastern United States and beyond.

SERVICE. KNOW HOW. PROFESSIONALISM.

Locations in:

New York City, Long Island,
New Jersey, Connecticut,
Rhode Island, Massachusetts,
and Westchester NY.



www.baycrane.com

Speaking to the two leading truck crane manufacturers, **ACT** rounds up the most popular models and projects.

The widespread Link-Belt 110-ton HTC-86110 telescopic truck crane features a 164-foot main boom.



In-and-out crane

Truck cranes continue to be utilized in construction projects across the country as the market appears to remain steady.

The modern-day taxi crane – truck cranes are a cost-effective alternative to all terrain cranes. Transformers on the road, these versatile and highly mobile machines work across North America performing a variety of lifting projects. Most commonly used in construction, mining and on marine industry jobsites, truck cranes are a common sight in urban areas and on smaller scale jobsites that often require a speedy turnaround time, as the crane is quick to erect and often requires less effort for counter-weight installation.

American Cranes & Transport spoke to Link-Belt and Manitowoc, the industry's leading truck crane manufacturers, about the ins and outs of some of their most popular models.

Versatile features

Link-Belt Cranes offers a variety of options when it comes to its telescopic truck cranes. Manufacturing seven models, the range includes the HTC-8640 SL, HTC-8660 Series II, HTC-8675 Series II, HTC-8690, HTC-8690 LB, HTC-86100 and the HTC-86110.

Among the most popular is the Link-Belt 110-ton HTC-86110, which features a 164-foot main boom that outreaches the competition and challenges European-built all terrain cranes in its class, according to Link-Belt.

"The HTC-86110 has been a reliable source for truck crane owners, particularly those with a taxi crane fleet," the company said. "Link-Belt truck cranes hold the largest market share in the North American truck crane market, and for 2020 we expect to see a steady market with growth."

Link-Belt's SmartFly is available on the

HTC-86110. With a 58-foot on-board fly, it features four offset positions of 0, 15, 30 and 45 degrees. It has an integrated 10-foot fly that reeves up to four parts of line and is capable of 26-ton capacity lifts. The 10-foot fly is ideal for applications where two load lines are necessary for lifting one load. Two additional 16-foot lattice boom extensions bring the maximum tip height of the HTC-86110 to 261.6 feet.

Multiple lifts

D-Crane Rental based out of Walton, KY recently utilized its Link-Belt HTC-86100 telescopic truck crane for a stadium seating installation at the University of Kentucky's Rupp Arena. Home of the UK Wildcats, the arena hosts basketball games and a variety of concerts and special events.

Understanding the versatility of the truck cranes, D-Crane was hired for

D-Crane Rental based out of Walton, KY recently utilized its Link-Belt HTC-86100 telescopic truck crane for a stadium seating installation at the University of Kentucky's Rupp Arena.



an eight-week project to install stadium seating. The crane was expected to make multiple moves and set-ups inside the arena. More specifically, the D-Crane team was lifting the base panels for stadium seating, which weighed 1,500 to 2,000 pounds and measured 30 feet by 2 feet in length and width. The HTC-86100 has a capacity of 100 tons and a five-section pin-and-latch boom that extends 38 to 140 feet. Its maximum tip height is 237 feet.

When it comes to the benefits of using the HTC-86100 truck crane versus another type of machine, D-Crane spoke to the truck crane's transportability and the versatility on the jobsite.

"The HTC-86100 allowed us to stay in capacity while working at a very low boom angle and reaching a 145-foot working radius," said Rob Domaschko, Jr. of D Crane. "Also, it was very



Manitowoc is set to showcase one of its more popular truck crane models at ConExpo 2020, the Grove TMS500-2.

to assist a helicopter with the installation of a new radio tower in Clear Spring, MD. The helicopter air-lifted the 5-ton tower antenna while the truck crane helped tail it until it was in a complete vertical position.

The company decided to use the TMS500-2 in this unique application because it is lightweight and could be deployed quickly.

"It was an exciting job because this truck crane was just acquired by Digging and Rigging and this was the first project it was put to work on, which is not an ordinary everyday lift for a crane," said Andrew Forepaugh, vice president of sales, Crane and Shovel, the dealer that helped the Digging and Rigging team choose the TMS500-2. "The whole team was excited about this unique opportunity, and the crane performed great."

easy to move with its base jib and counterweight."

Rapid deployment

Manitowoc is set to showcase the Grove TMS500-2 at ConExpo this month in Las Vegas. The crane made its debut at Manitowoc's 2018 Crane Days event and has since become a steady and reliable machine for its owners.

The 40-ton capacity TMS500-2 features a quick set up and its versatile taxi crane capabilities are expected from a truck crane in this class. This truck crane has two boom options. The first boom option reaches from 29 to 95 feet with three quick-reeve Nylatron sheaves in its main boom nose. The second option reaches from 32 to 102 feet and has four quick-reeve Nylatron sheaves.

Both four-section booms are synchronized and full-power, making this crane easy to deploy, according to Manitowoc Cranes.

The TMS500-2 can also be equipped with an optional 26 to 45 foot telescoping swingaway jib.

Sky high success

Digging and Rigging, a crane and rigging company based out of Mount Airy, MD, deployed a Grove TMS500-2 truck crane

Digging and Rigging deployed a Grove TMS500-2 truck crane to assist a helicopter with the installation of a new radio tower in Clear Spring, MD.





**FESTIVAL GROUNDS
BOOTH F-2339**

COME SEE THE NEW MODEL 34FBG4300WS POWER TOWER!

MASSIVE POWER IN A COMPACT PACKAGE

400 TON MAX CAPACITY // 300 TON TOP STAGE CAPACITY

LOW TRANSPORT HEIGHT & WEIGHT TO SAVE YOU MONEY ON FREIGHT

LIFT SYSTEMS PATENTED WEDGELOCK SYSTEM

INTEGRATED TRUE FREEWHEEL DRIVE SYSTEM

Tel: +1-309-764-9842

Email: info@lift-systems.com

Web: www.lift-systems.com

RIGGING
GEAR
SALES

YOUR RENTAL AND SALES SOURCE FOR SPECIALIZED EQUIPMENT

Hydraulic Gantry Systems to 1400 tons

Hydraulic Gantry Accessories

Mobile Pick and Carry Machines to 110 tons

Self-Contained SPMTs to 196 tons per unit


Machinery Moving Dollies

Beam Trolleys

Powerbars



1555 IL Route 26 South, Dixon, IL 61021 USA • Tel: +1(815)-288-6403 • Email: info@rgsinc.net • Web: rgsinc.net




Spooling of
High Performance
Wire Rope and
Mobile Crane Ropes



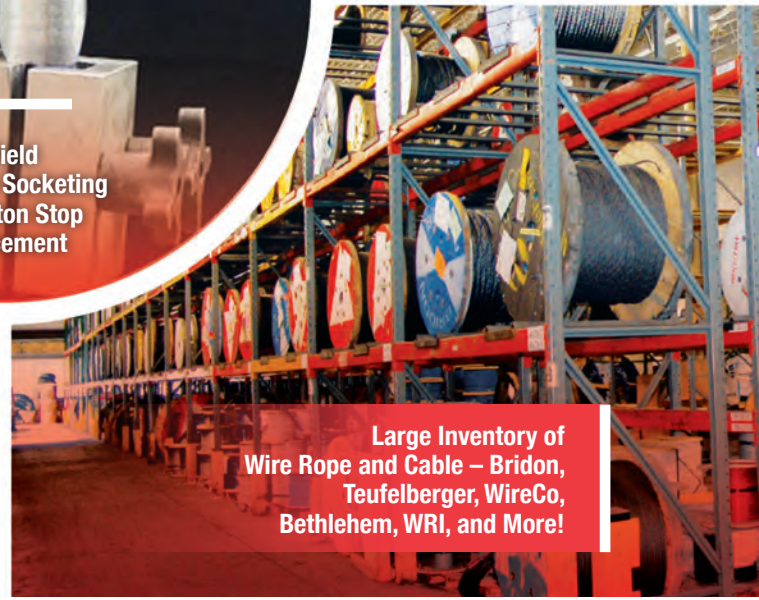
Replacement Drill Line,
Tubing Line, and Sand Line
Cables for Drilling and
Workover Rigs



In-Field
Wire Rope Socketing
and Button Stop
Replacement



High Performance
Crane Ropes for Mobile Cranes,
Crawler Cranes, Tower Cranes,
and Overhead Cranes



Large Inventory of
Wire Rope and Cable – Bridon,
Teufelberger, WireCo,
Bethlehem, WRI, and More!

YOUR ONE SOURCE FOR HIGH PERFORMANCE CRANE ROPE SERVICES & SOLUTIONS

□ We have mobile spooling trucks to provide reliable, 24-hour, on-site service to all of our mobile crane customers. Our spooling units were designed and built to handle a variety of applications in the mobile crane industry with the ultimate goal of providing our crane customers with as little down time as possible!

We also employ certified technicians who can perform an in-field poured socket replacement for your high performance crane rope. We come to you with all of the tools and equipment necessary and will get your crane up and running in no time!

MAZZELLA
Companies®

1.800.362.4601
mazzellacompanies.com



SPECIALIZED LIFTING 50

After a year of acquisitions and expansions, the annual **ACT SPECIALIZED LIFTING 50** shows rises and declines across the board. **Hannah Sundermeyer** reports.



BY THE NUMBERS

- The companies represented in the **SPECIALIZED LIFTING 50** employ **14,584** people.
- **542** gantries and rubber tired gantries are owned by these companies, compared to 582 in 2019.
- **900** strand jack units are owned by the **SPECIALIZED LIFTING 50**, as compared to 977 in 2019.
- **5,053** pieces of other specialized lifting equipment (not classified as a gantry or strand jack) are owned by these companies as compared to 5,278 in 2019.
- The total capacity of every unit owned by every company on the list equals **1,391,662** tons. The total last year was 1,460,697 tons.

Change up

Rigging and lifting jobs are becoming more complex and require solutions that involve all types of specialized lifting equipment. From power plants to oil and gas, jobs continue to grow alongside the demand for equipment. Over the course of the last year, the **ACT SPECIALIZED LIFTING 50** list has seen a both increases and decreases across categories. Employment has increased by 702 people, while gantries, rubber-tired gantries and strand jack fleets have decreased slightly. While

there is no lack of specialized lifting projects, this could be an indicator of more streamlined fleets and stronger usage of the rental market versus actual equipment ownership.

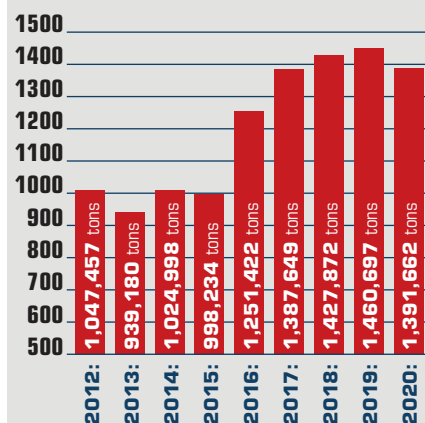
The **SPECIALIZED LIFTING 50** posted an index of 1,391,662, decreasing 69,035 tons over the 2019 index. This decrease is attributed to the absence of two big industry players this year. Bigge Crane and Rigging transitioned from service providers to suppliers of heavy lift equipment through bare rentals and sales. The general contracting world

>40

Top 10: LARGEST CAPACITY UNIT

NAME OF RANK 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 Deep South	Deep South Specialized Jack System	16,000	50,900
4 Buckingham Heavy Transport	Synchronized Lifting System	12,000	22,905
5 Omega Morgan	Heavy Slide System	6,000	8,150
6 Barnhart Crane & Rigging	Barnhart Modular Lift Tower	5,000	301,181
7 Berard Transportation	Enerpac Syncrolift	4,000	12,600
8 Emmert International	Emmert Lift System	3,250	80,850
9 Transport Bellemare*	Enerpac Syncrolift	2,872	12,000
10 Lampson International*	E-Z Lift	2,400	13,500

TOTAL CAPACITIES BETWEEN 2012 AND 2020



RANK 2020	RANK 2019	NAME OF COMPANY	LOCATION	# OF DEPOTS	SCOPE OF OPERATION	# OF EMPLOYEES	SENIOR CONTACT
1	1	Mammoet Americas	USA	25	Worldwide	1,300	Anthony Garcia, vice president of operations
2	3	Barnhart Crane & Rigging	USA	51	National	1,550	Alan Barnhart, CEO
3	2	Fagioli, Inc.	USA	2	Worldwide	142	Edoardo Ascione, president
4	5	Emmert International	USA	3	Worldwide	110	Terry W. Emmert, president
5	6	Edwards Moving & Rigging	USA	9	Worldwide	140	Mark Edwards, CEO
6	7	Deep South Crane & Rigging	USA	8	Worldwide	750	Mitch Landry, president
7	9	Doral Equipment Rental	USA	3	National	25	Rob Keelan, vice president
8	10	Buckingham Heavy Transport (A division of Wolfe House Movers)	USA	2	National	45	Jamin Buckingham, president
9	11	Lampson International*	USA	8	Worldwide	300	Kate Lampson, director, PR and marketing
10	12	Rigging Gear Sales, Inc.	USA	1	National	15	Ben Forster, vice president
11	13	Taylor Crane & Rigging	USA	2	National	86	Jim C. Taylor, Jr., president
12	14	Erickson's*	USA	3	Regional	70	Steve Erickson, president
13	15	Berard Transportation	USA	5	National	75	Brett Berard, vice president, operations
14	16	Transport Bellemare*	Canada	4	Worldwide	1,100	Daniel Provost, transport operations manager
15	17	Global Rigging & Transport	USA	1	Worldwide	30	Dan Close
16	18	International Industrial Contracting Corporation*	USA	4	National	300	Ken Goddard, vice president
17	19	Omega Morgan	USA	4	Worldwide	350	Erik Zander, director of sales
18	30	Riggers Group	Mexico	3	Worldwide	85	Hector R. Torres, Da Vila, vice president
19	20	IRM Industry Movers	Mexico	2	Worldwide	130	David Gonzalez, president/CEO
20	21	TNT Crane & Rigging*	USA	42	National	1,700	Mike Appling, CEO
21	22	Norris Brothers Co.*	USA	1	Regional	65	Bernard E. Weir Jr., chairman
22	23	PSC Crane & Rigging*	USA	4	National	175	Randy Sever, executive vice president
23	24	Maxim Crane Works	USA	61	National	3,615	Frank Bardono, COO
24	26	Advanced Rigging & Machinery Movers	USA	1	Regional	30	Matthew Hinty, president
25	25	Transtell SA de CV*	Mexico	1	Worldwide	120	Guillermo Arce, general manager
26	27	Duffy Crane & Hauling*	USA	1	Regional	50	Jeffrey L. Cummings, president
27	28	Engineered Rigging	USA	3	Worldwide	15	Christopher Cox, president
28	29	Atlas Industrial Contractors*	USA	7	Worldwide	350	
29	31	Mid-Atlantic Lift Systems	USA	1	Worldwide	3	Travis Hall, president
30	32	Williams Steel Erection Company*	USA	1	Regional	100	Marianne Pastor, vice president
31	33	Process Group Inc.	Canada	3	National	275	Bryan Snyder, vice president, construction
32	34	CSE Inc.*	USA	5	National	250	Lisa Moon Stinnette, CEO
33	36	Holland Moving & Rigging*	USA	1	Worldwide	20	Chris Holland, president
34	35	Intermountain Rigging & Heavy Haul	USA	2	National	95	Ron Montgomery, president,
35	37	Mountain Crane Service	USA	4	National	122	Paul Belcher, CEO
36	38	Southwest Industrial Rigging*	USA	4	National	170	Harry Baker, president
37	39	Cropac Equipment*	Canada	4	National	75	Johnathan Vieira, marketing manager
38	41	Crane Service Inc.*	USA	14	National	587	Scott Wilson, president, MLHCCG
39	40	AME Inc.*	USA	4	Worldwide	158	Mike Davis, vice president
40	42	HMS Lift Inc.*	Canada	1	Worldwide	6	Eric Lavigne, manager

* estimated

Specialized Transportation Insurance and Risk Management **EXPERTS**

WEBSITE	# OF RUBBER TIRED 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	0	20	305	157	Mammoet Lift System	350,000	372,800
www.barnhartcrane.com	0	91	788	37	Barnhart Modular Lift Tower	6,000	301,181
www.fagioli.com	0	20	146	596	Fagioli Self-Propelled Skid System	70,000	288,000
www.emmertintl.com	1	4	1,055	4	Emmert Lift System	3,250	82,350
www.edwardsmoving.com	0	16	560	4	Hydrospex Strand Jack System	800	60,957
www.deepsouthcrane.com	1	8	107	13	Deep South Specialized Jack System	16,000	50,900
www.doralequipmentrental.com	0	4	59	0	Riggers 604	600	22,585
www.buckinghamtransport.com	0	0	89	0	Buckingham Synchronized Lifting System	12,000	22,500
www.lampsoncrane.com	0	4	8	0	E-Z Lift	2,400	13,500
www.rgsinc.net	0	102	189	0	Lift Systems HH1000	1,000	13,158
www.taylorcrane.com	0	9	210	0	Enerpac EVO Sync Lift System	2,400	12,998
www.Ericksonsg.com	0	5	80	0	Enerpac SBL 1100	1,176	12,676
www.berardtrans.com	0	0	8	0	Enerpac Syncrolift	4,000	12,600
www.groupebellemare.com	0	1	5	0	Goldhofer	2,872	12,000
www.globalrigging.com	0	0	15	16	CTTS	2,000	10,000
www.iicusa.com	0	36	525	0	Riggers Manufacturing EZ604	600	9,660
www.omegamorgan.com	0	6	18	0	Heavy Slide System	6,000	8,150
www.riggers.mx	0	4	47	49	J&R Engineering Lift N Lock Gantry L1200	600	7,860
www.irmindustrial.com	0	3	103	0	J&R Engineering Lift N Lock Gantry	500	7,530
www.tntcrane.com	0	6	75	0	Enerpac SBL 1100	1,100	7,200
www.norrisbr.com	0	3	13	0		125	6,695
www.pscind.com	0	3	103	1	Hydra-Slide JS250 Up N Go	1,000	6,210
www.maximcrane.com	0	12	124	4	Lift Systems, Model 48A	800	5,850
www.advanced-rigging.com	1	11	138	0	Hydratech FS404 270	400	5,410
www.transtell.com.mx	0	2	3	2	Hydrospex HSL2000 Lifting	2,040	5,340
www.duffycrane.com	0	1	20	0			5,000
www.engineeredrigging.com	0	2	8	12	Enerpac SBL 1100	1,200	5,000
www.atlascos.com	0	3	89	4	Atlas Tower Lifting System	800	4,400
www.midatlanticlift.com	0	40	36	0	Lift Systems 34PT5400WT	500	3,740
www.wmsi.com	21	24	6	0		300	2,200
www.processgroup.ca	0	6	6	0	Lifting Tower	1,000	2,130
www.cseonline.net	0	1	6	0	J&R Engineering Lift & Lock Gantry	900	2,000
www.hmrssupplies.com	50	0	20	0	Holland Power Dolly	55	1,990
www.irhusa.com	0	4	4	1	J&R 900 Series	450	1,500
www.mountaincrane.com	0	2	8	0	J&R Engineering Lift-N-Lock Gantry	700	1,400
www.swirusa.com	0	4	7	0	Lift Systems 850	850	1,332
www.cropac.com	5	5	45	0	Taylor X360M	50	1,000
	0	3	12	0	Enerpac SBL-500	500	760
www.ameonline.com	0	3	5	0	Lift Systems 75 Ton Twin-Lift	75	755
www.brutelift.com	0	0	8	0	BruteLift	200	345

>42

Editor's Note: American Cranes & Transport is not responsible for errors or omissions.



is more competitive than ever, and as a result, these types of businesses are seeking to become more autonomous in their niche markets, the company said. Bigge has converted its business

into a rent, lease to purchase and sell model for this type of work. In addition, during the summer of 2019, Burkhalter Rigging was acquired by Barnhart Crane and Rigging. This knocked them off

the **SPECIALIZED LIFTING 50** list, but explains the growth of Barnhart as a result. With the transition of these companies, we saw changes in rankings, with some companies moving up.

ACT began distributing survey forms for the **SPECIALIZED LIFTING 50** list via email in January 2020 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 2019 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, and 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.

2021

To be a part of our 2021 **SPECIALIZED LIFTING 50**, email Editor D. Ann Shiffler, to request a survey form. She can be reached at d.ann.shiffler@khl.com. Or you may email Assistant Editor Hannah Sundermeyer at hannah.sundermeyer@khl.com.



Top 10: NUMBER OF GANTRIES

RANK	NAME OF COMPANY	TOTAL NUMBER OF GANTRIES	SPECIALIZED LIFTING INDEX (U.S. TONS)
1	Rigging Gear Sales, Inc.	102	13,158
2	Barnhart Crane & Rigging	91	301,181
3	Mid-Atlantic Lift Systems	40	3,740
4	International Industrial Contracting Corporation*	36	9,660
5	Williams Steel Erection Company*	24	2,200
6	Mammoet North America	20	372,800
7	Fagioli USA	20	288,000
8	Edwards Moving & Rigging	16	60,957
9	Maxim Crane Works	12	5,850
10	Advanced Rigging & Machinery Movers	11	5,410

MINIPICKER MPK06

FOR THE NEW CONSTRUCTION SITE REQUIREMENTS

Booths
F4569 & 4346



MINICRANE | MINI PICKERS | TELE-CRAWLER CRANE
ARTICULATED CRAWLER CRANE | VACUUM & TOOLS
www.jekko-cranes.com

Hook mode
or
with Vacuum Manipulator



Never Gamble On Your
TOWER CRANES
CHOOSE MORROW
CHOOSE
THE BEST



MARCH 10-14, 2020
LAS VEGAS, NV
FAIRGROUNDS LOT
BOOTH F5258



Celebrating 35 Years of Service

THINK BIG! THINK TNT!

Mobile Cranes up to **900 tons** | Crawler Cranes up to **1500 tons** | Gantry Jacks up to **1100 tons**
Specialized Rigging & Counter Balance Beams | Over **40** Branches throughout North America



With locations throughout North America, TNT Crane & Rigging has the equipment, knowledge, and personnel to do the job right.



800.799.2505
tntcrane.com

THE TNT CRANE & RIGGING FAMILY OF COMPANIES



ALLISON
CRANE & RIGGING



RMScranes

Southway
CRANE & RIGGING



The right combo

Edwards performed a rotor transport on an extremely compressed schedule using critical equipment.



What do you do when they tighten your schedule from three moves in a week to three moves in three days? Facing that exact challenge, Edwards Moving & Rigging pulled from its extensive Goldhofer fleet, not one, but two six-deck-six ADDrive combinations, added extra crew and performed the scope of work in the schedule required by the customer.

Strength of fleet

The scope of work was the transport of three rotors weighing 308,686 pounds each from a rail siding into the turbine bay of a nuclear plant in the southeastern

Edwards transported three 308,686-pound rotors to the turbine bay of a nuclear plant.

region of the U.S. In addition to its Goldhofer ADDrive trailers, Edwards utilized its 550-ton capacity gantry to lift each rotor from the rail car and load it onto the platform trailer. The rotors were over 15 feet tall, so the deck was engaged to minimize overhead obstructions and maximize efficiency.

The loaded trailers were pulled by one of the two C500 Kenworth Prime



Movers at the job, which with the ADDrive support could climb the grades encountered on the seven-mile transit.

The value of the ADDrive was really shown at the plant, where the Edwards team detached the Prime Mover and used the ADDrive as a self-propelled module to reduce the turning radius and allow them to get the lengthy trailer combination into the turbine bay.

Slide operation

Once in the turbine bay, Edwards used its jack-and-slide system to move the rotors to where the overhead crane needed to lift and install them into their final positions. Edwards said completing this job on time and safely simply required getting the right amount of the right equipment along with quality personnel in place. ■

At the plant, the Prime Mover was detached and the self-propelled ADDrive took over, maneuvering the rotors through the plant.



Planes and cranes

Blue Hat Crane is hard at work on Kansas City International Airport renovations from the cab of a new Tadano GTC-800 telecrawler. **Hannah Sundermeyer** reports from the jobsite.



The GTC-800 is wrapped with a rendering of the completed airport terminal project.



David Lapin and operator Ray Everett showed *ACT* around the jobsite in mid-February.

It's certainly not all yellow brick roads and twisters in Kansas City, as 2020 has already proven to be a major year for the city. Besides holding the title of Super Bowl LIV Champions, (I had to sneak in a humble brag somewhere) the city continues to urbanize and evolve with plenty of major developments and construction projects slated. One such undertaking includes the revamping of the Kansas City International Airport, the largest construction project to ever take place in KC. JE Dunn Construction was contracted for the concrete work on this massive endeavor. Berkel & Company, Axiom Construction Group and Kissick Construction have also teamed up with JE Dunn on the project. This joint venture hired Blue Hat Crane to man several cranes on the site – specifically for work on the concrete package for the parking garage. Blue Hat has been tackling the project most notably with a new Tadano Mantis GTC-800.

The GTC-800 telescopic crawler delivers

88 tons of “pick & carry” capacity, a maximum tip height of 198 feet and significant safety and efficiency gains.

An incredible feat, the new, single KCI terminal will feature a new garage adjacent to the terminal with plenty of close-in, covered parking and 39 gates.

There will now be two levels, one for departures and one for arrivals with clear wayfinding and sightlines. Two moving walkways will expedite transfers between the two concourses to make navigating the airport a better experience, and consolidated and flexible security checkpoints with multiple lanes will accommodate the ups and downs of passenger volume, according to BuildKCI.com

A “perfect machine”

David Lapin, account manager, Blue Hat Crane, is responsible for the unique touch on this GTC-800. The crawler is wrapped with a rendering of the completed project. Lapin mentioned that the team is hard at



The GTC-800 telescopic crawler delivers 88 tons of “pick & carry” capacity and boasts a max tip height of 198 feet.

the GTC-800 is the “perfect machine” for the project.

“One of the big things is the ability to be as mobile and nimble as we are,” Alexander said. “We’re going through buildings pretty fast and having multiple set-ups – so to not have to pull pads – we see labor savings on moving and setting up, which speeds things up a little bit.”

Vigorous operation

Alexander later went on to describe that the biggest challenge the team has encountered so far is, “getting the work in front of us done in order to leverage the time savings the team is achieving with this crane. In construction, meeting or beating the schedule saves resources and reduces risks, so it’s important to leverage every opportunity you have to safely work faster.”

“Wind has also been an obstacle, but we overcome it with forklifts when we have to shut the cranes down,” Alexander added. “It’s usually very windy up here. We even went through a three-week span where we were constantly hit with wind and rain.”

So weather permitting, the next time you find yourself touching down in Kansas City, be sure to keep your eyes on the horizon for the boom of a blue and white Tadano Mantis telecrawler. ■

The JE Dunn Construction and Blue Hat Crane teams are at work pouring concrete and setting rebar for the new parking garage.

work with hopes of completing the project in time for the expected traffic of the 2023 NFL draft, which will be held in Kansas City. Behind the controls of the crane is Ray Everett, a veteran crane operator with Blue Hat, who will retire on this project, a memorable way to close out a crane career.

But with any three-year project of this magnitude, there is certainly no lack of crane work to be done. When *American Cranes & Transport* visited the jobsite, the JE Dunn team was in the process of pouring concrete buckets clocking

in around 5,000 to 6,000 pounds and setting pre-built rebar cages at 3,000 to 4,000 pounds. The rebar will support the foundation of the new parking garage.

For this process, the iron workers rig the steel, and the concrete bucket has a choker on it that the hooks are then inserted into. The forms use picking clamps that will set the framework in place.

Scott Alexander, superintendent, JE Dunn Construction, weighed in on the benefits of utilizing this crawler with its pick and carry capabilities. He thinks that





OFFERING MORE THAN EVER BEFORE

**75% of Fleet is
Tier 4 Final**

**Over 350 Cranes
4 to 825 Tons**

**Complete Lift
Engineering
Services**

Contact Us at 800-4CRANE1 & braggcrane.com



Show guide

ACT's go-to guide for
North America's largest
construction tradeshow

Double down!

ConExpo is expected to be a strong show for the crane, rigging and specialized transportation sector. **ACT** presents its 2020 show guide.



All eyes are on Las Vegas this month as crane booms of every type punctuate the skyline of the world's largest gambling mecca. Some 2,500 construction-industry-related exhibitors will display equipment that their product development teams have been working on for the last three years.

From March 10-14, Vegas and its vast exhibition grounds and convention center will be teaming with potential buyers of cranes, rigging gear, trailers, specialized components, training and a range of related products and services.

The 2020 show is shaping up well and there is a vibe of excitement among exhibitors and attendees. Following is *American Cranes & Transport's* most comprehensive show guide ever. What follows is a roundup of news from manufacturers and service providers, large and small, relevant to our industry. A version of this guide will appear online at www.americancranesandtransport.com and include a full list of select exhibitors and booth numbers.

OUR ADVICE: Make sure your shoes are

made for walking and put this magazine in your back pocket, backpack or purse. Do stop by the KHL booth (**S-5998**) to rest your feet and visit with our **ACT** team.

MOBILE AND CRAWLER CRANES

Altec

Altec offers telescoping and articulating cranes. Telescopic boom truck cranes are available with sheave heights ranging from 80 to 207 feet and load ratings from 18 to 45 tons. Altec will show two new boom trucks, the AC30-53t and the Altec AC45-127s. In the knuckleboom range there will be the Altec Effer Crane EC685-8s+3S and the Altec Effer EC655.

Broderson

Broderson produces a full line of small capacity cranes and lift equipment. On show will be the company's new RT-400 rough terrain crane, IC-100 industrial carry deck crane and the IC80-K series carry deck crane.

A view from the top: How do crane OEM executives view ConExpo?

In general, crane manufacturers are optimistic about ConExpo.

"The economy is in a good place," said Jack Fendrick, COO of Kobelco Construction Machinery USA. "This should lead to an enthusiastic show. With the departure of Terex Cranes coupled with our 2018 divorce from Manitowoc our traffic should be excellent. Historically we have had great success at the show, and I believe this year will be even better."

Tadano America President Ingo Schiller is also positive about the show, especially considering the company will now be showing its familiar Tadano brand and the Demag brand at the same stand.

"I am hugely excited," said Schiller.

"We are expecting great things at this year's ConExpo and much business. To date, our customers are anticipating a busy 2020 and they show strong interest in the new models that we are bringing to the show."

Link-Belt President Melvin Porter thinks this could be a record show.

"Based on interest from our distributors and their customers, we expect a strong showing of people looking for crane solutions," he said. "One thing that could have a slight effect is the coronavirus and the travel

Jack Fendrick, Kobelco Construction Machinery



Ingo Schiller, Tadano America

ban for Chinese attendees."

Barry Pennypacker, Manitowoc president and CEO, is excited to showcase his company's product development and the unveiling of six new cranes.

"I am proud that these cranes were developed using the voice of the customer process of The Manitowoc Way," he said. "In addition to the new cranes, we will have several other cranes making their North American debuts, some with features specific to serve the North American market. Given our origins in the U.S. 117 years ago, and now the last American crane company in the lifting business, we consider ConExpo

North America's largest construction tradeshow, ConExpo 2020 features more than 2,000 exhibitors.

Demag

Demag's 45 metric-ton AC 45 City and 300-metric-ton AC 300-6 will be exhibited among the company's all terrain line, as well as the 3-meter wide, 14.49-meter long AC 220-5.

Demag said the AC220-5 is the most compact crane in the 220-metric ton class. Its 78-meter boom is touted as the longest main boom of any 5-axle crane on the market. It is designed to remain under a 12-metric-ton axle load limit with a payload of up to 1,322 pounds.

Also displayed will be the improved four-axle, 100-metric ton capacity AC 100-4L. It incorporates new features to increase lifting capacity, especially when working at steep main boom positions.

Demag will show its CC 3800-1 lattice crawler for the first time in North America. Capacity is 715 tons at a radius of 39 feet and its maximum load moment rating is 9,152 metric ton-meters. It can erect wind turbines with a hub height of up to 384 feet without the need for a superlift system.

A Boom Booster capacity enhancement increases the main boom's stiffness and boosting capacity

>52

The Demag AC 45 City will make its U.S. debut.



WHEN:

March 10-14, 2020

WHERE:

Las Vegas Convention Center, USA

HOURS:

9 a.m. to 5 p.m. Tuesday to Friday

9 a.m. to 3 p.m. Saturday

TRANSPORTATION OPTIONS:

■ **Hotel shuttles** travel to and from official show hotels to ConExpo-Con/Agg & IFPE 2020 during service hours

■ **Mini shuttle buses** travel between Festival Grounds and the Las Vegas Convention Center

■ **Taxis and ride share** options (Uber& Lyft) have designated pickup areas.

■ There are no designated pickup areas for **golf cart** or **pedicab** services. Watch for them around the show campus and if seats are available, just alert the driver and hop on.

■ The **monorail** has stops at the Las Vegas Convention Center, Westgate Hotel and The Sahara.

All options are complimentary with the exception of the taxi and ride share.

www.conexpoconagg.com

PHOTO: © ROBERT DIMMITT

to be our home turf to engage closely with dealers and customers on the latest innovations in lifting, and we expect this to continue in 2020."

The OEMs may be a little weary of the relocation of the Gold Lot to the Festival Grounds, away from the main tradeshow.

"This is the big question," said Kobelco's Fendrick. "How much Gold Lot traffic was driven by the main show? I believe that our crawler customers are a very specific bunch and the relocation will not have a major impact on the quality of our traffic."

Fendrick thinks that total traffic for the Festival Grounds will be down, but that may not be a bad thing.

"Having 'dirt attendance walking through the lot to see big stuff adds

Melvin Porter, Link-Belt Cranes



a buzz to the atmosphere, but it can also distract from our focus on crane-buying customers," he said. "The distance of the new lot does cause some logistical hurdles for our customers. Big contractors buy all types of items and this location change may put a burden on their time."

Schiller views the changes as an improvement.

"There is more room and the location makes logistics for both the attendees and the exhibitors better," he said. "As we booked space before the Demag deal closed, we worked with AEM and other exhibitors to get the space that we needed for our largest display ever."



Barry Pennypacker, Manitowoc Cranes

Porter at Link-Belt said the change of location doesn't change Link-Belt's expectations of the show.

"It hasn't changed our approach," he said. "Our team has worked hard

to create a welcoming environment for crane buyers, and we are excited to showcase our world-class cranes. It may be that people stay in our exhibit longer, which can't possibly be seen as a bad thing."

Pennypacker said it's interesting to watch ConExpo grow and evolve.

"We have voiced some concern about attendee transportation logistics to and from the Festival Lot, but we are excited to participate with a significant presence at the event," he said.



Jekko SPX532

by up to 30 percent. Boom Booster kit lengths are between 79 and 276 feet. With maximum Boom Booster, the CC 3800-1 can reach a hook height of 571 feet and lift 88 tons.

Jekko

Italian manufacturer Jekko, via North American dealer Fascan, will show its 21.5-metric-ton capacity JF990, which it calls a "real evolution." Dimensions are 6.75 by 2.14 by 3.45 meters, vertical reach is 41 meters and horizontal outreach is 38 meters. It was designed to be easy to transport and user-friendly.

Also shown will be the flagship model, the SPX532, which lifts three metric tons and reaches 17.3 meters on the full main boom and jib. Other cranes on show are the SPX429, SPX527 and SPX1275.

Liebherr

Liebherr's USA division celebrates its 50th anniversary this year. Liebherr

Elliott

Elliott Equipment Company will introduce a new 40-ton capacity truck-mounted crane. The 40142 has a 142-foot main boom with a 152-foot tip height.

Including the jib gives it a 207 foot tip height. With the optional work platform the reach is 210 feet. Its user interface has a touch screen and the machine includes LMI and Bluetooth diagnostics so users and technicians can remotely access the machine to troubleshoot and make adjustments. Another feature is a tilting cab optimized for visibility, ergonomics and low cost of ownership, Elliott said.

Elliott Equipment's new 40-ton truck mounted crane.



will have around 30 machines on display. Cranes include the 110-metric-ton capacity LTM 1110-5.1 and the 700-metric-ton LTM 1650-8.1, both of which were introduced in April 2019. The 700-metric ton LTM-1650-8.1 can be configured with 54 and 80-meter main booms.

A brand new Liebherr crane making its debut will be the 120-metric ton capacity LTM 1120-4.1. Liebherr describes it as the most powerful 4-axle mobile crane ever. It features a 66-meter telescopic boom, in seven sections, (six plus the base section), puts it on an equal footing with 200-metric ton cranes, Liebherr said.

An exclusive article in the February 2020 issue of our sister magazine, *International Cranes and Specialized Transport*, said the crane breaks into the performance class of five-axle ATs. This new unit is undergoing testing, and deliveries will start in the third quarter of 2020.

The LTM 1120-4.1 will replace the 110-metric ton capacity LTM 1100-4.2 introduced in 2009. Capacity of the new crane is 9 metric tons with the 66-meter Telematik boom fully raised so it is good for tower crane erection and dismantling and putting up radio masts. Adding the lattice boom extensions increases hook height to 94 meters. A 64-meter lifting radius is achieved with a 7-meter lattice extension and the 10.8 to 19 meter

double folding jib. An option is to have hydraulic adjustment between 0 and 40 degrees. There is also a 2-meter erection jib with a

Liebherr aims to get the most out of what can be achieved on a four-axle carrier with its new LTM 1120-4.1



Making its U.S. debut, the Demag CC3800-1 features a 571-foot hook height.

runner which can be swung sideways.

A standard feature is the VarioBase outrigger extension optimization system. VarioBallast, a similar system for the counterweight, is an option. VarioBallast give a ballast radius of 3.83 or 4.77 meters.

A maximum of 31 metric tons of counterweight is available. Shifting it around can give evenly distributed axle loads of 12, 13.5, 15 and 16.5 metric tons per axle. At 12 metric tons per axle, the crane includes hook block and 2.1 metric tons of counterweight. At 16.5 metric tons per axle 20 metric tons of ballast can be carried on board. Power for the crane is from a 330 kW, six-cylinder inline Liebherr diesel engine mounted in the carrier. The engine is designed to meet the requirements of Tier 4 in the U.S.

Strong charts and low cost transport worldwide are the main features of Liebherr's new 880-ton capacity lattice boom crawler crane, the LR 1800-1.0. It is designed for use with a luffing jib and derrick system. Boom section dimensions are such that three sizes can be inserted one inside the other to reduce transport volume.

Another Liebherr on show, in the 200-metric ton category, is the HS 8200 duty cycle crawler crane, based on its



Visit Us at ConExpo Festival Grounds F6258



New V90R

Radio remote controlled
Hydraulic swing away jib
31' tip height
18,000 lbs max capacity
Non-marking tires



Valla 25 Series

Power steering
223' wire rope
15' tip height
5,500 lbs max capacity
Non-marking tires


Zero Emission



ATTACH THE LOAD, CARRY AND POSITION IT WITH PRECISION AND SPEED

Unlike other kinds of cranes, it is not necessary to stabilize the machine with outriggers, which reduces cycle times, and increases efficiency. Since its foundation in 1945 and after having designed the first PICK&CARRY crane that appeared on the market, Valla has forged a path of innovation and leadership, reaching the impressive result of over 10,000 industrial mobile cranes delivered all over the world.



Pick&Carry Cranes: 1 to 44 tons

Carry Deck Cranes
16 and 22 tons





RELIABLE PERFORMANCE. **BRODERSON**.
Visit us at www.BMCCranes.com

ic100

Self-Propelled Industrial Carry Deck Crane

Boom Rotation: 360 Continuous

PROVEN PERFORMANCE IN CLOSE QUARTERS.

Broderick Cranes are known for their reliability and ease of operation. Responsive controls and strong pick and carry capability combined with a small footprint make this crane an ideal choice in tight spaces.

The new ic100 utilizes the same footprint as the industry's most popular compact model, the Broderick ic80, while improving the capacity as well as performance.

- ✓ **10 US TON CAPACITY**
- ✓ **35 FT. MAIN BOOM**
- ✓ **59' 4" FT. SHEAVE HEIGHT**
(w/ Optional Boom Extension)
- ✓ **43 FT. HORIZONTAL REACH**
(w/ Optional Boom Extension)



**VISIT US AT
CONEXPO 2020
Booth #F7538**

COMPACT DURABLE POWERFUL

LEARN MORE ABOUT THE ic100 AT www.BMCCranes.com



14741 W 106th St., Lenexa, KS 66215 | Ph: 913-888-0606 | Fax: 913-541-0690

predecessor, the HS 895 HD. Its new drive system design gives a 15 percent increase in drive system efficiency.

Link-Belt Cranes

An all-new 80-ton Link-Belt TCC-800 telescopic crawler crane will make its debut. The all new telescopic crawler crane will begin field-testing early spring 2020, and first shipments scheduled in fourth quarter 2020.

Development of Link-Belt SmartFly began with its introduction on the HTC-86110 telescopic truck crane in 2015. The early success came from a collaboration between Link-Belt engineering and voice of the customer – developing a streamlined process for fly assembly that can be easily understood by operators, minimizes work at height and stands above countless industry methods.

>56

Load King

Load King will show its 80-ton capacity Stinger on a Kenworth T880 chassis. The crane has a six-section, 160-foot full power boom. It has a new double-keel design which is lighter and stronger than the old four-plate box boom it replaced. Two single-stage cylinders provide two different operating modes: one focused on stability, and the other for structural capacity, making a better chart throughout, Load King said.

This new crane also introduces a brand new 58 foot bi-fold lattice swing-away jib, making the maximum tip height 228 feet. The crane will set up faster at the jobsite due to increased speed of the outriggers. The crane retains the modern tilt-cab from the 80-126 model, previously known as the (Terex) Crossover 8000.

The Load King 80-160 is the second new model from Load King, a division of Custom Truck One Source.



Select ConExpo exhibitors

Exhibitor name	Booth no.
A1A Software	F-7804
ABB	C-32659
Air-Weigh	S-62052
Allison Transmission	S-84831
Alps Wire Rope Corporation	F-100027
Altec Industries	F-7838
AMCS Technologies	F-101211
American Cranes & Transport	S-5998
American Society of Mechanical Engineers (ASME)	GL-12594
ANMOPyC	GL-12287
ArcelorMittal	S-80707
Arcomet Service	F-7456
Associated Wire Rope & Rigging	F-7338
Association of Equipment Manufacturers (AEM)	GL-20401
Atlas	BL-636
ATS Specialized	F-3473
Autec North America	C-23000
Auto Crane	C-22020
Avery Weigh-Tronix	S-6836
Bailey Specialty Cranes and Aerials	F-8730
Bigfoot Construction Equipment	F-3571
Bigge Crane and Rigging	F-100905
BKT USA	C-22705
BLS Enterprises	C-30959
Bonfiglioli Riduttori	S-83617
Bosch Rexroth Corporation	S-80215
Bridgestone	N-13166
Brigade Electronics Group	S-62645
Broderon Manufacturing Corporation	F-7538
B-Tek Scales	S-61047
Bucher Hydraulics	S-82119
Caldaro	S-61714
Carlisle Brake and Friction	S-83731
China Construction Machinery Association	GL-31901
CM Labs Simulations	F-100911
Comansa	F-5803
Comer Industries	S-82831
Cometto	F-2872
Construction Equipment Association	GL-11681
Continental Corporation	F-101403
Cormach	F-3780
Crane Industry Services	F-101524
Crane Inspection & Certification Bureau	F-100804
Cranes 101	F-101524
Cranesmart Systems	F-101525
Crosby	C-20637
Cummins	S-84407
Dana Incorporated	S-84707
Danfoss Power Solutions	S-80931
De Haan Special Equipment	F-3573
Demag	F-7556/F-8004

Exhibitor name	Booth no.
Deutz Corporation	S-85231
DICA Outrigger Pads	F-8258
Dinamic Oil North America	S-81554
Double Coin	F-100710
Eaton	S-80231
Elliott Equipment Company	F-5826
Enerpac	S-60713
Eriez	B-93309
Everdigm Corporation	S-5054
F&M Mafco	F-101826
Fascan International	F-4346
Faymonville	F-2872
Felling Trailers	F-1741
FPT Industrial	B-7700
Freightliner Trucks	S-63639
GKS Lifting and Moving	F101424
Goldhofer	F7310
Groeneveld Lubrication	N-10867
Gunnebo Industries	F-3686
Harrington Hoists	F-101201
Hartmann Controls	S-80643
Hatz Diesel	S-84106
Hawe Hydraulik	S-81142
HBC-radiomatic	C-22133
HED Controls	S82021
Hendrickson	S-61251
Hetronic USA	B-9906
Hilman Rollers	F-7290
Historical Construction Equipment Association	GL-12286
Hitachi Construction Machinery	N-12525
HoistCam by Netarus	S-63646
Holloway Houston	F-100105
HookCam	F-3168
Igus	S-85200
Imet	B-92922
Industrial Training International	F-101004
Intercomp Scales	S-63910
Intercontrol Hermann Kohler Elektrik	SL-80201
International Cranes & Specialized Transport (ICST)	S-5998
Interstate Trailers	F-3771
Iowa Mold Tooling Company Inc (IMT)	N-12367
IPS Cranes	C-22901
J.R. Merritt Controls	S-82346
Jaso Tower Cranes (CTS Services)	F-5200
JMG Cranes	F-3572
John Deere Power Systems	S-83817
Kar-Tech	S-81955
Kenworth Truck Company	S-62939
Kessler & Co	S-84931
KHL Group	S-5998
Kinematics	S-80138
Kinshofer North America	F-2732
Knott Brake Company	S-85421

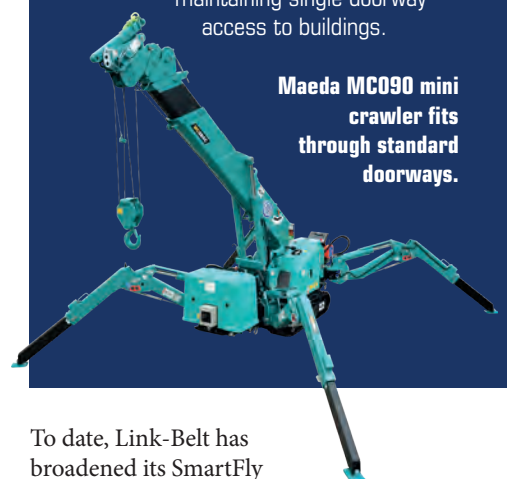
Exhibitor name	Booth no.
Kobelco Cranes	F-8338
KTR Corporation	S-82820
Lampson International	F-100227
Landoll	S-5165
LGH	F-2543
Liddell Industries	B-7401
Liebherr	F-5258
Lift Safety Zone - NCCCO	F-9107
Lift Systems	F-2339
Lifting Manufacturing	F-7538
LiftWise by Diversified Products	F-100022
Link-Belt Cranes	F-5211
LoJack	S-61857
Lube-A-Boom	F-100122
Ludwig System	F-101401
Mack Trucks	S-61807
Maeda USA	F-7532
Magna Lifting Products	F-100001
Magna Tyres Group	F-100611
Magnetek	S-82043
Mait USA	F-1534
Manitex International	F-6258
Manitowoc Cranes	F-6144
Tadano Mantis	F-8004
Mazzella Lifting	F-100024
Meritor	S-84207
Michelin North America	C-22521
Mi-Jack Products	F-7538
Miller Lifting Products	F-101800
Mitchell Crane	F-100222
Moba Corporation	C-32579
Motec	B-91209
MTS Sensors	S-80719
MTU	S-83831
National Commission for the Certification of Crane Operators (NCCCO)	GL-10878
NBB Controls	S-83746
Nelson Manufacturing Company	F-2358
Newpark Mats & Integrated Services	S-65101
North American Crane Bureau Group	S-65321
OEM Controls	S-81506
Operating Engineers Training Institute Ontario / CM Labs Simulations	F-100911
Orbcomm	B-92028
Ormig	F-2460
OTR Wheel Engineering	B-91808
Overton Safety Training	S-61743
Palfinger North America	F-7256
Peerless Industrial Group	F-101201
Pelican Rope Works / US Rigging Supply	F-100826
Peterbilt Motors Company	S-63909
Pettibone	N-11265
Pfeifer Wire Rope and Lifting Technology	F-101423
Pix4D	S-65511

Exhibitor name	Booth no.
Prineth	F3263
PVE Equipment USA	F-1240
Quality Mat Company	C-20370
Raimondi Cranes	F-3370
Ramsey Winch	C-22121
RaycoWylie Systems	F-2532
Rexnord Industries	S-62628
Rotzler	S-83842
Rud-Chain	F-101823
Sany Heavy Industry	F-7826
Scale and Control	F-2532
Scania U.S.A.	S-85630
Scanreco North America	C-22125
Scheuerle Fahrzeugfabrik	F-3264
Sennebogen	C-22004
Service Trucks International	S-60739
Shuttlelift	F-3574
Sigalarm	F-100707
Smart Lift, Leavitt Cranes	S-62651
SMIE	F-5267
Soilmec North America / Watson	F-1748
Spanco	S-61838
Spartan Mat	B-92518
Specialized Carriers & Rigging Association	F-100101
Spydercrane	F-5204
Steel Erectors Association of America	GL-31201
Stellar Industries	C-20627
STI & Tiger Cranes	F-5068
Stoneridge Orloco	S-65319
Sunward USA	BL-414
Tadano	F-8004
Talbert Manufacturing	F-5504
Tech Safety Lines	B-8207
Techking Tires	B-93003
Tele Radio	F-100023
Tenstar Simulation	C-22032
Terex Cranes	F-7376
Teufelberger-Redaelli	F-100923
Thyssenkrupp Berco	C-20352
Towmaster Trailers	C-22501
Trail King Industries	F-7310
Trimble	F-4467
Tufner Weighing Systems	B-90018
TWG	S-83459
Van Beest USA	F-101719
Verope USA	F-100505
Walvoil Fluid Power Corp	S-81743
Warn Industries	F-101324
Western Star Trucks	S-63639
Wika Mobile Control	F-101819
WireCo WorldGroup	F-101111
Wolffkran	F-5832
XCMG	F-6424
XL Specialized Trailers	F-6413
Yale Cordage	F-101319
ZF Friedrichshafen	S-85113
Zoomlion	F-6270

Maeda

Maeda USA is set to unveil updated versions of two popular models, the MC305-3 and MC405-3 mini crawler cranes. Like previous machines, both updated models feature small bodies that can fit through a standard double door. The MC305-3 has a width of 51 inches and the MC405-3 is 55 inches wide. But despite their smaller frames, each has impressive lift capacities at 6,500 pounds and 8,400 pounds respectively, Maeda said.

Maeda's cranes feature the new generation MC285-3 with multi-angle outriggers, wireless remote control, new generation touch screen moment limiter, and a removable electric motor package for maximum versatility, all the while maintaining single doorway access to buildings.



To date, Link-Belt has broadened its SmartFly technology across multiple product lines – from on-highway truck cranes to telescopic crawler cranes, rough terrain cranes and all-terrain cranes.

Among the units on display will be recent additions to Link-Belt's rough terrain lineup, the 100-ton 100|RT and 120-ton 120|RT, along with the highly successful and market leading 110-ton HTC-86110 telescopic truck crane. Following extensive endurance, road, field-testing and the first shipment delivered in fourth quarter 2019, the 175-ton 175|AT will make its full North American unveiling. Additionally, the 300-ton 348 Series 2 lattice crawler crane will be on display – with several of the first shipments delivering in late 2019 in the southeastern U.S.

Manitex

A highlight from Manitex will be its 2485T tractor-mounted boom truck. It lifts 24 tons has an 85 foot boom. The display of Manitex MAC articulating cranes will feature the MAC 38.5 and MAC 65, plus the MPL74 wallboard delivery system.



PALFINGER



PALFINGER PK 200002L-SH

THE WORLD'S LEADING SUPPLIER OF LIFTING SOLUTIONS

PALFINGER has the right equipment to deliver your diverse products in every industry—whether its lifting, precast concrete, roofing, forming, utilities, or oil and gas, the possibilities are endless! Depend on PALFINGER experts to add a competitive edge to your business.

LIFETIME EXCELLENCE



Discover PALFINGER's **largest knuckle boom crane** — the PK 200002L-SH — and other lifting solutions at **ConExpo 2020 Festival Grounds Booth F-7256**



PALFINGER.COM

SLINGMAX[®]

RIGGING SOLUTIONS

Safety • Reliability • Efficiency



K-Spec[®] Core Yarn is the only roundsling fiber to receive a DNV-GL Approval of Manufacturer Certificate for a Loadbearing Yarn for Offshore Lifting Lines in Deepwater Deployment and Recovery Systems.

www.slingmax.com • info@slingmax.com



Terex Franna

Terex Franna will make its North American debut with its mobile pick and carry crane line from Australia. On show will be the AT 22, a mid-sized, mobile pick and carry crane with a lifting capacity of 24 tons at a radius of 4 feet 7 inches. It offers a maximum hook height of 55 feet 9 inches.

The Franna AT 22 pick and carry crane is new to the U.S. market.

Manitex Valla will show its V80R and its 25EL electric industrial cranes.

Manitowoc

Manitowoc will unveil six new cranes and show four models for the first time in North America.

The Grove GRT8120 is one of five new Grove models that Manitowoc will show. The 120 ton rough-terrain crane has a 197 foot boom length and a new carrier design that increases versatility and utilization.

Other Grove cranes will include the previously released GRT9165 rough-terrain crane, GHC140 telescoping crawler crane, TMS500-2 truck crane and a new, yet-to-be-announced model.

The new GRT8120 features the longest boom and strongest load charts in its class, along with a new compact carrier design with flat decking for improved maneuverability, serviceability and job site access. Based largely off the success of the GRT8100, the GRT8120 has a capacity of 120 tons and a 197 feet main boom with 265-foot maximum height when equipped with the 57.6 foot bi-fold swing away extension that comes in either manual or hydraulically offsettable configurations. Also new to the GRT8120 is the MAXbase asymmetrical outrigger system for ultimate versatility in job site setups. This feature, combined with the lightweight, compact carrier and long boom, make this crane ideal for congested job sites that require maximum reach. A new, wider, full-vision cab with 20-degree tilt maximizes operator comfort and visibility. From an operational perspective, the GRT8120 features the Boom Configurator mode that simplifies telescoping of the boom and provides on-board lift planning.



The tractor-mounted Manitex 2485T has an 85-foot boom.



In early 2019, Manitowoc launched its biggest Grove Hydraulic Crane (GHC) in North America: the GHC140. The GHC140 features a 171 foot six-section, pinned boom with a maximum capacity of 140 tons.

Manitowoc will also showcase the Grove TMS500-2. The truck crane made its debut at Manitowoc's 2018 Crane Days event. The 40-ton TMS500-2 features the quick set up and versatile taxi capabilities expected from a truck crane in this class with two boom options: The first ranges from 29 to 95 feet, with three quick-reeve Nylatron sheaves in its main boom nose. The second option ranges from 32 to 102 feet and has four quick-reeve Nylatron sheaves.

Tadano GR-800XL-4

Also on show will be the National Crane NBT60L boom truck.

Palfinger

Palfinger will exhibit several of its knuckleboom cranes in Las Vegas. A highlight will be the company's largest loader crane, the PK 200002L SH. With a 66,140-pound capacity, the crane is equipped with the Paltronic 50, radio remote control and Power Link Plus system.

Palfinger produces a large range of knuckleboom cranes from .8 metric tons capacity to 150 metric tons capacity in its compact, light, medium, heavy and large crane ranges.

Tadano

In the all-terrain range, Tadano will show its 100-metric ton capacity ATF 100-4.1 and the 120-metric ton capacity ATF 120-5.1. Both models use the same 60-meter main boom. The five axle 120 can travel on public roads at just under 10 metric tons per axle – at a total weight of 48 metric tons, which Tadano says is unique in its class.

From its rough terrain crane range Tadano will show two models, the recently upgraded GR-150XL-3 and GR-800XL-4. The GR-150XL-3 has a 78.7-foot boom, a tail swing radius of 4.1 feet and asymmetric outriggers. The 15-ton capacity compact RT has improved single line operation capacity of 7,050 pounds; the longest boom in its class and a 97.4 foot maximum tip height; 360 degree swing cab; new cab; new generation crane control system (AML-E) and added cameras, including rear view and left front.

With a capacity of 80 tons and a boom length of 154.2 feet, the GR-800XL-4 has a gross vehicle weight of 99,800 pounds. It has more capacity than the previous GR-750XL; the longest boom in the 80 ton class and a maximum tip height of 211.3 feet; a new cab design with 20 degree tilt;

>60

Terex Cranes

Terex Cranes will present its TRT 80US rough terrain crane. With a maximum capacity of 80 tons, the crane has a main boom length of 138 feet. It is the first model featuring the new Terex Operating System known as TEOS. This next generation control system features a 10-inch touch screen display with a new user interface with improved information flow and accessibility, the company said.

Off-Highway GLOBAL BRIEFING

Industry trend analysis

An interesting event will be the Off-Highway Research Global Briefing on Wednesday March 11. Speakers include Chris Sleight, Off Highway Research managing director, who will present the latest regional and global trends for the industry.

Sleight will be joined by Scott Hazelton, managing director at IHS Markit. Hazelton will discuss the underlying drivers for the equipment industry worldwide, and Alex Woodrow, managing director at Knibb Gormezano Partners, will discuss technical and regulatory changes for the industry.

a new generation crane control system (AML-E2); and three new cameras, including winch camera, right front camera and backup camera.

Tadano Mantis

Tadano Mantis will exhibit the new GTC-1600, a 160-ton telescopic boom crawler that expands the GTC product line to six. It has a 6-section, 42.8-foot to 200.1-foot hydraulic boom. There is a 33.8 foot to 59.1 foot bi-fold jib with offsets at 0, 20 and 40 degrees. Jib length of up to 105 feet is possible with two 23 foot optional lattice inserts, giving a maximum tip height of 305 feet. An optional 11.8 foot heavy lift offset jib is available for tilt-up work.

The company will show two additional cranes, the GTC-900 and GTC-550, which highlight the continued enhancements to the GTC Series – including increased maximum capacities, improved load charts, upgraded carbody jacks, dual certified Euromot Stage V/ US EPA Tier 4F engines and new U.S. ton-based model names for the North American market.

The 90-ton GTC-900 is the largest sub-100 ton tele-boom crawler on the market and features a full power, 5-section boom with maximum extended length of 141 feet 1 inch.

The 55-ton GTC-550 features a 4-section full power boom that allows continuous telescoping with load to the maximum extended length of 113 feet 10 inches. The main boom is complemented with a 28.9 foot to 49.9 foot bi-fold jib. An optional

The new Tadano Mantis GTC-1600 telescopic boom crawler crane will be shown for the first time.

Heavy Configuration Counterweight package (28,200 pounds) provides increased lifting performance at longer radiuses.

TOWER CRANES

Arcomet

Europe-headquartered international tower crane specialist Arcomet, part of the Uperio Group, will be exhibiting at ConExpo for the first time in its 64-year history. Its primary focus will be its A50 Eco self-erecting tower crane which it builds in Belgium. Arcomet cranes are available in North America from P&J Arcomet. Self-erecting tower cranes offer many advantages over both mobile or truck cranes and conventional tower cranes, Arcomet said.

Comansa

Those visiting the Comansa stand will be able to find out about the LCL310 luffing-jib crane, specifically its 18-metric ton maximum load version, which will be exhibited during the show. Its maximum jib length is 60 meters, and the different

XCMG

China's XCMG will show a truck-mounted crane in the shape of the XCT40U, which was shown at the previous ConExpo in 2017. It is mounted on a T880 universal chassis from Kenworth and the second axle is a steerable lift axle. Axle load requirements of different U.S. states can broadly be met, the company said.



configurations allow for maximum jib steps every 5 meters. This luffing-jib crane, with its compact design and reduced out of service radius, is ideal for use in cities or congested building sites.

Comansa will also exhibit the CUBE cab, winner of the prestigious iF prize in 2018 and that comes as standard in most of Comansa's cranes. It combines a new design, comfort and maximum productivity, as well as innovative advantages in terms of ergonomics and features.

Comansa will also promote the latest versions of its cranes developed over the last year, especially its new 21LC1050 and 21LC1400 models, with maximum load capacities of up to 50 and 66 tonnes respectively, which will improve productivity and enhance options in a market that is focussed on large flat-top tower cranes.

Similarly, the new Quick Set system will

>63



Arcomet A50 Eco

FLEET COST & CARE

EXCELLENCE | INNOVATION | ADVANCEMENT



**Powerful Software
FOR PRACTICAL PEOPLE**

Get a demo of our fleet management software solutions today

Email jack.curran@fleetcostcare.com

313-241-7247 | fleetcostcare.com



**CUSTOMIZED RIGGING
HEAVY LIFT/ENGINEERING SERVICES
MANUFACTURING
STEEL AND TIMBER MAT RENTAL
HEAVY TRANSPORTATION
CONVENTIONAL CRANE RENTAL
LIFT ATTACHMENT RENTAL
HYDRAULIC PULL TEST SYSTEM**



**COME VISIT US AT BOOTH #F100227
IN THE FESTIVAL GROUNDS OF THE GOLD LOT**

www.lampsoncrane.com

United States 509.586.0411 . Canada 403.947.2222 . Australia 612.4959.6222



The Liebherr 340 EC-B features synthetic fiber rope.

Liebherr

Liebherr will show the 340 EC-B flat top tower. Capacity is 26,450 pounds (12 metric tons) and maximum radius is 256 feet (78 meters). Maximum hook height is 301 feet (84.7 meters). Three models in the range first shown last year are optimized for the use of synthetic fiber hoist rope.

New in Liebherr's fast erecting crane range is the 17,630 pound (8 metric ton) capacity range-topping 125 K. Its maximum lifting radius is 180 feet (55 meters) and maximum hook height is 215 feet (41.5 meters). Civil engineering projects, traffic bridges, commercial and industrial building construction are expected applications.

be introduced. This is a new technology designed to simplify the commissioning of cranes. With Quick Set, the set-up and calibration times have been significantly reduced using a system that leads to easier, safer and more intuitive adjustments, achieving faster and less labour-intensive calibration. This smart development is the result of experience gained over the years and is readily available across the entire 21LC range and, during 2020, it will be expanded to the 11LC and 16LC ranges.

Jaso

Spanish manufacturer Jaso will show its J265PA luffer. New to the U.S. market, it offers a maximum line speed of 366 meters per minute and can be set freestanding up to 312 feet. Features include a clamp type secondary brake system on luffing, an optional secondary brake on the hoist; a reduced free slewing device and park radius system, slack rope detection and a load levelling system.

Manitowoc Potain

The recently launched Potain MRH 175 will be shown for the first time and the Hup M 28-22 will make its North American debut. Both cranes focus on easier transport and assembly, as well as



Jaso's J265PA is new to the U.S. market.

improved on-site productivity.

The MRH 175 is the latest release in Potain's line of hydraulic luffing jib cranes, a product line the company has continuously developed since unveiling the MRH 125 a year ago. Maximum capacity for the MRH 175 is 11 tons, while the maximum jib length is 180 feet. Tip capacity is 1.65 tons when working with the full 180 foot jib, or 3 tons if fitted with 164 feet of jib. Maximum line speed is 705 feet per minute when working with the 90HPL25 hoist. The crane's unique design, with its fixed counter jib and topless structure, facilitates its trademark fast erection and dismantling, as well as making it more compact for transport, needing only four standard containers,

Manitowoc said. The elements weigh under 8.5 tons and there is a single counter-jib/jib foot package. The topless design also means less space is needed on sites where multiple cranes overfly the jobsite, and the hydraulic design means no wire rope installation is needed. It also means a smaller assist crane is needed for erection as there is no cathead to assemble.

Potain's hydraulic luffing design features a shorter counter-jib and out-of-service radius than rope-luffing alternatives. The MRH 175 delivers an out-of-service radius of only 33.5 feet, regardless of jib length. Freestanding heights of up to 206 feet are available with the 6.5 foot K-mast sections, and the crane is also compatible with 5.2 foot K-mast sections. On the hoisting drum, up to 3,136 feet of rope is available with the 90HPL25 winch, allowing users to choose either 1,568 feet in a two-fall configuration with a 5.5 ton maximum capacity or 784 feet in a four-fall configuration with an 11 tons maximum capacity. Luffing the crane from the horizontal to vertical is efficient, taking less than two minutes, Manitowoc said.

The Hup M 28-22 is being shown with a new transport axle for the regional market and it is the third model from the Hup self-erecting crane range. The double-steering axle gives the model better jobsite accessibility and enables it to travel at speeds of up to 50 mph. It measures 38 feet when folded, making it the most compact crane in its category, the company said. The crane has a 92 foot jib and features 16 configurations.

Wolff

Wolffkran will show its new Wolff 166 B US luffing jib tower crane. It is designed to meet U.S. electrical standards and all requirements regarding structural components. Instead of a conventional

>64

Terex

Terex Corporation will be showing the flat top model CTT 472-20. This new tower crane features 11 jib configurations from 98 to 262 feet and a competitive load chart, delivering a maximum 22 tons and up to 4.9 tons at maximum max jib length, the company said.

The new Terex T-Torque slewing technology will be presented for the first time at ConExpo. A fully dynamic system, as a result of several internal testing and with the precious support of crane operators from around the world, Terex claims T-Torque can answer the different needs in terms of load control and crane operation. It is a fully customized system that will easily help crane operators find the best fit to their driving style, from smoother movements to fast reaction, Terex said. The new system matches the well-known Terex SK models behavior.

Terex will present the T-LINK Telematics System both for tower cranes and rough terrain cranes, for remote access of crane data via the internet.



The Wolff 166 B US is a hydraulic luffer.

rope and winch luffing gear it has a hydraulic mechanism. This eliminates the classical tower top and reeving of the luffing rope, Wolffkran says. Another benefit is a smaller out of service radius.

Capacity of the 166 B US is 26,460 pounds in two-fall operation and 13,230 pounds in single-fall. Jibs are from 82 to 180 feet and can be extended in 16.4 foot increments. With a 164-foot jib it achieves a tip load capacity of 7,270 pounds, the company claims. Its 60 kW hoist winch gives a line speed of 377 feet per minute.

TRAILERS AND TRANSPORT SYSTEMS

Faymonville Cometto

Faymonville and its subsidiary Cometto will show a range of trailers and transport solutions, including the HighwayMAX-2, MultiMAX, DualMAX and a new innovation from its Cometto division.

The steerable 9-axle (3+3+3) HighwayMAX is an ideal trailer for a legal payload up to 170,000 pounds. Faymonville will show the next generation HighwayMAX-2 with an additional 3-axle pin-on nitro-booster to significantly increase the legal payload capacity up to 205,000 pounds. When it is transported empty, the booster can just be uncoupled and loaded onto the main vehicle.

The DualMAX modular dual-lane trailer excels with its capability to be widened

Faymonville HighwayMAX



Goldhofer

Goldhofer's STZ-P 9 highway semi-trailer has a loading length of approximately 90 feet and 3x3 pendular axle bogies. It has hydromechanical steering up to an angle of 60 degrees. Suspension stroke is 23.6 inches. The STZ-P 9 was designed to handle narrow roads with tight bends as well as uneven and potholed road surfaces. The rear bogie can be retracted under load making it possible to reduce the length of the vehicle as required and then use a tractor to re-extend it. That makes negotiating obstacles and tight turns easier. The hydraulic axle compensation of the STZ-P 9 makes for easy loading and unloading with a wide range of cargos, with or without the use of a crane. Also, axle spacing between the bogies can be adjusted for operations in locations where different approval regulations apply. Goldhofer will show a wide range of new and improved products.



Goldhofer STZ-P 9 semi trailer

under load in various steps from 14 to 20 feet. This patented principle is called "lift & shift" and is used when the trailer width has to be adjusted for infrastructural reasons, such as crossing bridges or when going from state to state with different legislation. Unlike with other brands, the steering system of the DualMAX does not need to be modified during the widening process.

Faymonville's Cometto division is a specialist for self-propelled trailers. Cometto will launch the Eco1000, a new product range with integrated Power Pack Unit for in-plant transport jobs up

Making its ConExpo debut is the Cometto Eco 1000.



to a payload of 1,000 metric tons. The whole concept builds on a future-oriented modular principle.

The 4.3 inch display of the newly designed remote control shows all trailer and transport information. And the 12.1 inch color touch-screen display within the Power Pack Unit provides information about lifting, steering and driving modes to the operator. The compact vehicle Eco1000 is available as a 2-axles type with 2 driven suspensions, as a 4-axle type with 2 or 4 driven suspensions, as a 4-axles type with 2 or 4 driven suspensions and a long frame and as a 6-axles type with 4 driven suspensions. Up to four units can be combined together with interchangeable components, different Power Pack technologies and a wide selection of accessories.

Nelson Manufacturing

Nelson Manufacturing will unveil its NextGen boom launch trailer, which includes hydraulic suspension and eight lines of kingpin steering axles. Axle spacing is configured to allow up to 20,000 pounds (9 metric tons) per axle and is legal in California. Nelson said this trailer will eliminate the need for removable stinger axles and front jeeps on larger cranes, greatly reducing launch and trailer set-up time.

The trailer will include Nelson's "Boots



Find us in Festival Hall
booth #F101319



Synthetic Heavy-Lift Solutions

Our high-performance slings are **up to 90% lighter** than wire slings.



Fortis² Sling



LOUPS[™] & Industrial LOUPS[™]



COST-EFFECTIVE LIFTING SOLUTIONS

Customizable Rubber-Tired Gantry Cranes with Lifting Capacities up to 1,000 Tons



MEET WITH THE
SHUTTLELIFT TEAM AT
BOOTH F-3574
FESTIVAL GROUNDS

 **SHUTTLELIFT®**

DB SERIES | SB SERIES | SL SERIES | E SERIES

SHUTTLELIFT.COM/CONEXPO | SALES@SHUTTLELIFT.COM | STURGEON BAY, WI | @SHUTTLELIFT |    

Landoll

Landoll Corporation will show a new option for its 400 series travelling axle and 900 series Traveling Tail trailers, namely air disc brakes. Air Disc 17 brake system has been integrated with a new custom air ride suspension. The collaboration between Dexter Axle and Landoll has developed a whole new system designed from the ground up.

Landoll will show its 900 series Traveling Tail trailer.

Lift Safety Zone

The National Commission for the Certification of Crane Operators will feature its popular Lift Safety Zone, an information booth that will feature written and practical certification exams, education sessions and practical examiner training. NCCCO celebrates its 25th anniversary in 2020.

Also find out about the new NCCCO mobile phone app and the progress made with testing in languages other than English.



on the Ground,” option allowing the operator to side shift the front trolley and pin to the front of the boom via a wireless remote control. The outrigger levelling legs are also on the remote control to allow the operator to position him or herself as needed. The new NextGen can be configured to handle multiple different crane booms and configurations, and it provides storage space for various boom saddles and adapters to remain on the trailer deck.

Talbert Manufacturing

Talbert Manufacturing will showcase a customized 3+1 configuration of the 60CC/55SA-LD trailer. The show model is designed to be under 53-foot overall length with a 28-foot deck length and tandem axle trailer with provisions for a third and fourth axle capable of a 2, 3, 4 and 3+1 axle configuration set up. Capacity for various configurations are: 55 tons in 10-foot two-point rigid load base with 108-inch swing and four axles close coupled; 55 tons in 13-foot two-point rigid load base with 132-inch swing and

3+1 E1Nitro axle extension; and 60 tons in 13-foot two-point rigid load base with 108-inch swing and four axles close coupled. The base model of the 60CC/55SA-LD features a 108-inch swing radius, 26-foot deck length and 8-foot-6-inch deck width. Additional customization is possible, including a 24-inch flip gooseneck extension that increases swing radius to 132 inches and allows greater load transfer capabilities.

The 60CC/55SA-LD is manufactured with heavy-duty T-1, 100,000-psi minimum yield steel for extreme durability and longevity. Valspar R-Cure 800 paint is standard on all Talbert trailer to prevent corrosion, offering a long-lasting finish and better return on investment.

XL Specialized

XL Specialized Trailers will feature the XL Low-Profile HDG trailer along with three other new trailers. The XL Low Profile HDG is a 13-foot gooseneck with a swing clearance of 110 inches, and the relief cut out in the gooseneck provides additional space between the truck and trailer. The sloped nose of the gooseneck protects the air and electric connections from damage.

The neck also offers a five-position ride height. Based on neck position and load, the deck can be leveled as needed with the adjustable wheel area



Scheuerle SPMT PowerHoss



TII Group/Scheuerle

Scheuerle will show its new SPMT PowerHoss, which replaces the SPMT Light. The SPMT PowerHoss is compact and has a high payload with four axle lines and a diesel drive. Payloads of up to 86 or 176 tons are possible with two or four axle lines. The top of the platform has fastening points to fix special transport stools for long material transport, and it is available with diesel and electric drive. TII Group will showcase a variety of transport solutions.

ride height. With a capacity of 110,000 pounds in 12 feet, the trailer has an overall length of 53 feet and overall width of 8.5 feet.

With Apitong decking for increased durability, the 26-foot-long main deck features a loaded deck height of 24 inches and an 8-inch ground clearance. The

>68

Talbert will show a customized 3+1 configuration of the 60CC/55SA-LD trailer.

Trail King

Trail King will be exhibiting a monster perimeter expanding frame trailer. Designed for multiple load configurations, the trailer expands from 12 to 20 feet wide. The TK160 is decked out with hydraulic hat boxes on both front and rear goosenecks which allows for navigating unpredictable terrain. Trail King will also be launching updates to its travelling trailer series and will debut several new products.

trailer also offers a 14-foot-long rear deck that has a 40-inch loaded deck height.

INDUSTRIAL LIFTING

Shuttlelift

Shuttlelift will debut its Shuttlelift DB Series rubber tired gantry crane as well as its new E-Series electric RTG cranes. These cranes eliminate emissions at the point of use while maintaining lifting power.

Enerpac

Enerpac will highlight tools for construction equipment repair with several hands-on displays showing high force tools in action. A bucket maintenance display will demonstrate Mirage line boring machining for pin hole refurbishment, nut cutter tooth replacement and metal straightening using the MS2-1020 maintenance set. A vehicle maintenance display will demonstrate track bolt tightening and loosening using a hydraulic torque wrench and slew-bearing facing with



Shuttlelift DB50

Mirage portable facing machines. Other interactive features in the booth include a cylinder display with high-pressure hydraulic telescoping cylinders, a hydraulic cutter display showing industrial re-bar cutting, a hydraulic pump display featuring new E-Pulse pumps and ZE pump series, lifting display with cube-jack self-cribbing lifting system and puller display with lock-grip pullers and sync-grip pullers.

LGH

LGH provides hoisting, pulling, jacking and rigging equipment to meet virtually every conceivable lifting or moving need, the company said. Among the products the company will showcase is the Plate Clam, which lifts and turns in one operation, enabling the plate to be taken from the horizontal to a true vertical.

LIFTING TECHNOLOGY PRODUCTS AND SERVICES

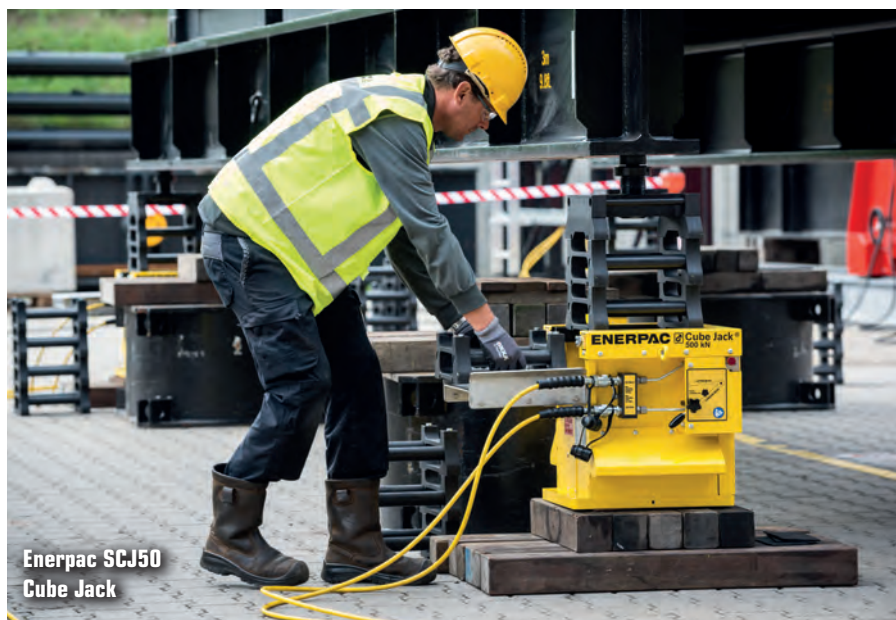
A1A Software

A1A Software will demonstrate new integrations between features of its lift planning and fleet management tools, including 3D Lift Plan and iCraneTrax. Integration will allow users of both products to save 3D Lift Plans to iCraneTrax job records. Key features of the integration include the ability to attach 3D Lift Plan to a job record in iCraneTrax; run a crane search in iCraneTrax fleet records, checking for availability against scheduled maintenance or other project allocation; save 3D Lift Plans with job data; and better manage documentation.

Prior to ConExpo, A1A Software will release the iTeleTrax app for iCraneTrax users. This app delivers access to six different information pages right from an Apple or Android mobile device, making it easier for operators, technicians or fleet managers to access critical information while on the go or at the jobsite, the company said. The iTeleTrax app includes a fleet map overview of key service items, engine hour and maintenance notifications, DMI engine codes, fleet position for location tracking and a summary page.

A1A Software also will debut the industry's first VR Simulator for lift planning. 3D Lift Vision enables users to execute a 3D Lift Plan in VR Mode using a virtual reality headset and controls.

There is no limit to the number of people who can engage in 3D Lift Vision, which allows the entire crane and rigging crew to see and practice a lift in the virtual environment, including the crane operator, riggers, signal person and tagline holders.



Enerpac SCJ50
Cube Jack

PIONEERS OF ANTI-COLLISION



SIMULATORS



CRANE CAMERAS



ANTI-COLLISION & ZONING



VISIT US AT CONEXPO
BOOTH NUMBER F5267



WWW.SMIE.COM | CONTACT@SMIE.COM

HBC's next radio controls.



Experience the next generation of HBC's spectrum radio controls with vivid 5" color displays. Incorporating integrated front panel lighting and automatic brightness adjustment, high-resolution data or video feedback is possible for clear control in any environment.

On display at CONEXPO 2020!



Visit us:
Booth C22133
Central Hall



Quality in Control.



HBC-radiomatic, Inc.
1017 Petersburg Road • Hebron, KY 41048 • USA
Phone +1 800 410 4562 • Fax +1 866 266 7227
info@hbc-usa.com • www.hbc-usa.com

YOUR HOISTING AND HAULING SPECIALISTS!



Fagioli is a global corporation highly specialized in heavy transport and heavy lifting, operating internationally for over 50 years. We strive to provide innovative solutions and specialized equipment to meet each project's unique challenges

FAGIOLI AWARDS 2019

-MOVING JOB OF THE YEAR

-RIGGING JOB OF THE YEAR \$750,000 UP TO \$2 MILLION

-HAULING JOB OF THE YEAR 150,000 LBS UP TO 500,000 LBS



FAGIOLI Inc. - 21310 Highway 6 Manvel, TX 77578 Houston - Texas (USA)

WWW.FAGIOLI.COM



Because the simulations are based on 3D Lift Plans, employers can use 3D Lift Vision to evaluate and qualify operators for the crane and application. It's also a great training tool for operators who need to practice.

3D Lift Vision is an add-on license to 3D Lift Plan subscriptions. Each license comes with one headset. The hardware is compact, portable and wireless, making it easy to deploy anywhere. Communication through the headset allows individuals in different locations to simultaneously engage in the same 3D Lift Vision simulation.

AMCS

Collision avoidance safety systems specialist AMCS Technologies will highlight the DCS 61-S, (Driving Control System Safety) system. The DCS 61-S can detect in real time the risk of collision of all crane elements in interference. It is a complete safety system designed to ensure the safe execution of orders to manage the machines in interference, operating in the area of the tower cranes.

The AMCS Technologies system intervenes on the control mechanisms of the machine to ensure a slowdown and-or complete immobilization of the lifting machine at a pre-set distance from the obstacle. The system provides the crane operator

Bigge brand recognition

Bigge Crane & Rigging has positioned itself throughout ConExpo with cranes bearing its brand at three booths. Units include the Liebherr LR 1300.1 SX, Kobelco CK3300-2 and the Tadano GR1000XLL.

with working comfort by displaying all the parameters useful for operating the machine and allows him to program delivery zones and targets more intuitively. It also gives the possibility of viewing in real time the position of the crane in its environment as well as the ability to see the positions of the interfering cranes while guaranteeing high performance on-site productivity.

The company will preview its own telematics called IoT Lifting with its mobile application which will be available during the second quarter of 2020. The DCS 61-S anti-collision systems can be equipped with a SIM card that can be used

to collect precise data on each crane on a web portal, when the crane is powered, in



AMCS Technologies is showing its DCS 61-S collision avoidance system.



CM Labs offers simulator-based training.

CM Labs

The latest simulator in CM Labs' Edge series of award-winning training products, the Vortex Edge Max is an entry-level tool that develops transferable operator skills. The affordability of the Vortex Edge Max expands professional-grade simulation to contractors and training organizations that did not previously have access to these capabilities. The Vortex Edge Max replicates the motion and feel of real construction equipment, and comes embedded with CM Labs' Smart Training Technology. Smart Training Technology results in solutions that deliver the most transferable operator skills anywhere, outside the real equipment.

To meet the widest possible range of training needs out of the box, the Vortex Edge Max comes pre-loaded with CM Labs' full catalog of lifting equipment training packs, earthmoving training packs, or both. Every training pack includes guided learning exercises, so trainees can upskill at their own pace when training personnel are not available.

motion, in weathervane, and generate personalized statistics for each jobsite. The main objectives of the IoT Lifting are to follow the productivity of the construction site with precision and remotely and to know the activity of the cranes every day.

The IoT Lifting mobile application (available internationally on Android and Apple Store) will guarantee the productivity and safety of cranes equipped with anti-collision systems DCS 61-S.

Curtiss-Wright

A focus for Curtiss-Wright will be its human-machine interface (HMI) controls, electronic throttle controllers, transmission shifters, sensors and power electronics. A current trend is towards OEMs incorporating electronic HMIs that integrate fully into custom control boxes and armrest assemblies, providing operators with a wide range of new capabilities.

Visit SC&RA and its education sessions

SC&RA, the world's largest association for the crane, rigging and specialized transportation sector invites prospective and current members to rest, recharge and reconnect in the Festival Pavilion. Meet subject matter experts and learn the latest developments on legislative and regulatory issues.

SC&RA will introduce two new programs: the Property and Casualty Insurance Program and SC&RA's Retirement Solution (401k) Affinity Program.

SC&RA will also show its new website and online learning opportunities, including the Bridge Hit & Accident Prevention course, as well as the soon-to-be released, Truck Crane and All-Terrain Crane Boom Dolly Best Practices course.

Also don't forget the 16 education sessions sponsored by SC&RA and its partners. A full list is available at scranet.org/ConExpo

- Crane Inspection – How Do You Do That? Ray Feidt, Corporate Inspection/Training Manager, Stephenson Equipment
- How To Manage a Crane Accident, Joseph Collins, Heavy Lift Manager, Becht Engineering
- Managing Crane Ground Bearing Pressures, Joseph Collins, Heavy Lift Manager, Becht Engineering
- Best Practices for Inspecting and Connecting Your Rigging, Jim Canfield, National Sales Manager, All Material Handling
- Best Practices for Oversized Cranes & Specialized Carrier Permits, Steven Todd, Vice President, Specialized Carriers & Rigging Association
- Responsibilities for Onsite Personnel for Cranes, Thom Sickelsteel, CEO, NCCCO
- Qualifications in the Crane Industry: What Does It Take? Graham Brent, CEO, NCCCO Foundation, and Thom Sickelsteel, CEO, NCCCO
- How to Delay/Prevent Rope Twist and Cabling from Rope-Sheave Interaction, Joost Eertman, Technical Director, Ropeblock NV
- Developing a Quality Control/Quality Assurance Program, Peter Juhren, Vice President of Operations, Morrow Equipment, and Chris Smith, Corporate Service Manager/Director of Safety, Morrow Equipment
- Getting the Most from Crane Rental Agreements, Robert Moore, Risk Manager/General Counsel, Southwest Industrial Rigging
- Why Do Crane Accidents Happen? Jim Wiethorn, Chairman/Principal Engineer, Haag Engineering
- Lift Planner – Putting the Puzzle Together, Joseph Kuzar, Technical Director, ITI



SMIE

French collision avoidance system specialist SMIE will focus on its operator training simulator technology. SMIE will also show its ProSite anti-collision and zoning demonstrators. Attendees can also expect to see an announcement of the launch of a 4G remote product that will be in use at the show.



a new NXP processor, 256 MB flash memory, and features improved boot-time and faster flash process via a USB-stick. Also on display is the cSCALE for use in any application from monitoring standard to custom control solutions. These systems and sensors meet OEM & retrofit requirements in lifting applications.

Stellar

Stellar will introduce to end-users Stellar Telematics. This new platform consists of Fleet View for fleet managers and E-Link Mobile for operators. With Fleet View, fleet managers can optimize their fleets with real-time and historic data beyond the chassis. Having access to crane usage, load trends, compressor usage and more helps fleet managers make informed decisions like never before. With E-Link Mobile, operators can control equipment and access information for troubleshooting all from their mobile device.

WCS Permits & Pilot Cars

WCS Permits & Pilot Cars has a new feature available in the Permit Portal app. The app has been live on both the App Store and Google Play for almost a year and has positive reviews for its simplicity. Drivers and dispatchers across North

>75

TWG

Crane electronics and monitoring systems specialist TWG supplies OEMs, distributors and end users of cranes. In addition to showing Greer LMI and Greer Vision, TWG will launch Greer Intelligence.

Wika Mobile Control (WMC)

Wika Mobile Control (WMC) will introduce the LWG cable reel series upgraded with the latest mechanical signal transmission and electronics technology. Features include standardised gears and length sensors, optimized electronics, improved length cable connection and a new slip ring design that provides higher current ratings. Also new from WMC will be the gSENS LWG610 length and angle sensor. It is suitable for use on a range of lifting applications, including telehandlers, service trucks, industrial cranes and reach stackers.

WIKI Mobile Control (WMC) provides operator aids, controls, upgrades and

sensors including load moment indicators, wireless/wired load, angle and A2B systems for lifting equipment. WMC will present the new gSENS LWG610 length/angle sensor that provides an economical option suitable for use on a variety of lifting applications including telehandlers, service trucks, industrial cranes, and reach stackers. WMC will also launch the cSCALE S9 controller that includes



BLOKCORP



A wireless, audio-visual warning system
that can be quickly and easily deployed
to the hook block of a crane.

When activated by the lifting crew, the BlokAlert receiver gives out a recognisable audio-visual signal that can be seen and heard by site personnel in proximity to the hook block or load.

Forewarns the workforce to the position and movements of the hook block, increases awareness and reduces the risk of being stuck by the cranes hook block, lifting accessories or load.

Modular design, compatible across a wide variety of cranes



BLOKALERT

info@blokcorp.com | www.blokcorp.com | +44 (0) 1482 351546

CRANES | RIGGING | CONSTRUCTION & INDUSTRIAL SAFETY



#F101004 Festival Hall

Get in the cab of our award winning **ITI VR Crane Operator Training Simulator** and then try your hand at the new **ITI VR Construction Hazard ID** safety assessment tool.



#B91003 Bronze Hall

Demo the time saving power of the new **OperatorPRO** app, the smart **Digital Log Book & Shift Tracker** built just for professional equipment operators.

SCAN QR CODES ABOVE TO ADD US TO YOUR EXPO PLANNER



YOUR CUSTOMIZED TRAILER PARTNER



HEAVY HAUL TRAILERS ARE NOT ONE-SIZE-FITS-ALL. THAT'S WHY WE OFFER CUSTOM-ENGINEERED SOLUTIONS TO FIT YOUR NEEDS. COME SEE OUR NEWEST TRAILER DESIGNS AT CONEXPO-CON/AGG, MARCH 10-14 IN LAS VEGAS, NV.

CONEXPO BOOTH F-6413

WWW.XLSPECIALIZEDTRAILER.COM





Netarus 5 Series HoistCam

Netarus

Netarus will launch its 5 Series HoistCam industrial grade wireless cameras. Three new models are: Low Profile (HC145), Armored Dome (HC185), and Pan-Tilt-Zoom (HC195). The reporting and analytics capabilities can keep site supervisors informed of day-to-day activities and safety trends. The low profile HC145 offers day and night monitoring capability. It can be used on tower cranes, telescopic boom cranes and overhead cranes.

Netarus will demonstrate all three of its HoistCam models. All of HoistCam's wireless cameras are rapidly deployable and feature wireless technology, providing equipment operators with better lines of sight, the company said. HoistCam's turnkey systems also feature optional reporting and analytics capabilities to keep site supervisors informed of day-to-day activities and safety trends.

America have opted in to receive instant automated text message notifications when oversize permits are approved.

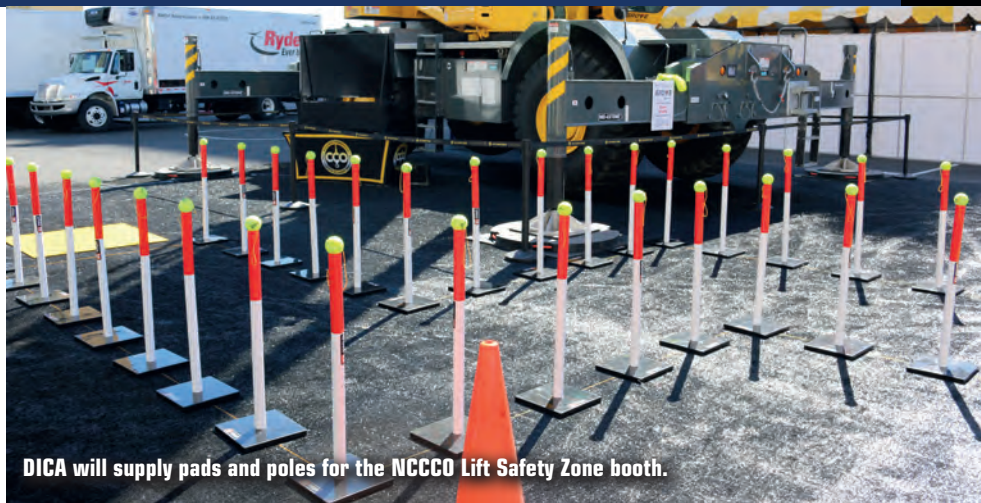
This latest version of the app took it a step further and links all required attachments with state and local permits.

For years, WCS' online system, The WCS Permit Portal, has allowed customers to place orders, and view and download permits. The addition of this app allows for drivers and dispatches to quickly check the status of a permit.

RIGGING GEAR

Bigfoot

Bigfoot Construction Equipment will show its Custom Composite Ultra Pads which come in stock sizes from 12 to 60 inches diameter and thicknesses of 1 to 4 inches. Custom sizes can be made. Latest products include BigGrip, Slide Pads, Pole Puller plates, stop bar and boot style pads. Custom composite cribbing and wood cribbing is also offered. Pads can be customised with engraved logos, company name, and so on. Custom Composite Ultra Pads carry a lifetime guarantee. In addition to polymer and timber mats, for larger cranes, steel mats are available.



DICA will supply pads and poles for the NCCCO Lift Safety Zone booth.

DICA/Axion

DICA outrigger pads and related products on show will include: FiberMax crane pads, SafetyTech outrigger pads, FiberMax outrigger pads, ProStack cribbing blocks, TrainSmart pole barriers and Workforce pole hole covers. The company is set to introduce a range of new products and product improvements.

Another development is that DICA and Axion Structural Innovations plan to co-locate in multiple booth locations throughout the show. Axion's Struxure Composite Crane Mats and Heavy-Duty Access Mats will be on display. Among the Axion products to be on display are steel-reinforced composite mats, composite laminated mats and composite wedge mats. Using a proprietary structural composite formula, Axion mats are strong, durable and impervious to rot, fungus, insects and moisture. They provide cost-effective, long-term solutions in wet or harsh temperature environments, the company said.

In addition to co-locating at ConExpo, DICA and Axion have agreed to establish a strategic partnership to bring engineered matting products to crane users in the heavy lift market. The companies' values and products share common benefits for users. Each company uses the highest quality engineered materials that provide benefits over traditional wood products. The companies' engineered materials produce reliable and consistent performance properties in products that have an extremely long life.



Big Foot Custom Composite Ultra Pads

Greenfield Products

The new Greenfield Skycrane offers customers a versatile and efficient cantilever beam operation. All the lifting beam functions are remote controlled. Functions include telescoping jib, counterweight positioning, slew rotation and chain hoist operation. The cantilever beam is also equipped with a capacity booster extension that almost doubles the capacity of the lifting beam. This feature offers a lot of flexibility when working in tight spaces and a shorter beam is needed. The beam rotator eliminates the need of tag lines which will save time between lifts and eliminate the risks of tag lines. The counterweight is removable so the system tare weight can be reduced when handling light loads.

The beam that will be on display is the medium version which, has a maximum capacity of 20,000 pounds at 20-foot offset. Greenfield is also offering a small and large version to complement the product line. The company will also show its boom dollies, ground stabilization products and specialized rigging gear.

Kinshofer

New and recently updated products will be highlighted by Kinshofer. For the truck crane industry will be the KM461 Universal forks for wallboard loader cranes. Capacity is up to 6,000 pounds. The KM605U HPX is a clamshell bucket without HPX drive without exposed and vulnerable hydraulic cylinders.

Rope manufacturer Teufelberger makes ropes from steel wire and synthetic fibre. It says it is the only manufacturer to offer one with a fibre rope-based steel wire rope construction. It is designed to combine the best of both. Following extensive testing beginning in 2016 SoLite was made available on Liebherr tower cranes a year ago in early 2019.

Lube-A-Boom

Lube-A-Boom is a leader in providing specialty lubricants to the lift industry for telescoping boom cranes, aerial lifts, telehandlers, forklifts and a multitude of other types of equipment and applications. The company will show its wide line of products including Lube-A-Shine and Lube-A-Boom Insulator.

Wireco World Group

WireCo World Group will present crane rope from the Casar, Union and Oliveira brands. Products include Turboplast, Eurolift, Doublelift, Flex-X, NR Maxipact, HD8K PPI.

Betalift SP is a new product for extend and retract assemblies on cranes. It uses drawn galvanized wire and offers an improvement of up to 50 percent in fatigue life.

TRAINING AND SAFETY

Crane Industry Services

Crane Industry Services will introduce its Leading Safety Works certification program for construction and utilities managers. Developed in partnership with

Okos, a business and people strategies consultant, Leading Safety Works is designed to train construction and utilities leaders in the art and discipline of engaging teams in workplace safety. A key feature is practical tools to foster safety and continuous improvement, guide productivity and protect profits.

CICB

With an educational focus on crane safety and lifting operations at ConExpo 2020, Crane Inspection & Certification Bureau (CICB) will be reprising its Preparatory Training for the NCCCO Mobile Crane Exams. It will be held on March 8 and 9. CICB's training will prepare the attendees to take their OSHA-recognized and ANSI-accredited written and practical exams provided by the National Commission for the Certification of Crane Operators (NCCCO) during the expo on March 10-13.

With onsite testing and instant results, attendees will be given the opportunity, if successful, to walk away from the show NCCCO-certified.

ITI

Founded in 1986, ITI specializes in crane,



Simulator training gives operators the ability to hone their skills.

rigging, lift planning, rigging engineering training and technical services. It is one of the first innovators of virtual reality (VR) training.

Don't miss ITI's VR Tower Crane Simulator that is available to aid in all tower crane operator training needs. Developed by ITI and Serious Labs, (and a partnership with Liebherr Cranes), the training tool offers an authentic tower crane operator experience, without the need to be hundreds of feet in the air. The simulator is authentically modeled to replicate running a Liebherr 550-ECH tower crane.



MOTEC
Heavy-Duty Camera Solutions

AMETEK

Keith Hadjuk
Sales Manager USA
Phone +1 630 956 4095
Keith.Hadjuk@ametek.com

FOR FURTHER INFORMATION

MOTEC WORKVIEW SYSTEM
Wireless camera monitor system – suitable for any type of crane application



sales@nelsontrailers.com
www.nelsontrailers.com
Phone: 419-523-5321

Providing Solutions for all of North America







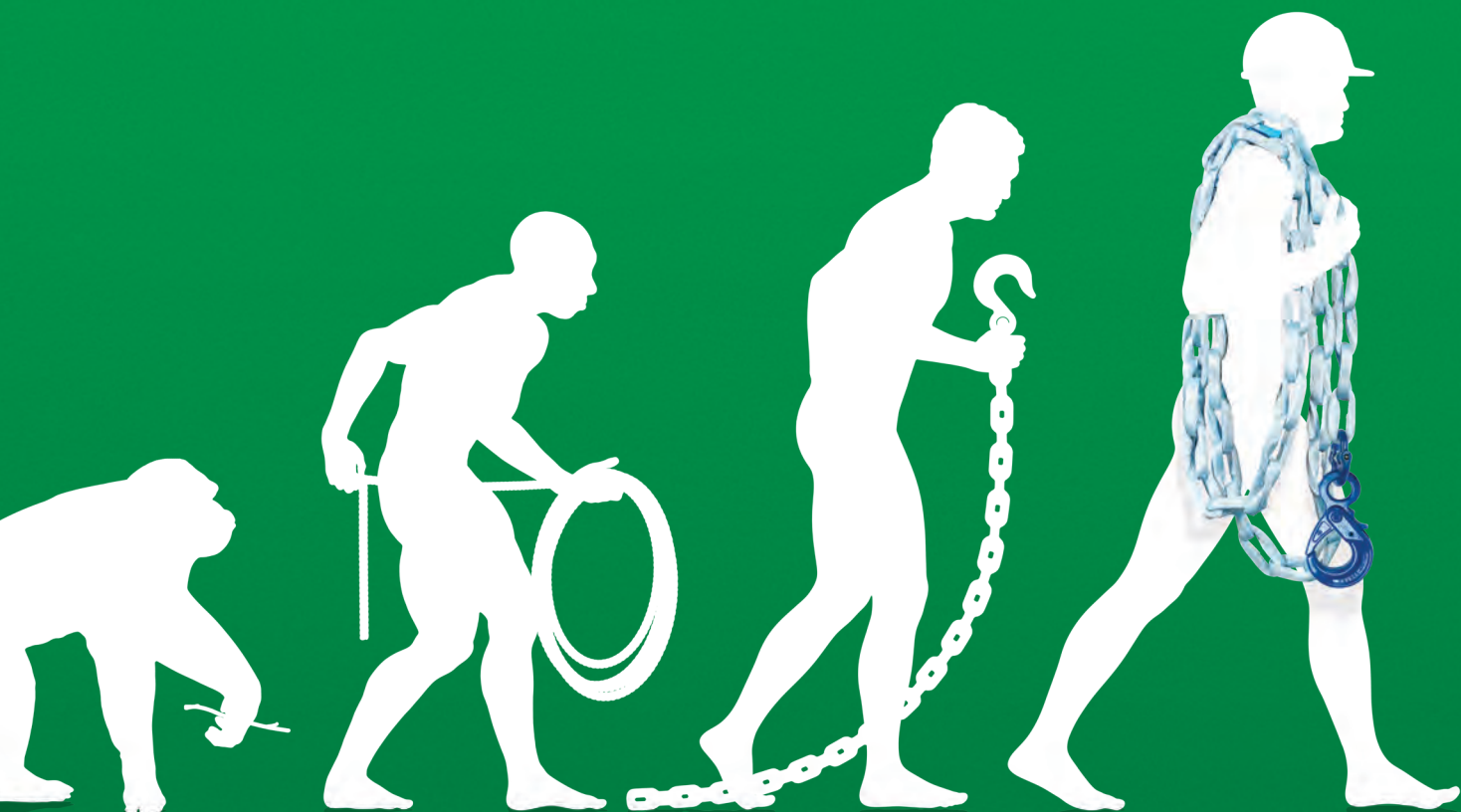


LET US ASSIST YOU WITH YOUR TRANSPORTATION NEEDS

Crane * Rigging * Construction * Heavy Haul * Oversize * Aerospace

6448 State Route 224 Ottawa, Oh 45875

Chain of evolution



Evolve your safety and efficiency with Green Pin Tycan® Chains

Welcome to the fibre age: a new era of safer and more efficient lashing and lifting. An era that is powered by Green Pin Tycan® Chains, made with Dyneema® fibre. Green Pin Tycan® is up to eight times lighter than steel – yet just as strong. Join leading heavy-lifting companies in experiencing the superiority of our award-winning Green Pin Tycan® Chain.



PYTHON.[®] Shaping Skylines.

Shanghai Tower, 2nd tallest building in the world.
2,073 ft high. Built with PYTHON[®] Compac-35
non-rotating wire rope.

PYTHON[®]

HIGH PERFORMANCE WIRE ROPE

PYTHON[®]
AMERICA
www.pythonrope.com

1.708.647.4900



INTERNATIONAL CRANES & TRANSPORT MIDDLE EAST CONFERENCE

Conference and networking event for
the Middle East's crane and specialized
transport industry

LEARN

NET-
WORK

DEBATE

SAVE THE DATE

**7 OCTOBER
2020**

WALDORF ASTORIA DUBAI PALM
JUMEIRAH, DUBAI, UAE

SILVER SPONSORS



SUPPORTING SPONSORS



SUPPORTING ORGANISATIONS



CREATED AND ORGANISED BY



FOR MORE INFORMATION AND TO BOOK YOUR PLACE VISIT

www.khl-catme.com

OSHA defense strategies

Michael Rubin discusses how to defend a citation for unpreventable employee misconduct.

Despite their perceived best efforts, employees still fail to follow company safety rules.

OSHA has broad authority to cite employers who violate applicable safety and health standards and it is the employer – not the employee – who may get cited for an employee's misconduct and be obligated to pay penalties and suffer negative consequences that include reputation damage, negative publicity, inability to bid on certain jobs, loss of contracts and clients, lost productivity and employee morale problems. Plus, there's the risk of future violations with penalties potentially 10 times higher.

This article will address employee misconduct in the context of raising the “unpreventable employee misconduct” defense to an OSHA citation. Since the four requirements of this legal defense are consistent with effective components of a health and safety program, employers should benefit by taking a critical look at their existing safety program to determine how they might fare should they have reason to raise the defense in the future. Analyzing the four requirements of the defense provides an opportunity for an employer to enhance its safety program and its safety performance.

A review of OSHA matters litigated before the Occupational Safety and Health Review Commission shows that the defense of “unpreventable employee conduct” has been raised countless times before, including in crane matters. For example, these include operating a crane

within 20 feet of a power line; failing to remove a crane from service (prior to a boom failure); and an employee working within the swing radius while a crane was operating.

Establish the rules

The success in raising this defense often hinges on what an employer does well before, not after, OSHA shows up. To establish the defense, an employer must show that it:

- has established work rules designed to prevent the violation;
- has adequately communicated the rules to its employees;
- has taken steps to discover violations of the rules; and
- has effectively enforced the rules when violations were detected.

The first requirement is that an employer have established work rules designed to prevent the particular safety violation. Generally speaking, company work rules must be in writing, be in the form of rules (using language such as “shall,” “must,” “never,” etc.), and relate to those specific hazards and standards that apply to the employer's operations. Work rules must be consistent with any applicable OSHA safety and health standards.

The second requirement is that the work rules be communicated to employees. Even the most comprehensive health and safety plan will not satisfy this second element if the plan, and any work rules included within the plan, are not communicated to both supervisory and non-supervisory employees. This underscores the necessity of employee safety training, including communicating work rules relating to any potential jobsite hazards. Furthermore, even if there is reason to believe that a new employee was trained previously (for example, an experienced operator), the employer must ensure that the employee receives sufficient and effective safety training and has a clear understanding of the company's safety plan and rules. Even if

the rules are no different from those of past employers, the current employer must communicate them.

The third and fourth requirements of the unpreventable employee misconduct defense – i.e., engaging in steps to discover violations and enforcing safety rules/disciplining employees – are where employers most often fall short in establishing the defense. For this reason, employers should take special note of these requirements. Some basic questions those in management should ask themselves (the same questions we would ask if defending against an OSHA citation) are as follows:

- What supervision does the company provide of its employees?
- What is the company doing to discover violations of company safety rules?
- Does the company have an employee disciplinary policy and have employees been disciplined?
- What records does the company maintain in the ordinary course of business bearing on the above?

Specific challenges

Establishing the third element of the defense (taking steps to discover violations of safety rules) may present challenges to crane and rigging companies because the company might solely provide a crane and an operator to a particular jobsite. Also, the operator may be deemed a supervisor, which makes the unpreventable employee misconduct defense more difficult to prove – although a safety supervisor's review of the operator's daily/monthly inspection records, as well as any site visits conducted by management or other supervisory employees, may be sufficient to establish the third element.

Regarding the fourth element (disciplining employees for safety rule violations), employers should not only have a progressive disciplinary policy, but they must also implement it and discipline employees. ■

THE AUTHOR



Michael Rubin is chair of Goldberg Segalla's national OSHA and Worksite Safety Practice Group. A Certified Safety Professional (CSP), Rubin

focuses his practice on issues involving occupational safety and health law.

WORLD LEADERS IN TAILORED TOWER CRANE MANUFACTURING

J1400

Max. Load: 64t

Simply excellent cranes



JASO TOWER CRANES

Ctra. Madrid-Irún, Km 415 • 20213 Idiazabal (Gipuzkoa) • Spain
T. (+34) 943 187 000 • E. jaso@jaso.com • www.jaso.com

VISIT US!

FESTIVAL GROUNDS / F5200



CONEXPO
LAS VEGAS, NV

March 10-14, 2020

Follow us at:

www.jaso.com



JASO GROUP®



Look for NCCCO from
one end of ConExpo-
Con/AGG to the other.

Come see NCCCO at CONEXPO!

From the Lift Safety Zone in the Festival Grounds (**F-9107**) to Practical Examiner Accreditation workshops in the South Hall and Platinum Lot, NCCCO will be visible from one end of CONEXPO to the other. Stop by the NCCCO information booth at its usual spot (**GL-10878**), take written CCO exams in the North Hall, or attend any of the 13 educational sessions in Westgate Pavilion that make up the special Cranes, Rigging and Aerial Lift track. Wherever you turn, NCCCO will be there to enhance your show experience!

Lift Safety Zone (**F-9107**)

This year, NCCCO's Lift Safety Zone (LSZ) is featured prominently along Las Vegas Boulevard, close to the transportation hub from the main exhibit halls, so come find it as soon as you get dropped off by the shuttle. Enjoy numerous activities and demonstrations focusing on crane safety. Grab a refreshment at the Certification Café, stop by several information stations to find out what's new at NCCCO, enter prize drawings, pickup giveaways, or attend any of several demos that will be running continuously throughout the show.

Start at the Grove GRT 655 rough terrain crane provided by Western Pacific Crane & Equipment to find out how limiting factors can affect a crane's load ratings and load dynamics. Explore how issues such as line pull, quadrants of operation, outrigger position, and similar factors impact crane capacity. Plus, you'll hear how numerous other limiting factors can affect load ratings.

Next, stop at the Liebherr 81 K.1 fast-erecting tower crane provided by Morrow Equipment Company to watch firsthand how one portion of the NCCCO Tower Crane Operator Practical Exam is performed, as a certified operator negotiates a test weight through the zig-



NCCCO's Lift Safety Zone will feature demonstrations showing how limiting factors can affect a crane's load ratings and load dynamics.

zag course. Attendees will also learn about the other tasks required for the practical exam, including the pre-operational (shift) inspection, placing the load hook and chain in the stop circle, placing the test weight in the load circle, and safe securing procedures. Discover what it takes become a CCO-certified Tower Crane Operator.

Finally, see how an expert rigger tackles the NCCCO Rigger Level II Practical Exam rigging frame rotation and level lift tasks. Discover how the proper selection and application of rigging equipment leads to a safe and successful lift and improves overall load handling capabilities. And watch as the rigger defies gravity and manipulates the large asymmetrical rigging frame in space without touching the ground.

While you're in the LSZ, stop by the Certification Café for a beverage, discuss the latest NCCCO news with staff and volunteers, and get your questions about the certification process and regulatory issues affecting the crane and rigging industry answered. Plus, enter a drawing for a 1:50 diecast model of the Liebherr 81 K.1 fast-erecting crane featured in the zig-zag course demonstration (donated by Morrow).

Information booth (**GL-10878**)

Back at the Las Vegas Convention Center, stop by the NCCCO information booth to learn about the 20-plus load handling equipment personnel certifications offered by NCCCO. Find out what's planned for NCCCO's 25th anniversary celebration.

>82



NCCCO CEO Thom Sickelsteel

EDUCATION SPOTLIGHT: Responsibilities of onsite personnel for cranes

**Presented by Thom Sickelsteel, CEO,
National Commission for the Certification
of Crane Operators**

Wednesday, March 11, 1 p.m.–2:30 p.m.,
Westgate Pavilion 6

Time and again when crane accidents happen their root cause can be traced back to a lack of clear understanding of the roles and responsibilities of everyone involved. From crane owners, crane users, and site supervisors to assembly/disassembly directors, lift directors, operators, riggers, and signalpersons, each person on an active jobsite must have well-defined roles and clear responsibilities. NCCCO CEO Thom Sickelsteel brings his lifetime of experience to explain clearly what is required and how to determine if the designated people are truly qualified for the roles that they are performing.

Focusing mainly on OSHA regulations and ASME industry standards that apply on a national level, Thom defines each role, explains the levels of qualification, and explores the applicable responsibilities necessary to make the work site a safer place. He also provides strategies – from training to certification to evaluation – that will ensure the people you have assigned to each role are truly qualified for their assigned responsibilities. Interactive questions and answers throughout the presentation ensure that you understand what's being covered and are ready to apply it when you get back to work.

After attending this session, you will understand:

- The roles that have been identified on a jobsite
- The responsibilities of each role
- The training and evaluation requirements for each role



Stop by NCCCO's indoor information booth for details about all NCCCO certifications and the latest NCCCO news.

Try out the new myNCCCO mobile phone app, which allows you to check your certification status and update your contact information using your mobile device. Learn what you need to do to comply with the final OSHA crane rule. And enter a drawing for a 3 ft. tall diecast model of a Liebherr LTM 1350-6.1 mobile crane (donated by Liebherr).

On-site CCO exams

New candidates and existing certificants alike will have an opportunity to take a wide variety of ANSI-accredited and OSHA-compliant CCO written, practical, and recertification exams. Thanks to NCCCO's *Visit CONEXPO – Leave CCO Certified* program featuring onsite scoring and immediate test results, successful candidates can walk away from the event CCO-certified.

On Tuesday (3/10) and Friday (3/13), CONEXPO attendees will be able to take any CCO written exams onsite at the Las Vegas Convention Center. This includes both regular and recertification exams for all NCCCO programs. In addition, on Wednesday through Friday (3/11–3/13), CCO practical exams will be offered for mobile and articulating crane operators. On Wednesday and Thursday practical exams will be offered for the Signalperson, Rigger Level I, and Rigger Level II programs, as well as Signalperson recertification exams.

Education opportunities

Be sure to check out the latest seminars on key crane and rigging issues that will be featured this year. With the assistance

of the NCCCO Foundation, event organizer AEM has assembled a stellar lineup of presentations on a host of crane and rigging topics. The internationally renowned safety professionals and lifting equipment experts lined up to speak will share the latest developments affecting the industry as well as valuable insights gained after decades of experience. Attendance is limited for all education sessions, so review the entire Cranes, Rigging, and Aerial Lift education track and book your selections online.

Accreditation workshops

Practical Examiner Accreditation Workshops for several NCCCO programs (Mobile Crane Operator, Articulating Crane Operator, Signalperson, Rigger Level I) – as well as Refresher workshops for operator programs, Rigger, and Signalperson – will be conducted onsite before and after the exhibition. So, if being accredited by NCCCO to administer practical exams is in your plans, be sure to arrive early or extend your stay in town accordingly.



Rigging demos in the Lift Safety Zone are always popular.



2020

ANNUAL CONFERENCE

APRIL 14 - 18

OMNI AMELIA ISLAND PLANTATION
AMELIA ISLAND, FLORIDA



Products Fair with 94 booths

Expert panel session on
insurance & risk management

Fête en Blanc event

Networking receptions
every evening

Closing night
awards dinner with live
entertainment



WWW.SCRANET.ORG/AC2020

WORK IN TOTAL PEACE OF MIND
WITH THE WORLDWIDE EXPERT IN ANTI-COLLISION SYSTEMS FOR LIFTING MACHINES



VISIT US
STAND F101211



NEW

DCS 61-S

Driving Control System Safety



Anti-collision



Zoning



Data logger

- Universal systems
- Guaranteed product performance
- Quick installation and intuitive programming
- The largest team of experts at your service
- Global coverage

DCS 60

Driving Control System



www.amcs.fr

+331 34 23 01 30

info@amcs.fr



New technologies **dedicated to your safety**

Telematics and technology

Bill Hebron discusses a tried and true track to managing driver risk.

Back in 2012, Congress enacted the “Moving Ahead for Progress in the 21st Century” bill, most commonly referred to as MAP-21. Among other things, MAP-21 outlined a provision that required the FMCSA to develop a rule mandating the use of ELDs, or, Electronic Logging Devices. In the time since, the ELD Mandate (and its role in assisting the FMCSA and DOT in enforcing Hours of Service regulations) has been one of the focal points in the ongoing discussion regarding the use of technology in trucking.

The first deadline, which required fleets to implement certified ELDs, came in December 2017. The final deadline passed only a couple of months ago, in December 2019, and stated that fleets which were already equipped with electronic logging technology should be fully compliant with the published specifications.

The ELD Mandate is key to the discussion of technology in trucking because it is perhaps the most well known example of transportation-specific telematics technology in wide use today. Telematics is the general term for any devices that combines the use of telecommunications and infomatics and can refer to anything from GPS systems to ELDs or less sophisticated AOBDRDs (Automatic On Board Recording Devices).

Because we at NBIS participate in the



Simply put, data is the mirror of driver behavior. Telematics data helps companies gain the knowledge of what drivers could be doing better and what they are already doing well.

“As a fleet manager, you can incentivize driver good behavior and practice positive reinforcement.”

many discussions regarding how best to manage fleets and their associated risks, we know that you have probably heard the word “telematics” used many times. You probably even know what it means—especially because regulations like those outlined by the ELD Mandate affect your business so significantly. But do you know how telematics, when employed correctly, can actually help you manage risk at the individual driver level and thus make your overall fleet and organization significantly less risky?

Knowledge is power

When it comes to managing your risk, you need as much information as you can get your hands on. The nature of trucking – whether it’s short or long haul, specialized or not – means that drivers are out on

the road, unsupervised, with expensive company assets for enormous amounts of time. It is impossible to fully eliminate the risk that this part of business entails, but telematics can help reduce it in a number of ways.

Firstly, drivers that are aware they are being monitored are far likelier to perform more safely and responsibly. The installation and use of technology that records vehicle and driver behavior data tells your operators that you are serious about safe driving habits and responsible use of vehicles, and they will subsequently respond accordingly by matching your commitment. It’ll also help curb unauthorized asset utilization through location monitoring, geofences and curfews.

It’s not just about keeping an eye on your drivers to help ensure they exercise caution and employ sound decision-making behind the wheel. It’s about supporting them as well. Telematics solutions (like the NBIS Driver Insights tool we have created with our partner Octo Telematics) allow fleet managers to locate vehicles in real-time, monitor vehicle health and track usage. That



THE AUTHOR

Bill Hebron serves as NBIS’s Specialized Transportation Program manager, overseeing industry specific risk management needs, related NBIS risk solutions & account management.

means roadside, emergency and crash support for your drivers when they need it is easier than ever.

Watch efficiency increase, costs go down and profits go up. As it is in many arenas, in transportation, time is money. Telematics creates a window into where vehicles are, how they're being used and who is driving them. Detailed asset and trend reporting (that includes data such as fuel usage, time at rest stops and average speeds and more) can help you drive down your total cost of ownership.

An invaluable tool

Incentivize safe driving, enhance your safety culture and create targeted training opportunities. Simply put, data is the mirror of driver behavior. With telematics, you gain the knowledge of what drivers could be doing better and what they are already doing well. As a fleet manager, you can then incentivize their good behavior and practice positive reinforcement. This will build better practices in the long term and improve your risk profile on a regular basis. It'll also help you create and perpetuate an overall culture of safety at your organization through the emphasis

“ Telematics in all of its forms simply allows for less mystery when it comes to information about your drivers and vehicles. ”

your operators will see and experience you placing on consistent safe behaviors. Many carriers, in fact, have even leaned into the “gamification” of safe driving, which involves using data provided by telematics software to make earning better scores, badges and prizes game-like and thus improve operator buy-in.

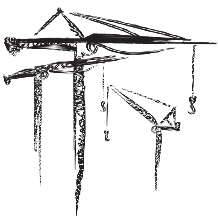
Training can also assist with the enhancement of safety culture in that consistent, easy access to real-time driver data also allows for targeted training opportunities. For example, you might notice that some drivers are stopping a bit more suddenly than is safe in areas that experience winter driving hazards. You can then note which drivers display this behavior and assign them training

modules that address their areas for improvement. NBIS has online driver training modules that operators can access anytime, anywhere – so these risky behaviors can be eradicated quickly and easily.

Telematics means transparency. At the end of the day, telematics in all of its forms simply allows for less mystery when it comes to information about your drivers and vehicles. The impact of such information, when it is easily available, can never be overestimated. From keeping drivers safe by monitoring how many consecutive hours behind the wheel they are logging to allowing fleet owners a window into the complex operations of their fleets, no matter the size, telematics are an invaluable tool in managing risk and bringing your overall operating costs down.

We know it can be difficult to know where to start when it comes to the implementation and installation of new technology in your vehicles. NBIS is here to help. Learn more about our telematics solution, NBIS Driver Insights, powered by telematics leader Octo, at www.NBIS.com.

TOWER CRANE • HOIST • MOBILE RENTALS and SALES



LEWIS
CRANE & HOIST

2214 FM 1187, Bldg. 1
Mansfield, TX 76063
817-225-1090

“YOUR TURNKEY CRANE & HOIST PROVIDER”

LOGAN LEWIS
CRAIG MARTIN - PRESIDENT
NICK LEWIS - GENERAL MANAGER
CAMERON SMITH - SALES MANAGER

REGISTER FOR THE FREE DIGITAL ISSUE



Delivered instantly anywhere in the world

■ Interactive ■ Searchable ■ Archiveable

For more details and to register for your own, **FREE**, digital copies go to:

www.khl.com



INFORMATION THAT BUILDS AND POWERS THE WORLD

www.khl.com



Specialized
Carriers &
Rigging
Association

INTRODUCING SC&RA'S NEW PROPERTY AND CASUALTY INSURANCE PLATFORM

Providing:

- Extensive industry knowledge and strong partnerships with other SC&RA members
- Insurance & Risk Management options to best fit your business needs
- Educational resources from insurance experts

Explore the best option for you at
www.scranet.org/insurance



ENDORSED MARKET PARTNERS



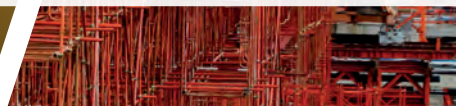
PREFERRED PRODUCERS



Construct A Memorable Brand



Thrive Creative helps companies in the lifting, moving, power, and construction industries build better brands through content, marketing, and design.



THRIVE
CREATIVE

Take your brand to the next level.
Give us a call today.

CHICAGO | D.C.
www.thrivecs.com
info@thrivecs.com
+1 773 451 5397

Modern reality

Upskilling in the age of tech and automation.

Ultimately, automation will impact our industry one way or the other – and it's likely that it already has influenced or even begun to change your business. But we adapt in this industry, we evolve, we innovate – and we figure it out. It's who we are, how we've come this far and how we will continue to move forward.

We want to advance our businesses, increase profitability, lift and move the world and stay modern and agile – while also maintaining a dedicated, quality workforce. Automation threatens some of that, but it's also a reality of the modern marketplace that we can't deny. So it's on us as leaders to educate ourselves and ultimately understand where the innovations of the modern world merge – and make the best of this moment.

Some recent industry studies have landed on the notion that, as automation adoption continues to change job roles and demand for new skills, companies face urgent needs to upskill workforces. None other than Tesla's Elon Musk recently revealed that, "Yes, excessive automation at Tesla was a mistake. We had this crazy, complex network of conveyor belts. And it was not working, so we got rid of that whole thing."

According to the experts, it's all about balance. Successful companies will understand that they need to manage not just their digital transformation and the adoption of automation, but also the upskilling and transition of their workforce just as well. And not only will this approach increase profitability

and efficiency, but it will undoubtedly improve employee morale and output, thus maintaining commitment and cultivating loyalty.

Remaining agile

Multinational business consulting and technology services firm Capgemini recently provided some important details within a published report that outlined the five basic tenants of a successful upskilling strategy: Assess your technology investments and the extent of their impact on the workforce; Define the skills you need and when you need them; Make the upskilling program a win-win for your people and the organization; Align learning with organizational strategy; and Enable leaders to communicate effectively and manage change.

An additional study from Capgemini revealed that 29 percent of employees believe their skill set is redundant now or will be in the next one to two years, while another 38 percent consider their skill set will be redundant in the next four to five years. That particular study underscored that "... the main barrier to achieving these gains lies with the gap between executives and employees on attitudes towards automation. Organizations must start by making sure their leaders engage with their people, encouraging them to embark on the automation journey as true partners."

To that end, a recent World Economic Forum report indicated that "... by 2022, no less than 54 percent of all

employees will require significant re- and upskilling."

An interesting nugget: according to human resources writer Suzanne Lucas, the cost of replacing an employee can be as high as 150 percent of that person's annual salary. Upskilling in this context is obviously cost-effective, but it's good in plenty of other ways too. The aforementioned Capgemini report also revealed that, "Employees who benefit from upskilling are able to better leverage automation tools, but more importantly, move to more value-added activities, thus driving more output for the organization."

In a recent interview with Training Industry, Josh Squires, director of enterprise solutions at Docebo, perhaps summed it up best: "Things are changing so quickly, so rapidly, that you really have to adapt quickly, and so having that agility as a part of your DNA and part of your framework, from my perspective, is important. You have to be willing to pivot quickly."

This type of attitude and approach will allow your company to understand that upskilling not only helps employees thrive in the future of work, but will also help your organizations thrive. ■

CHIEF EXECUTIVE OFFICER



Joel Dandrea

5870 Trinity Parkway,
Suite 200
Centreville, VA 20120
Ph: 703-698-0291
Fax: 703-698-0297

SC&RA Leadership

CHAIRMAN

Gary Stang

Anderson Trucking Service,
St. Cloud, MN

PRESIDENT

Tom Bennington

Duncan Machinery Movers,
Lexington, KY

VICE PRESIDENT

Jay Folladori

Bennett International Group,
McDonough, GA

TREASURER

Michael J. Vlaming

Vlaming & Associates,
Vallejo, CA

ASSISTANT TREASURER

Kevin L. Johnston

J&R Engineering Co.,
Mukwonago, WI

ALLIED INDUSTRIES GROUP CHAIRMAN

Michael Rosendahl
PCE, Ridgewood, NJ

CRANE & RIGGING GROUP

CHAIRMAN

Ingo Schiller

Tadano America, Houston, TX

TRANSPORTATION GROUP

CHAIRMAN

Ed Bernard

Precision Specialized,
Brantford, Ontario

LADIES GROUP CHAIRWOMAN

Kimberly Kitchen

Kitchen's Crane & Equipment,
Chesterfield, VA

SC&R FOUNDATION

PRESIDENT

Dave Wittwer

Hays Companies,
Salt Lake City, UT

VICE PRESIDENT

Geoff Davis

Unified Logistics Operating
Group, Bethesda, MD

TREASURER

Jennifer Gabel

JK Crane,
Kenvil, NJ

Irving Equipment finds success on “Oak Island.”

Reality TV

Now in its seventh season, “The Curse of Oak Island” is a hit reality television series that premiered in Canada in 2014 on HISTORY (The History Channel). Generating more than two million viewers each week in the U.S. alone, the show documents Rick and Marty Lagina’s quest to solve a 224-year-old treasure mystery. Oak Island lies off the coast of Nova Scotia and has lured team after team of treasure hunters in search of something of great value or historical importance. What exactly? No one knows, but rumors range from pirate gold to William Shakespeare’s original manuscripts to lost treasure of the Knights Templar, and even the Holy Grail or the Ark of the Covenant!

In 2006, the Lagina brothers purchased the rights to the majority of the island in an effort to solve the mystery, while attempting to avoid the infamous “curse” (several people have died in search of the treasure over the decades). In 2010, they were granted their “treasure-trove” license, and soon after, Prometheus Entertainment approached them about documenting their efforts. While they were excited to do it, the brothers knew they’d need to employ some modern technology, which involved, among other things, some serious heavy equipment. Enter SC&RA member company – and Saint John, New Brunswick, Canada-based – Irving Equipment Limited.

Irving Equipment, an affiliate of J.D. Irving, Limited, has been part of the hit reality show since Season 4.



Irving Equipment, an affiliate of J.D. Irving, Limited, has been part of the show since Season 4, providing world-class equipment and expertise. And while their normal operational processes don’t include film crews and equipment, the Irving team onsite doesn’t waver in its

ability or desire to operate as they would on any other jobsite.

“Every job is high-profile to somebody,” said Matthew Kingston, pile-driving manager at Irving. “So we remember that and execute each day in an effort to stay true to that idea.”

Kingston explained that, even in the beginning, the Irving team approached the opportunity like any other job. “Our role on the show is to ultimately explore a host of methodologies – in terms of construction and feasibility,” he noted. “We work closely with the Oak Island team and provide them with insight, help, different options and from there, coordinate the required resources to accomplish specific tasks.”

In fact, the folks at Irving knew they’d be a good fit for the Oak Island project when they got the call, for some pretty specific reasons. “Mainly because we’d provided technical expertise before in the areas that we’d be focusing on here,” Kingston added. “We established open dialogue early on with their team – providing some valuable input, solutions and suggestions – and at the end of the day, we pride



Oak Island lies off the coast of Nova Scotia and has lured team after team of treasure hunters.

treasure hunt



ourselves on being a solutions provider and not just a crane company. And we knew that our attitude in this regard was a great fit with their team and their goals.”

Team effort

While most crane companies don’t have to navigate a production crew or worry about being on camera for certain parts of the job, Kingston stated that it’s not as abnormal as folks might think. “Inevitably, every project has its own unique complexities and challenges. And again, we haven’t operated any differently than we would on any other project – our core commitment to safety and quality doesn’t change. That said, the passion and commitment we’ve seen from the Oak Island team – everyone on the island is really invested – presents an added level of focus to the work that is taking place.”

Because of that, Kingston said that it’s important to Irving not to portray itself any differently by taking short cuts or trying to do anything special because cameras are rolling. “Obviously, we take our work very seriously, with safety as the number one priority, but that said,

it’s hard sometimes to ignore the various things going on around site. There are definitely a lot of things happening. But when you think about it, the camera crew is just another contractor working onsite, and you just go along with your work as it comes.”

To that end, Kingston also admitted that it’s definitely a fun project to be involved with. “No doubt about it; it’s a fun worksite. With the passion there on the island, the community, the production – it certainly adds to a level that maybe you’re not used to typically seeing.”

Which is also why Irving tries to keep the same crew onsite.

“In terms of consistency and familiarity with the work, it just makes sense,” said Kingston. “The equipment changes based on the scope that’s needed. But with us being based in Canada, we have the resources and the flexibility that allows us to bring in the best equipment and personnel for the particular tasks needed. As far as work is concerned, “It consists mostly of what you see on television,” confirmed Kingston. “Crane operators, riggers, welders, supervisors that manage our work, the sub-contractors and the drilling suppliers. But all that said, as with all projects, there’s a bunch of people working behind the scenes in order to make things happen seamlessly – like our logistics coordinators, mechanics, project managers, administrative support. So there’s a lot of people on the back-end pulling stuff together, and it’s a whole team effort, but the front-facing team would be the crane operators, the riggers and the welders.”

Firm belief

Each day onsite for the Irving team starts with a safety talk and an examination of the day’s tasks. “From there, it’s business as usual,” said Kingston. “We’ll also take a close look at all of the other activities happening on the island, and what those involve – and if things change, what types of adjustments and adaptations we’ll have to make.”

However, over five years into the project, Kingston revealed that one thing still can’t be ignored.

“The minute you step on that island, you sort of become enveloped in the



As far as takeaways and insights that Irving has gained from the Oak Island project, Kingston firmly believes it’s a lesson in discipline, overall.

mystery. The fact that you’re looking for certain items and no one knows how they got there or why – especially when some of these things were put there over two hundred years ago – keeps it exciting. And the Oak Island team, as well as the people on the island, bring a nice community aspect to the work.”

As far as additional attention for Irving goes, Kingston prefers to look through a broader lens.

“Well, it’s not every day that you see a crane being involved in a two-hundred-plus-year-old mystery project, so that’s brought attention to the crane industry, which is good for everyone. And yes, we’ve seen an uptick in people asking questions and inquiring about what we’re up to, etc., but that’s to be expected.”

As far as takeaways and insights that Irving has gained from the Oak Island project, Kingston firmly believes it’s a lesson in discipline, overall.

“It’s ultimately about staying true to what your company stands for and represents,” he said “What you see on TV in terms of how Irving Equipment conducts itself is no different on or off the screen. We take tremendous pride in our work no matter the scale or profile. Obviously, as with any project, there’s always elements of the unknown that come up. But again, plans change – the construction industry as a whole is very adaptable to change. As long as you’re not compromising the safety of anyone, and you’re true to yourself and your ability, you’ll continue to move forward and find success.” ■

Complete the form below or register online at: www.khl.com/subs/ACT

1 CHOOSE YOUR MAGAZINE/S

American Cranes & Transport

Access International ☐
Access, Lift & Handlers ☐
Construction Europe (digital edition) ☐
Construcción Latinoamericana (Spanish) ☐
Construção Latino Americana (Portuguese) ☐
Cranes & Project Transport Turkiye (Turkish) ☐
Demolition & Recycling International ☐
International Construction ☐
International Construction Turkiye (Turkish) ☐
International Cranes and Specialized Transport ☐
International Rental News ☐

2 CHOOSE YOUR E-NEWSLETTER/S

World Crane Week

Access International ☐
Access, Lift & Handlers ☐
Construction Europe ☐
Construction Technology News ☐
Construcción Latinoamericana (Spanish) ☐
Construção Latino Americana (Portuguese) ☐
Concreto Latinoamericano (Spanish) ☐
Concreto Latino-Americano (Portuguese) ☐
Demolition & Recycling International ☐
国际建设月讯中文版 (Chinese) ☐
International Rental News ☐
International Rental News Product & Services Update ☐
World Construction Week ☐
KHL Crane Market ☐

3 ORGANIZATION TYPE

Construction Contractor/Consultant ☐
Crane & Equipment Rental ☐
Specialized/Heavy Transport/Rigging ☐
Airports/Ports/Docks/Offshore ☐
Public/Private Utilities ☐
Manufacturer of Lifting Equipment ☐
Energy - Windpower ☐
Energy - Oil & Gas ☐
Distributor/Agent/Equipment Sales ☐
Power Generation ☐
Other (Please specify): _____

4 YOUR DETAILS

Name: _____
Job title: _____
Company: _____
Address: _____
Town: _____
Country: _____
State/County: _____
Zip code/Post code: _____
e-mail: _____

5 Do you purchase or influence the purchase of cranes and transport equipment or services?

YES ☐ NO ☐

6 What is the annual revenue of your company (US\$ millions):

Under \$1 million ☐ \$1-3 million ☐
\$3-5 million ☐ \$5-20 million ☐
\$20-100 million ☐ Over \$100 million ☐

7 FORMAT OF MAGAZINE

PRINT ☐ DIGITAL ☐ PRINT & DIGITAL ☐

8 YOUR PREFERENCES

KHL Group will keep you up-to-date with industry insight, products and events relevant to you as a professional in the construction or power industry.

If you do not wish to receive such information, please tick the selected boxes below.

e-mail ☐ Telephone ☐ Post ☐

KHL Group works with other companies in the construction and power industry and will contact you about their products and services.

I would like to receive e-mails from KHL about other third party products ☐

All e-mails will contain a link in the footer to enable you to unsubscribe at any time.

For more information, please see our Privacy Policy: www.khl.com/privacy-policy

9 SIGN AND DATE:

SIGNATURE: _____

DATE: _____

MAIL TO: KHL Group Americas, Circulation Department,
20855 Watertown Road, Suite 220
Waukesha, WI 53186-1873, USA
FAX TO: +1 262 754 4175
e-mail: circulation@khl.com



March 10-14, 2020
ConExpo-Con/Agg
Trade Show
 Las Vegas, NV
www.conexpoconagg.com

March 11, 2020
Off-Highway Global
Briefing (During ConExpo)
 Las Vegas, NV
www.offhighwaybriefing.com

April 14-18, 2020
SC&RA Annual
Conference
 Omni Amelia Island Plantation
 Amelia Island, FL
www.scranet.org

April 14-18, 2020
North American Iron
Workers/IMPACT
Conference
 Sheraton Grand Chicago
 Chicago, IL
www.impact-net.org

May 27-30, 2020
Crane Rental
Association of Canada
(CRAC) Conference and
General Meeting
 Westin Bayshore
 Vancouver, BC
<https://crac-aclg.ca>

June 23, 2020
Tower Cranes
North America
 Miami Marriott Biscayne Bay
 Miami, FL
www.khl-tcna.com

Kneeland new chairman at Maxim



Maxim Crane Works Holdings has appointed **Michael Kneeland** as chairman of its board of directors. Kneeland is the non-executive chairman of the board and former CEO of United Rentals. He served as president and CEO of United from August 2008 to March 2018, and as CEO until May 2019. Larry Berg, Maxim Crane Works'

current chairman, will step down as chairman but remain on the board as a director.

"He is one of the most experienced leaders in our industry, and I am looking forward to drawing upon his vast wealth of knowledge and best practices as we work together to build upon Maxim's success," said Bryan Carlisle, CEO, Maxim.

Easter gets nod as CEO at Daseke

Daseke, Inc. announced that on February 7, 2020, its board of directors appointed Chris Easter, former interim chief executive officer, as permanent chief executive officer. In addition to his role as CEO, Easter has also become a member of the board of directors.

"Following a six-month nationwide search of qualified candidates, I am pleased to announce that Chris Easter has been selected and agreed to lead Daseke as its permanent CEO," said Brian Bonner, executive chairman. "Chris's deep industry knowledge and leadership skills have been apparent to everyone at Daseke since he joined us as COO



in January of 2019. However, his outstanding performance as our interim CEO set him apart from other candidates."

Easter began his career at Daseke as its chief operating officer in January of 2019 and assumed the additional responsibility as its interim chief executive officer in August 2019. His background includes more than 30 years of leadership serving in transportation and logistics roles with the U.S. Army, Walmart and Schneider National. From 2012 to 2017, he served as CEO of Keen Transport. Easter graduated from the United States Military Academy at West Point. In the U.S. Army, he served

■ Stephenson Equipment has hired **Brady Peat** as the company's western Pennsylvania trailer specialist. Peat will work with SEI Crane and Construction Equipment customers as well as new trailer customers from the three branches in Butler, Ebensburg and McDonald, PA. Peat comes to Stephenson with over 20 years' experience in the residential and commercial construction arena.



■ **Davide Camperi** has joined Tadano to lead Demag business and sales and service efforts for the Italian market.

with distinction as a leader in heavy machinery logistics. Easter was awarded the Bronze Star during Operation Desert Storm. ■

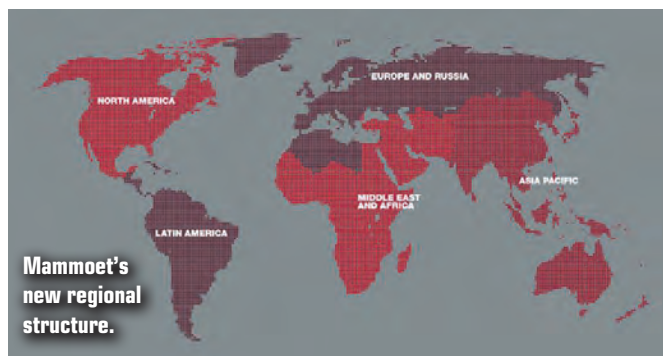
Global reorganization created

Following the acquisition of ALE, Mammoet has created a new structure and appointed regional managing directors.

These roles are held by established leaders. They are John Halfweg, Asia Pacific; Wouter van Noort, Europe & Russia; Sergio Vanina, Latin America; Jack van den Brink, Middle East; and Africa and Martijn Kuipers, North America.

"Our regional managing

directors are a strong representation from both Mammoet and ALE, and as such provide a good foundation for preserving the best of both cultures as we continue to integrate and optimize our operations," said Paul van Gelder, CEO, Mammoet. ■



The ACT Marketplace is sponsored by

easybook
training
training for safety

1000s of training courses
100s of locations
1 simple solution

www.easybooktraining.com

e-mail: info@easybooktraining.com Toll Free: 1 833 278 1884

The Marketplace

ACT's Marketplace is designed to help readers find the products and services they need. It is divided into convenient categories including equipment for sale, crane & lifting services, transport & heavy haul, training and dealers & distributors.

Training Directory 95

Find the company to fulfill your training needs

Dealer Locator 96

Find a Dealer/Distributor by using ACT's Dealer Locator. When viewing online, check out the interactive map. Click and see where the dealers are and e-mail or go to their website from the map. From the printed page, please pick up the phone and call for your crane needs.

Products, Parts & Accessories 106

Operational aids, communication systems, components, controls, software, crane mats and outrigger pads, crane repair, hydraulics, jacks, attachments, personnel baskets, rigging hardware, rollers, slings and chains, tires, winches, wire rope, batteries, braking systems, and new, used and refurbished parts.

Equipment for Sale or Rent 117

Crane, rigging and lifting equipment for sale or rent, new or used.

Career Opportunities 125

Employee recruitment and job postings.

Safety & Industry Services 126

Insurance, inspections, financing, consulting and safety equipment.

Transport & Heavy Haul 127

Transportation permits, freight forwarding, heavy haul and pilot car services.

To advertise in the ACT Marketplace Contact

BEV O'DELL

Tel: 816-886-1858

e-mail: bev.odell@khl.com

CINDY KIRBY

Tel: 515-381-9519

e-mail: cindy.kirby@khl.com

www.americancranesandtransport.com



All Purpose Safety Training Solutions
888-501-1355
www.apcranetraining.com
Lewis Trugillo
info@apcranetraining.com



Crane Tech
1-800-290-0007
www.cranetech.com
Tony Dotto
tdotto@cranetech.com



Easybook Training
1-833-278-1884
www.easybooktraining.com
info@easybooktraining.com



Morrow Training Center
1-503-585-5721 ext 0118 or 0128
www.morrow.com
Leena Ellis
training@morrow.com



RHTC, Inc.
(318) 330-9000
www.rhtcinc.com
Jeff Hairston
jeffh@rhtcinc.com



Crane Inspection & Certification Bureau
800-327-1386
www.cicb.com
Camille Singletary
info@cicb.com



Crane Institute of America
800-832-2726
www.craneinstitute.com
James Headley
info@craneinstitute.com



Crane Training and Safety Consultants LLC
845-701-5677
www.ctsconsultants.com
John Glinski
glinskijohn@yahoo.com



Doc Bailey Construction
702-485-1457
Las Vegas Facility
5040 Alto Ave, Las Vegas, NV 89115
Tower.Lattice.RT, Boom Truck Training & Testing



Industrial Training International
800.727.6355
www.iti.com
info@iti.com



Kissimmee Crane School
1-407-931-0015
www.kisscranes.com
Glenda Merkel
Kisscranes@gmail.com



Overton Safety Training, Inc.
(866) 531-0403
www.overtonsafety.com
Cody Fischer
cody@overtonsafety.com



Rigging Institute, LLC
(888) 416-1965
www.rigginginstitute.com
Eric Perry
training@rigginginstitute.com



Tower Crane School of Phoenix
1-480-993-3302
www.towercraneschoolphoenix.com
Jennifer Meadows
jmeadows@towercraneschoolphoenix.com



Wika Mobile Control LP
(formerly Hirschmann / PAT)
1-717 217-2255
www.wika-mc.com
Sarah Nell
sarah.nell@wika.com

This is a paid advertisement. If you would like to be included, contact
Bev O'Dell - 816-886-1858 – bev.odell@khl.com or Cindy Kirby - 515-381-9519 - cindy.kirby@khl.com





Contact our Dealers

Coastline Equipment Crane Division

325 N. 5th Street, Bldg. A, Sacramento, CA. 95811
Tel: 916-440-8090
www.coastlinecd.com

Branches:

Santa Ana, CA.	Tel: 714-265-6550
Long Beach, CA.	Tel: 562-273-7013
Bakersfield, CA.	Tel: 661-399-3600
Oxnard, CA.	Tel: 805-485-2106
Santa Maria, CA.	Tel: 805-922-8329
Las Vegas, NV.	Tel: 702-399-2700
Elko, NV.	Tel: 775-777-7070
Meridian, ID.	Tel: 208-888-3337
Jerome, ID.	Tel: 208-324-2900
McCall, ID.	Tel: 208-634-3903

CraneWorks, Inc.

www.Crane-Works.com
e-mail: sales@Crane-Works.com

Branches:

Houston, TX	Tel: 832-280-8737
Kansas City, KS	Tel: 913-308-0184
Bakersfield, CA	Tel: 661-765-8891
San Diego, CA	Tel: 760-906-8044
Denver, CO	Tel: 303-710-8308
Orlando, FL	Tel: 407-307-2562
Hampton, NJ (NYC/PHL)	Tel: 908-336-9651
Dallas/Ft. Worth, TX	Tel: 817-497-8217
Calgary, AB	Tel: 403-907-0804

Cropac Equipment Inc.

1-800-4-CROPAC
www.cropac.com, e-mail: sales@cropac.com

Branches:

Abbotsford, B.C.	Tel: 604-755-3927
Oakville, ON.	Tel: 905-825-6377
Laval, QC.	Tel: 450-625-4738
Nisku, AB.	Tel: 780-955-8862

Dozier Crane & Machinery, Inc.

155 Pine Barren Rd, Pooler, GA. 31322
Tel: 912-748-2684, Parts: 877-541-3754
www.DozierCrane.com, Sales@DozierCrane.com
Dealer for boom trucks and carry deck cranes in
GA, AL & LA.

Exact Crane & Equipment Corp

www.ExactCrane.com
e-mail: Sales@exactcrane.com; Parts@exactcrane.com

Branches:

Cleveland, OH	Tel: 440-349-1999
Louisville, KY	Tel: 985-381-4988

Empire Crane Co, LLC

12 Mear Road, Holbrook, MA 02343
www.empirecrane.com, e-mail: sales@empirecrane.com
Tel: 315-458-4101; 800-342-7575; Parts: 315-701-4933
e-mail: sales@empirecrane.com

Branches:

Billerica, MA.	Tel: 508-868-7734
Luke@empirecrane.com	
Bridgewater, NJ (NYC/NJ)	Tel: 908-203-0400
sales@empirecrane.com	

Giuffre Bros. Cranes, Inc.

6635 South 13th Street, Milwaukee, WI. 53221
Tel: 414-764-9200
www.giuffre.com, e-mail: tproctor@giuffre.com

Branches:

CICERO, IL.	Tel: 708-656-9200
e-mail: tproctor@giuffre.com	

H&E Equipment Services

Tel: 877-HE-CRANE
www.he-equipment.com

Branches:

Little Rock, AR.	Tel: 501-568-7867
Springdale, AR.	Tel: 479-927-1672
Alexandria, LA.	Tel: 505-764-8100
Baton Rouge, LA.	Tel: 225-356-6113
Kenner, LA.	Tel: 504-467-5906
Lafayette, LA.	Tel: 337-837-9600
Lake Charles, LA.	Tel: 337-528-2661
Shreveport, LA.	Tel: 318-746-5272
Dallas, TX.	Tel: 972-986-0910
Houston, TX.	Tel: 713-433-6411

Transport Equipment Sales (TES)

Kearny, NJ.
Tel: 973-589-4100
www.tes-inc.net, e-mail: info@tes-inc.net

Walter Payton Power Equipment

930 W. 138th Street, Riverdale, IL 60827, USA
 Regions: IL, MI, KY
 Tel: 708-656-7700
 Brian Lynch
 e-mail: blynch@wppecrane.com
 www.wppecrane.com
 Branches:
 Taylor, MI Tel: 734-947-9250

ALT Sales Corporation

4945-A Brecksville Road, Richfield, OH 44286, USA
 Regions: OH, IL, KY, PA, WV
 Tel: 330-558-8421
 Joshua Bacci
 e-mail: Josh.bacci@allcrane.com
 www.altsales.com

American Crane & Equipment

1105 OIDC Dr. Odessa, TX 79766, USA
 Regions: OH, IL, KY, PA, WV
 Tel: 330-558-8421
 Joshua Bacci
 e-mail: Josh.bacci@allcrane.com
 www.altsales.com

BIK Hydraulics Ltd

41 Claireville Drive, Toronto, ON M9W5Z7, Canada
 Regions: ON
 Tel: (+1) 416 679 3838
 Brian Thorn
 e-mail: service@bikboomtrucks.com

Central Texas Equipment

1401 Central Commerce Circle, Pflugerville, TX 78660, USA
 Regions: TX
 Tel: 512-442-2371
 Bob Henry
 e-mail: bob@ctegroup.net
 www.ctegroup.net

Crane and Machinery

9725 Industrial Drive, Bridgeview, IL 60455, USA
 Regions: IL
 Tel: 708-237-2094
 Frank Carrasco
 e-mail: fcarrasco@manitex.com
 www.craneandmachinery.com

Crane Sales & Services

5910 S. 27th Street, Omaha, NE 68107, USA
 Regions: NE
 Tel: 402-731-4655
 Hugh Murphy
 e-mail: hnmurphy@cranesalesandservice.com
 www.cranesalesandservice.com

Cropac British Columbia

Lot #1 - Sumas Industrial Park, 37113 North Parallel Road, Abbotsford, BC V3G 2H5, Canada
 Regions: BC
 Tel: (604) 751-1321
 e-mail: sales@cropac.com
 www.cropac.com

Dozier Crane

155 Pine Barren Rd, Pooler, GA 31322, USA
 Regions: LA, GA, AL
 Tel: 972-748-2684
 Matt Greenspan
 e-mail: sales@doziercrane.com
 www.doziercrane.com

Garden State

3509 Rt. 22 East - Readington Township, Somerville, NJ 8876, USA
 Regions: NJ
 Tel: (+7) 908 534 5444
 John Meyer
 e-mail: jmeyer@gseecrane.com
 www.gseecrane.com

General Body & Equipment Ltd

8124 Davies Road Edmonton, AB T6E 4N2, Canada
 Regions: AB
 Tel: (780) 468-5331
 Scott Cassels
 e-mail: scassels@generalbody.ca
 www.generalbody.ca

Giuffre Bros Cranes, Inc

6635 S 13th St, Milwaukee, WI 53221, USA
 Regions: WI
 Tel: 414.764.9200
 Todd Proctor
 e-mail: sales@giuffre.com
 www.giuffre.com

Irving Equipment LLC

1785 S County Road 1, Tiffin, OH 44883, USA
 Regions: OH, MI, KY, TN
 Tel: 419-448-9897
 Mark Irving
 e-mail: mirving@irvingequipment.net
 www.irvingequipment.com

Modern Group LTD

75 New Street, Edison, NJ 8837, USA
 Regions: MD, NJ, PA, YA
 Tel: 717-682-4236
 Samuel L. Maury, Jr.
 e-mail: maurys@moderngroup.com
 www.moderngroup.com

Morgan Co

8555 Sultana Ave, Fontana, CA 92335, USA
 Regions: CA
 Tel: 909-427-9822
 John Holtz
 e-mail: sales01@morgancrane.com
 www.morgancrane.com

NASS

45025 Aviation DR., Dulles, ME 20166, USA
 Regions: ME
 Tel: 857-897-9002
 Yuval Beharezno
 e-mail: yuval@nasscorp.com
 www.nasscorp.com

Perfection Equipment

5100 West Reno, Oklahoma City, OK 73127, USA
 Regions: OK
 Tel: 405-947-6603
 Don Seagraves
 e-mail: seagravesd@rush-enterprises.com
 www.perfectionequipment.com

Pinnacle Cranes, LLC

6605 West WT Harris Blvd, Suite C, Charlotte, NC 28269, USA
 Regions: NC, SC
 Tel: 704-731-7535
 Jim Mackinson
 e-mail: jmackinson@pinnaclecranes.com
 www.pinnaclecranes.com

Roberts Diesel Works, Inc.

906 West Gore Street, Orlando, FL 32805, USA
 Regions: FL
 Tel: 407-246-7597
 DW Flenker
 e-mail: dw@knuckleboom.com
 www.knuckleboom.com

Southwest Products

11690 North 132nd Ave., Surprise, AZ 85379, USA
 Regions: AZ, UT, NV, NM
 Tel: 602-269-3581
 www.southwestproducts.com

Tampa Crane & Body, Inc.

5701 N. 50th St., Tampa, FL 33610, USA
 Regions: FL
 Tel: 813-246-5510
 Andrew Solo
 e-mail: andrewsolo@msn.com

Utility Crane Equipment

8800 W Buckeye Rd., Tolleson, AZ 85353, USA
 Regions: AZ
 Tel: 602-393-4610
 Mike Ewens
 e-mail: mike@utilityce.com
 www.utilityce.com

V & H Trucks

1505 South Central, Marshfield, WI 54449, USA
 Regions: WI
 Tel: (+1) 715 486 8800
 Brian Leick
 e-mail: b.leick@vhtrucks.com
 www.vhtrucks.com

Vermeer

1910 Vermeer Road East, Pella, IA 50219, USA
 Regions: IA
 Tel: 641-621-7990
 Kelly Dawley
 e-mail: kdawley@vermeer.com
 www.vermeer.com

Western Pacific Crane & Equipment

19602 60th Avenue NE, Arlington, WA 98223, USA
 Regions: BC, WA, OR, CA
 Tel: 253-254-7950
 Randy Defosse
 e-mail: rdefosse@wpcrane.com
 www.wpcrane.com
 Branches:
 Tracey, CA Tel: 209-597-3824
 Fontana, CA Tel: 562-286-6618



Contact our Dealers



H&E Equipment Services

Tel: 877-HE-CRANE
www.he-equipment.com
Branches:
Little Rock, AR.
 Tel: 501-568-7867
Springdale, AR.
 Tel: 479-927-1672
Phoenix, AZ.
 Tel: 602-232-0600
Tuscon, AZ.
 Tel: 520-770-1120
Boise, ID.
 Tel: 208-388-3323
Alexandria, LA.
 Tel: 318-443-7173
Baton Rouge, LA.
 Tel: 225-356-6113
Kenner, LA.
 Tel: 504-467-5906
Lafayette, LA.
 Tel: 337-837-9600
Lake Charles, LA.
 Tel: 337-528-2661
Shreveport, LA.
 Tel: 318-746-5272
Baltimore, MD.
 Tel: 410-477-6500

Belgrade, MT.
 Tel: 406-388-2308
Jackson, MS.
 Tel: 601-373-0444
Billings, MT.
 Tel: 406-259-9720
Albuquerque, NM
 Tel: 505-764-8100
Arden, NC.
 Tel: 828-684-1692
Charlotte, NC.
 Tel: 704-504-2870
Las Vegas, NV.
 Tel: 702-320-6500
Raleigh, NC.
 Tel: 919-781-9454
Winston Salem, NC.
 Tel: 336-767-6900
Chattanooga, TN.
 Tel: 423-499-7700
Memphis, TN.
 Tel: 901-375-4902
Nashville, TN.
 Tel: 615-248-0266
Dallas, TX.
 Tel: 972-986-0910
Houston, TX.
 Tel: 713-433-6411
Salt Lake City, UT.
 Tel: 801-974-0388
Ashland, VA.
 Tel: 804-798-9740
Norfolk, VA.
 Tel: 757-295-4944

Roanoke, VA.
 Tel: 540-362-3600
Warrenton, VA.
 Tel: 540-349-2878

Kirby-Smith Machinery, Inc.
 6715 W. Reno,
Oklahoma City, OK. 73127
 Tel: 405-495-7820
Branches:
Kansas City, KS.
 Tel: 877-851-5729
St. Louis, MO.
 Tel: 314-729-0125
Tulsa, OK.
 Tel: 918-438-1700
McAlester, OK
 Tel: 918-310-1550

Shawmut Equipment Co, Inc
 20 Tolland Turnpike,
Manchester, CT. 06042
 Tel: 800-829-4161
 860-643-4161
www.shawmutequipment.com
Branches:
South Easton, MA.
 Tel: 877-526-9213
 508-238-1900
Shawmut Equipment of Canada, Inc

Elmsdale, NS
 Tel: 902-883-7450

Stephenson Equipment, Inc
 7201 Paxton Street
Harrisburg, PA. 17111
 Tel: 800-325-6455
www.stephensorequipment.com
Branches:
McDonald, PA
 Tel: 800-692-7600
Pittston, PA
 Tel: 866-667-6756
Prospect Park, PA
 Tel: 800-220-4033
Syracuse, NY
 Tel: 800-368-6455
Waterford, NY
 Tel: 518-357-2200



H&E Equipment Services

Tel: 877-HE-CRANE
www.he-equipment.com
Branches:
Birmingham, AL.
 Tel: 205-661-1323
Phoenix, AZ.
 Tel: 602-232-0600
Tuscon, AZ.
 Tel: 520-770-1120
Belle Chasse, LA.
 Tel: 504-394-7400
Baltimore, MD.
 Tel: 410-477-6500
Billings, MT.
 Tel: 406-259-9720
Albuquerque, NM.
 Tel: 505-764-8100

Las Vegas, NV.
 Tel: 702-320-6500
Dallas, TX
 Tel: 972-986-0910
Houston, TX.
 Tel: 713-433-6411
Salt Lake City, UT.
 Tel: 801-974-0388
Ashland, VA.
 Tel: 804-798-9740
Norfolk, VA.
 Tel: 757-295-4944
Roanoke, VA.
 Tel: 540-362-3600
Warrenton, VA.
 Tel: 540-349-2878

Kirby-Smith Machinery, Inc.
 6715 W. Reno,
Oklahoma City, OK. 73127
 Tel: 405-495-7820
Branches:
Kansas City, KS.
 Tel: 877-851-5729
St. Louis, MO.
 Tel: 314-729-0125
Tulsa, OK.
 Tel: 918-438-1700
McAlester, OK
 Tel: 918-310-1550

Shawmut Equipment Co, Inc
 20 Tolland Turnpike,
Manchester, CT. 06042
 Tel: 800-829-4161, 860-643-4161
www.shawmutequipment.com
Branches:
South Easton, MA.
 Tel: 877-526-9213,

508-238-1900
Shawmut Equipment of Canada, Inc
Elmsdale, NS
 Tel: 902-883-7450

Stephenson Equipment, Inc
 7201 Paxton Street
Harrisburg, PA. 17111
 Tel: 800-325-6455
www.stephensorequipment.com
Branches:
McDonald, PA
 Tel: 800-692-7600
Pittston, PA
 Tel: 866-667-6756
Prospect Park, PA
 Tel: 800-220-4033
Syracuse, NY
 Tel: 800-368-6455
Waterford, NY
 Tel: 518-357-2200



Contact our Dealers

NATIONAL CRANE[®]

by **Manitowoc**

H&E Equipment Services

Tel: 877-HE-CRANE
www.he-equipment.com
Branches:
Little Rock, AR.
 Tel: 501-568-7867
Springdale, AR.
 Tel: 479-927-1672
Phoenix, AZ.
 Tel: 602-232-0600
Tucson, AZ.
 Tel: 525-770-1120
Boise, ID.
 Tel: 208-388-3323
Baltimore, MD.
 Tel: 410-477-6500
Jackson, MS.
 Tel: 601-373-0444
Albuquerque, NM.
 Tel: 505-764-8100
Arden, NC.
 Tel: 828-684-1692
Charlotte, NC.
 Tel: 704-504-2870
Raleigh, NC.
 Tel: 919-781-9454
Winston Salem, NC.
 Tel: 336-767-6900

Las Vegas, NV.
 Tel: 702-320-6500
Columbia, SC.
 Tel: 423-499-7700
Greenville, SC.
 Tel: 864-272-2600
Salt Lake City, UT
 Tel: 801-974-0388
Ashland, VA.
 Tel: 804-798-9740
Norfolk, VA.
 Tel: 757-295-4944
Roanoke, VA.
 Tel: 540-362-3600.
Warrenton, VA.
 Tel: 540-349-2878

Kirby-Smith Machinery, Inc.

6715 W. Reno,
Oklahoma City, OK. 73127 Tel: 405-495-7820
Branches:
Kansas City, KS.
 Tel: 877-851-5729
St. Louis, MO.
 Tel: 314-729-0125
Tulsa, OK.
 Tel: 918-438-1700
Abilene, TX.
 Tel: 325-692-6334
Amarillo, TX.
 Tel: 806-373-2826

Dallas, TX.
 Tel: 214-371-7777
Ft Worth, TX.
 Tel: 817-378-0600
Lubbock, TX.
 Tel: 806-745-2112
Odessa, TX.
 Tel: 432-333-7000
McAlester, OK
 Tel: 918-310-1550

Shawmut Equipment Co, Inc

20 Tolland Turnpike,
Manchester, CT. 06042
 Tel: 800-829-4161,
 860-643-4161
www.shawmutequipment.com
Branches:
South Easton, MA.
 Tel: 877-526-9213,
 508-238-1900
Shawmut Equipment of Canada, Inc
Elmsdale, NS
 Tel: 902-883-7450

Stephenson Equipment, Inc

7201 Paxton Street
Harrisburg, PA. 17111
 Tel: 800-325-6455
www.stephensonequipment.com
Branches:
McDonald, PA
 Tel: 800-692-7600
Pittston, PA
 Tel: 866-667-6756
Prospect Park, PA
 Tel: 800-220-4033
Syracuse, NY
 Tel: 800-368-6455
Waterford, NY
 Tel: 518-357-2200

POTAIN[®]

by **Manitowoc**

Bigge Equipment

10700 Bigge Ave,
San Leandro, CA. 94577
 Tel: 510-681-0918
 e-mail: cranesales@bigge.com
www.bigge.com
Branches:
Houston, TX.
 Tel: 510-681-0918
La Mirada, CA.
 Tel: 510-681-0918

Rapicon Inc

924 Burton Road
Vars ON. K0A 3H0
 Tel: 613 443-1323
www.rapicon.ca
 e-mail: redemond@rapicon.ca

RMS Cranes

1900 E 66th Avenue
 Denver, CO 80229
 Tel: 800-588-7095
 e-mail: info@rmscranes.com
www.rmscranes.com

Shawmut Equipment Co, Inc

20 Tolland Turnpike,
Manchester, CT. 06042
 Tel: 800-829-4161, 860-643-4161
www.shawmutequipment.com
Branches:
South Easton, MA.
 Tel: 877-526-9213, 508-238-1900
Shawmut Equipment of Canada, Inc
Elmsdale, NS
 Tel: 902-883-7450

Stephenson Equipment, Inc

7201 Paxton Street
Harrisburg, PA. 17111
 Tel: 800-325-6455
www.stephensonequipment.com

Branches:
McDonald, PA
 Tel: 800-692-7600
Pittston, PA
 Tel: 866-667-6756
Prospect Park, PA
 Tel: 800-220-4033
Syracuse, NY
 Tel: 800-368-6455
Waterford, NY
 Tel: 518-357-2200

Transport Equipment Sales (TES)

Kearny, NJ.
 Tel: 973-589-4100
 e-mail: info@tes-inc.net
www.tes-inc.net



A Tadano truck-mounted crane is shown in operation, lifting a large blue metal structure. The crane has a white boom with the Tadano logo and name. The truck chassis is blue and white. The crane is lifting the structure from the ground.

ACT MARCH 2020



FIND A DEALER NEAR YOU!

Coastline Equipment Crane Division

325 N. 5th Street, Bldg. A
Sacramento, CA. 95811
Tel: 916-440-8090
www.coastlinecd.com

Branches:

Santa Ana, CA
Tel: 714-265-6550
Long Beach, CA
Tel: 562-273-7013
Bakersfield, CA
Tel: 661-399-3600
Oxnard, CA
Tel: 805-485-2106
Santa Maria, CA
Tel: 805-922-8329
Las Vegas, NV
Tel: 702-399-2700
Elko, NV
Tel: 775-777-7070
Meridian, ID
Tel: 208-888-3337
Jerome, ID
Tel: 208-324-2900
McCall, ID
Tel: 208-634-3903

Cropac Equipment Inc.

www.cropac.com
Tel: 1-800-4-CROPAC
sales@cropac.com

Branches:

Oakville, ON.
Tel: 905-825-6377
Laval, QC.
Tel: 450-625-4738

Exact Crane & Equipment Corp

Cleveland, OH
www.ExactCrane.com
Tel: 440-349-1999
Sales@exactcrane.com
Parts@exactcrane.com

Empire Crane Co, LLC

7021 Performance Dr,
N Syracuse, NY 13212
www.empirecrane.com
Tel: 315-458-4101;
800-342-7575;
Parts: 315-701-4933
e-mail:
sales@empirecrane.com
Branches:
Billerica, MA.
Tel: 508-868-7734
Luke@empirecrane.com
Bridgewater, NJ (NYC/NJ)
Tel: 908-203-0400
sales@empirecrane.com

Scott-Macon Equipment

14925 S. Main,
Houston, TX. 77035
Tel: 713-721-7070
www.smequipment.com

Branches:

Corpus Christi, TX.
Tel: 361-289-2782
Dallas, TX.
Tel: 214-391-4000
San Antonio, TX.
Tel: 210-629-0400
Midland, TX.
Tel: 432-517-4378
(Field Service Office)
Tulsa, OK.
Tel: 918-224-2000
Houma, LA.
Tel: 985-851-1118
Baton Rouge, LA.
Tel: 225-753-4111
(Lake Charles Area)
Sulphur, LA.
Tel: 337-882-0197

**CONGRATULATIONS!
YOU'RE #1**



Contact us today to get
the treatment you deserve.



Built for You.

sales@elliottequip.com
(402) 592-4500
www.elliottequip.com

Find a dealer near you

ML Cranes & Equipment

3908 N. Graham Street,
Charlotte, NC. 28206
Tel: 877-649-7739
www.mlcranes.com

Branches:
Baltimore, MD.
Bridgeville, DE.
Chesapeake, VA.
Manassas, VA.
Richmond, VA.
Roanoke, VA.
Winchester, VA.
Wise, VA.

Coastline Equipment Crane Division

325 N. 5th Street, Bldg. A
Sacramento, CA. 95811
Tel: 916-440-8090
www.coastlinecd.com

Branches:
Santa Ana, CA.
Tel: 714-265-6550
Long Beach, CA.
Tel: 562-273-7013
Bakersfield, CA.
Tel: 661-399-3600
Oxnard, CA.
Tel: 805-485-2106
Santa Maria, CA.
Tel: 805-922-8329
Las Vegas, NV.
Tel: 702-399-2700
Elko, NV.
Tel: 775-777-7070
Meridian, ID.
Tel: 208-888-3337
Jerome, ID.
Tel: 208-324-2900
McCall, ID.
Tel: 208-634-3903



Contact your authorized Link-Belt distributor today!

Triad Machinery

www.triadmachinery.com
Tel: 503-254-5100

Portland, OR **Seattle/Tacoma, WA**
Eugene, OR **Spokane, WA**
Bend/Prineville, OR **Mt Vernon, WA**

Burl Redman - Crane Specialist (OR)
503-318-2140

Steve Zaback - Crane Specialist (WA)
206-450-5220

Link-Belt Mid-Atlantic Construction Equipment

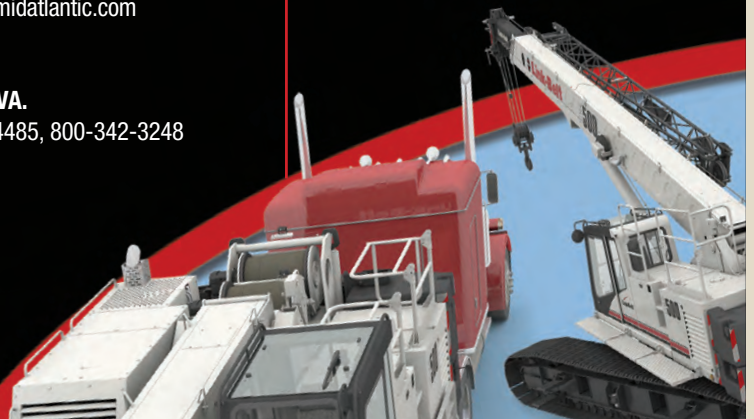
10020 Lickinghole Road,
Ashland, VA. 23005
Tel: 804-798-2290, 800-552-3837
E-mail: dcoffey@linkbelt.com
www.link-beltmidatlantic.com

Branches:
Chesapeake, VA.
Tel: 757-485-4485, 800-342-3248

Transport Equipment Sales (TES)

Kearny, NJ.
Tel: 973-589-4100
E-mail: info@tes-inc.net
www.tes-inc.net

www.linkbelt.com



Above. Ahead. Always.



Visit demagmobilecranes.com

Bigge Equipment

10700 Bigge Ave,
San Leandro, CA. 94577
Tel: 510-681-0918
e-mail: cranesales@bigge.com
www.bigge.com

Branches:

Houston, TX. Tel: 510-681-0918
La Mirada, CA. Tel: 510-681-0918

CraneWorks, Inc.

www.Crane-Works.com
e-mail: sales@Crane-Works.com

Branches:

Houston, TX Tel: 832-280-8737
Kansas City, KS Tel: 913-308-0184
Bakersfield, CA Tel: 661-765-8891
San Diego, CA Tel: 760-906-8044
Denver, CO Tel: 303-710-8308
Orlando, FL Tel: 407-307-2562
Hampton, NJ (NYC) Tel: 908-336-9651
Dallas/Ft. Worth, TX Tel: 817-497-8217
Calgary, AB Tel: 403-907-0804

Empire Crane Co, LLC

7021 Performance Dr,
N Syracuse, NY. 13212
www.empirecrane.com
Tel: 315-458-4101; 800-342-7575;
Parts: 315-701-4933
e-mail: sales@empirecrane.com

Branches:

Billerica, MA.
Tel: 508-868-7734
Luke@empirecrane.com
Bridgewater, NJ (NYC/NJ)
Tel: 908-203-0400
sales@empirecrane.com

Scott-Macon Equipment

14925 S. Main, **Houston, TX.** 77035
Tel: 713-721-7070
www.smequipment.com

Branches:

Corpus Christi, TX Tel: 361-289-2782
Dallas, TX. Tel: 214-391-4000
Midland, TX. Tel: 432-517-4378
(Field Service Office)
Tulsa, OK. Tel: 918-224-2000
Houma, LA. Tel: 985-851-1118
Baton Rouge, LA. Tel: 225-753-4111
(Lake Charles Area) **Sulphur, LA.**
Tel: 337-882-0197

Authorized Cranes Distributor

© Tadano Demag GmbH 2019. Demag is a trademark of Demag IP Holdings GmbH.

DEMAG
TADANO GROUP



TEREX®

**Contact our distributors and find out
how we can help improve your bottom line.**

Visit info.terex.com/distributorsearch to find your local distributor.

Bigge Equipment

10700 Bigge Ave, **San Leandro, CA.** 94577
Tel: 510-681-0918
e-mail: cranesales@bigge.com
www.bigge.com

Branches:

Houston, TX. Tel: 510-681-0918
La Mirada, CA. Tel: 510-681-0918

Cropac Equipment Inc.

1-800-4-CROPAC
www.cropac.com
e-mail: sales@cropac.com

Branches:

Abbotsford, BC. Tel: 604-755-3927
Oakville, ON. Tel: 905-825-6377
Laval, QC. Tel: 450-625-4738
Nisku, AB. Tel: 780-955-8862

Scott-Macon Equipment

14925 S. Main, **Houston, TX.** 77035
Tel: 713-721-7070
www.smequipment.com

Branches:

Corpus Christi, TX. Tel: 361-289-2782
Dallas, TX. Tel: 214-391-4000
Midland, TX.
(Field Service Office) Tel: 432-517-4378
Tulsa, OK. Tel: 918-224-2000
Houma, LA. Tel: 985-851-1118
Baton Rouge, LA. Tel: 225-753-4111
(Lake Charles Area)
Sulphur, LA. Tel: 337-882-0197

Authorized Distributor

Cranes



TEREX®

© Terex Cranes 2019 Terex, the Terex Crown design are trademarks of or licensed by Terex Corporation or its subsidiaries.

• LUBE-A-BOOM • LUBE-A-BOOM • LUBE-A-BOOM • LUBE-A-BOOM • LUBE-A-BOOM • LUBE-A-BOOM • LUBE-A-BOOM



Contact Your Nearest Dealer



Certified Boom Repair
www.certifiedboomrepair.com



Cleveland Crane and Shovel
Bedford Heights, OH 44146
800-362-8494
www.craneandshovel.net



Dakota Riggers & Tool Supply
www.dakotariggers.com



Flaherty Equipment
Newton, MA
781-736-9009
www.flahertyequipment.com



Hayden-Murphy Equipment Co.
Bloomington, MN
800-352-2757
www.hayden-murphy.com



Stevenson Crane Service
www.stevensoncrane.com



Transport Equipment Sales
Kearny, NJ
800-255-5512
www.tes-inc.net



Walter Payton Power Equipment
IN, IL, MI, KY
800-922-5508
www.wppellc.com



Western Pacific Crane & Equipment
CA, Fife, WA, AK, HI, OR, NV, ID,
Guam & Marshall Islands
855-927-2637
www.wpcrane.com

For a full listing of dealers, please visit our website at
www.lubeaboom.com



LUBE-A-BOOM® SHUTTLE TUBE

- 15oz shuttle tube of Original LUBE-A-BOOM®
- Fits the LubeJet-eco by MATO GmbH
- LUBE-A-BOOM® part no. LAB027



LUBE-A-PIN™ SHUTTLE TUBE

- High performance and long life.
- 5% Moly fortified.
- Superior high temperature properties.
- Exceptional pressure, shock loading and wear protection.
- Outstanding rust and corrosion protection.
- Excellent water washout resistance.
- Outstanding resistance to heat.
- Versatile, multi-purpose.
- Nontoxic and environmentally friendly.

Part No. LAB028 15oz shuttle tube.
Also available in pails, kegs & drums

LUBE-A-ROPE LIQUID

- Specially formulated liquid lubricant
- For Wire Ropes, cables, chains & gears
- Wipe, brush or spray on
- Repels water and salt water
- Won't fling off
- High Load carrying properties
- Heavy lubricating protective shield that penetrates the wire strands



**AWARD
WINNING**

NEW

LOOSE-N-IT

- 4-in-1 lubricating & penetrating oil
- Inhibits rust & corrosion by adding protective layer
- Prevents breaking off or corroded or rusty parts
- Loosens threads
- Displaces water & moisture from contacts



LUBE-A-BOOM® INSULATOR dielectric spray

NEW





OVERHAUL BALL ASSEMBLIES



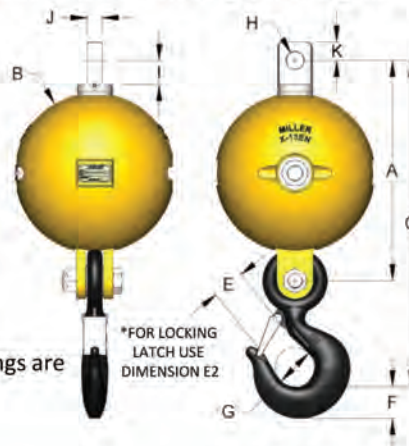
Charlton, Massachusetts USA • www.millerproducts.net • Tel. 1-800-733-7071 E-mail: sales@millerproducts.net

MILLER **SOLID-BALL**® TOP SWIVELING Y-LINK OVERHAUL BALL ASSEMBLIES

Miller's highest-performance Y-Link overhaul ball assemblies are uniquely equipped with angular contact ball bearing (ACBB) swivels for maximum response to wire rope dynamics under load. The ACBB swivel contains a set of multiple, precision-matched bearings which respond with significantly lower friction and torque than do the basic thrust bearing overhaul balls found elsewhere. In addition to the improved responsiveness, long term durability is greatly enhanced due to longer bearing life.



- Miller Type 2, eye to hook arrangement
- Working load capacities from 5 to 35 tons
- Design safety factor of 5:1
- Weights to 1450 lbs. for up to 1 1/2" rope
- Features Miller Y-Link® ACBB swivel
- Swivel lubrication fitting
- Drop forged steel eye hook with safety latch
- Optional positive locking latch (shown at left)
- Heavier units available
- Bottom swiveling available
- Integrated wedge socket or clevis as upper fittings are available
- Available in full conformance with API2C



WLL (tons)	MODEL	ROPE SIZE (in)	A (in)	B	C	E	E2	F	G	H	I	J	K	WT. LBS.
5	HB7-2N	5/8	13.56	7	20.38	1.61	1.31	1.81	2.50	1.28	1.56	1.00	1.19	65
5	HB8-2N	5/8	13.56	8	20.38	1.61	1.31	1.81	2.50	1.28	1.56	1.00	1.19	100
8.5	HB9B-2N	3/4	16.31	9	25.56	2.27	2.00	2.59	3.25	1.41	1.94	1.25	1.50	130
8.5	HB10B-2N	3/4	16.31	10	25.56	2.27	2.00	2.59	3.25	1.41	1.94	1.25	1.50	170
8.5	HB11B-2N	3/4	17.19	11	26.44	2.27	2.00	2.59	3.25	1.41	1.94	1.25	1.50	215
8.5	HB12-2N	3/4	17.19	12	26.44	2.27	2.00	2.59	3.25	1.41	1.94	1.25	1.50	265
8.5	HB13B-2N	3/4	18.19	12	27.44	2.27	2.00	2.59	3.25	1.41	1.94	1.25	1.50	330
10	HB13C-2N	7/8	22.06	13	32.81	3.02	2.75	3.00	4.25	1.66	2.84	1.72	1.81	363
10	HB13-2GN	9/16 - 1-1/4	21.84	13	32.59	3.02	2.75	3.00	4.25	1.78	2.75	1.25	2.00	363
15	HB13-2GGN	9/16 - 1-1/4	21.88	13	32.63	3.02	2.75	3.00	4.25	1.78	2.75	1.25	2.00	363
15	HB13D-2N	1	21.75	13	32.50	3.02	2.75	3.00	4.25	2.03	2.78	1.94	2.13	363
25	HB13E-2N	1-1/2	25.56	13	37.75	3.25	3.25	3.62	5.00	2.31	2.88	2.25	2.38	413
35	HB13F-2N	1-1/2	25.56	13	41.50	3.00	3.00	4.56	5.38	2.31	2.88	2.25	2.38	487
10	HB16-2N	7/8	24.56	16	35.31	3.02	2.75	3.00	4.25	1.66	2.84	1.72	1.81	600
10	HB16-2GN	9/16 - 1-1/4	24.34	16	35.09	3.02	2.75	3.00	4.25	1.78	2.75	1.25	2.00	600
15	HB16-2GGN	9/16 - 1-1/4	24.38	16	35.13	3.02	2.75	3.00	4.25	1.78	2.75	1.25	2.00	600
15	HB16B-2N	1	24.25	16	35.00	3.02	2.75	3.00	4.25	2.03	2.78	1.94	2.13	600
25	HB16C-2N	1-1/2	26.94	16	39.63	3.25	3.25	3.62	5.00	2.31	2.88	2.25	2.38	650
35	HB16D-2N	1-1/2	26.94	16	44.00	3.00	3.00	4.56	5.38	2.31	2.88	2.25	2.38	720
10	HB18G-2N	7/8	25.19	18	37.71	3.02	2.75	3.00	4.25	1.66	2.84	1.72	1.81	800
10	HB18-2GN	9/16 - 1-1/4	24.97	18	37.49	3.02	2.75	3.00	4.25	1.78	2.75	1.25	2.00	800
15	HB18GG-2N	1	24.87	18	37.40	3.02	2.75	3.00	4.25	2.03	2.78	1.94	2.13	800
15	HB18-2GGN	9/16 - 1-1/4	25.00	18	37.53	3.02	2.75	3.00	4.25	1.78	2.75	1.25	2.00	800
15	HB22GG-2N	1	29.25	22	40.03	3.02	2.75	3.00	4.25	2.03	2.78	1.94	2.13	1300
15	HB22-2GGN	9/16 - 1-1/4	29.38	22	40.16	3.02	2.75	3.00	4.25	1.78	2.75	1.25	2.00	1300
25	HB22H-2N	1-1/2	32.19	22	44.50	3.25	3.25	3.62	5.00	2.31	2.88	2.25	2.38	1400
35	HB22HH-2N	1-1/2	32.19	22	48.13	3.00	3.00	4.56	5.38	2.31	2.88	2.25	2.38	1450

11/14



ENGINEERED TO KEEP CREWS SAFE

MORE RIGIDITY & LESS WEIGHT

FiberMax
OUTRIGGER PADS

UNBREAKABLE & EASY HANDLING

SafetyTech
OUTRIGGER PADS



MAX PERFORMANCE & LESS WEIGHT

FiberMax
CRANE PADS

INTERLOCKING HEIGHT & STABILITY

ProStack
CRIBBING

LAS VEGAS, NV

MARCH 10-14, 2020

CENTRAL HALL BOOTH **C20838**

FESTIVAL LOT BOOTH **F8258**



Visit either DICA booth at Conexpo and get a FREE trucker hat!

DICAUSA.COM | 800.610.3422



PRODUCTS, PARTS & ACCESSORIES • PRODUCTS, PARTS & ACCESSORIES • PRODUCTS, PARTS & ACCESSORIES



i4508 ANTI COLLISION



VISIT US
Booth F2532



PC and
tablet view

i4508 RaycoWylie tower crane anti-collision system is now available and fully compatible with the RaycoWylie i4507 load indicator systems.

- Suitable for new and retrofit installation
- Available as a standalone unit
- Supports up to 21 cranes on the same jobsite
- Crane to crane and crane to structure collision compatible
- User friendly display
- Wireless service capability
- Wind speed sensor options
- Multi language
- Data recording
- Wireless remote viewing capability



i4507 SERIES

When used with the i4507 the anti-collision and load indicator information are displayed via the i4507 display thus reducing hardware in the crane cabin and providing the operator with all the information on one clear screen

WORLDWIDE TECHNICAL SUPPORT

www.raycowylie.com | wylie@raycowylie.com | rayco@raycowylie.com

Canada
T: 001 418 266 6600

United Kingdom
T: 0044 1424 421 235

USA
T: 001 888 252 1957

Singapore
T: 0065 6908 1127

Egypt
T: 002 022 447 3896



OTHER
HEAVY
MACHINERY



BOOTH # C20370

SETTING THE STANDARDS IN THE MAT INDUSTRY



For almost a half century, Quality Mat Company has provided its ground protection mats for a number of industries: heavy haul / heavy lift, O&G, petrochemical, pipeline, wind, highline utility, and construction. When you need crane mats for a large project, rig mats for your oilfield operations, laminated mats for access roadways, or custom mats for a specific need; Quality Mat Company is the trusted source for your matting requirements.

Providing full-service: manufacturing, sales, and rentals with exceptional field services for clients large and small, worldwide.



**QUALITY MAT
COMPANY**

800-227-8159 | QMat.com

WORLD'S LARGEST SUPPLIER | MANUFACTURING SINCE 1974

HIRSCHMANN MCS



Sense. Engineer. Integrate.
Meeting your lifting requirements.



gSENS LWG610: Cable reel



- Standardized gears / length sensors
- Optimized electronics
- New slip ring design
- Improved cable connection

qSCALE Ix: Load Moment Indicator



- Flexible load moment indicator for mobile cranes
- Superior HMI graphics with 4.3" & 7" display options
- System supports wireless & hardwired sensors

PRS90: Multi-Sensor Indicator



- 4.3" or 7" Color display
- Monitors & displays the status of up to 8 sensors
- Sensors include load, boom angle, wind speed, length, & anti-two block



Visit us at ConExpo!

Festival Grounds • Booth # F101819
March 10-14, 2020 • Las Vegas, NV

wika-mc.com

WIKAL Mobile Control

Phone: 717-263-7655 • sales.us.wmc@wika.com

Sign up for service training!

Training classes are structured to meet the requirements of mechanics and operators regardless of experience.

wika-mc.com/training

Technology to Tackle the Toughest Repairs



GARROD
HYDRAULICS, INC.

- Critical boom extension cylinders
- In-house chrome plating capabilities
- Cylinder repairs to crane manufacturer specs using OEM parts

Trusted by Crane Owners and Manufacturers since 1978.

Garrod Hydraulics, Inc
1050 Locust Point Road
York, PA 17406
866-4-GARROD
brian@garrod.com
garrod.com



TADANO

LIEBHERR

Manitowoc
Crane Care™



Montanhydraulik



GN ROPE FITTINGS

Grofsmederij Nieuwkoop B.V. - the Netherlands

HEAVY FORGINGS



Leading Manufacturer of Products & Accessories for:

- **Heavy Lifting & Rigging**
- **Mooring Systems**
- **Anchor Handling**



Shackles



Thimbles



Tri-Plates



Links



Hooks



Associated
WIRE ROPE & RIGGING

Ph: 310.448.5444
sales@awrrinc.com

www.associatedwirerope.com

Ph: 310.522.9698
sales@watermansupply.com

WATERMAN
SUPPLY CO., INC.

HELPING YOU TO SUCCEED ONE LIFT AT A TIME













ROPEBLOCK
ROPEBLOCK.COM

Associated
WIRE ROPE & RIGGING

310-448-5444
SALES@AWRRINC.COM

WATERMAN
SUPPLY COMPANY
MARINE & INDUSTRIAL EQUIPMENT

310-522-9698
SALES@WATERMANSUPPLY.COM

ASSOCIATEDWIREROPE.COM

SERVICE | PARTS | REPAIR | RESTORE | REPOWER

CRANE

- RT / AT / TM Cranes
- Boom Trucks
- Service Cranes / Carrydecks

FORKLIFT

- Telescopic Reach Forklifts
- Material Handlers
- Container and Heavy Lift

AERIAL EQUIPMENT

- JLG Service Provider (GSSP)
- Genie Service Provider
- Utility Vehicles

DRILL & FOUNDATION EQUIPMENT

WHECO.COM
1-800-937-4772





BUY YOUR PADS

From the Source That
OEM's Trust



WWW.SAUBERMFG.COM
(800) 323-9147

Harry Fry & Associates

THE ONLY FINANCE AND LEASE SOURCE
DEDICATED TO THE CRANE AND LIFT INDUSTRY



WHY FRY?
OUR APPROACH
IS PERSONAL.



CALL FRY THE CRANE FINANCE GUYSM
800.953.3247

WWW.HARRYFRY.COM



**SPECIALIZING IN THE SALE AND RENTAL OF
HEAVY TIMBER AND LAMINATED MATS**

SERVING THE GULF COAST FOR OVER 30 YEARS



1(800) 671 - 0694
WWW.AMERICANMATANDTIMBER.COM

3D CRANE AND RIGGING LIFT PLANNING SOFTWARE

Liebherr LTM1500-8.1



LiftPlanner "Intelligent 3D model"
Boat lift

LiftPlanner is 3D Crane and rigging planning software custom made to include the cranes in your fleet. Controls crawlers, ATs, RTs & towers from crane, transport & lift equipment manufacturers.

AT crane controls are:

- Select Main/Guyed/Jib config
- Specify configuration
- Move entire crane w/load
- Rotate topworks w/load
- Hook "go to" point
- Raise / lower hook w/load
- Spin Hook / load (tagline)
- Boom Up / Down
- Telescope
- Skew Carrier orientation

LiftPlanner has an extensive rigging libraries and programs to create vessels, exchangers, steel, supports, chokers & piping. Libraries from Crosby, Van Beest, Modulift, Raptor Tech mats and others. LiftPlanner Software gives you the ability to pre-test every aspect of your lift before setting foot in the field. There is a "BOM sum deductions" for rigging and many tools to create diagrams. Features many presentation tools for the Lift Director.

WWW.LIFTPLANNER.COM



RITTER
FOREST PRODUCTS



PROVIDING THE
FOUNDATION
FOR YOUR SUCCESS

CRANE • LAMINATED • DRAGLINE MATS

Beaumont, Texas 1.800.426.9570	Sorrento, Louisiana 1.877.812.6909
Houston, Texas 1.866.673.4800	Sulphur, Louisiana 1.888.333.1925
	Corpus Christi, Texas 1.888.596.6391

RITTERFOREST.COM




QUICK-LOCK™ SERIES

HOOK & SHAFT STYLES AVAILABLE

MANUAL & HYDRAULIC AVAILABLE

OSHA Compliant

Portable Professional Rigging Boom System
For Forklifts & Tele-Handlers

Interchangeable: Any Brand. Any Size.
Systems In Stock Fitting 2,000lb - 40,000lb

Your Fork Truck + Our Boom = 5 Minute Installation

Demonstration Video And Other Available Products At
www.RigReady.com
1-866-829-0344

New

BOB'S RIGGING & CRANE HANDBOOKS & REFERENCE CARDS





NEW 9TH EDITION

- TRAINING - RIGGING & CRANES
- RIGGING & CRANE SAFETY RULES
- RIGGING TRAINING PROGRAM EXAMPLE
- HORIZONTALLY MOVING LOADS
- WIRE ROPE TABLES
- WORKING LOAD LIMITS - SLINGS & HARDWARE
- ASME SAFETY STANDARDS
- OSHA REGULATIONS

ALSO IN SPANISH!

BOB'S INDUSTRIAL PUBLICATIONS, LLC

Bob's Industrial Publications, LLC.
Tel: 248-994-4006
e-mail: info@bobsindustrialpublications.com

www.bobsindustrialpublications.com



DON PELLOW
Engineering Consultant




SAVE 15 WEEKS/YR BY ELIMINATING DATA RE-ENTRY

- NO DOWNLOADS REQUIRED
- MONTHLY PRODUCT UPDATES
- PERSONALIZED, ONE-ON-ONE TRAINING

BOOK YOUR FREE DEMO NOW

wrightplan.com | wrightplan | 519-489-2320 | info@wrightplan.com

tele radio®
wireless solutions



tele-radio.com



Worldwide Support



866 629 0780



usa@teleradio.com



Approved

COASTLINE
Equipment
Crane Division

562.273.7013
www.coastlinecd.com

sales@coastlinecd.com

HQ: Long Beach, CA

SALES | RENTAL | PARTS & SERVICE

"RENTAL PURCHASE & LEASING OPTIONS AVAILABLE"

MANTIS
CRANES

Manitex

TADANO

SKYJACK

SHUTTLELIFT

ELLIOTT
EQUIPMENT COMPANY

PALFINGER

Zoom Boom

ao72xv



2016 TADANO GR550XL 55 TON
#5188 \$375,000 Project Rates Avail

an03zs



2016 TADANO GR750XL 75 Ton
#43667 \$460,000 RENT SALE RPO

az61bt



2019 TADANO GR1600XL 160 TON
#83443 SALE RENT RPO Call Today

ay85hf



2019 ELLIOTT M43R 43 FT Reach
#86185 - Ford Truck - Call 4 Price

al21ve



2016 TADANO GR1000XL 100 Ton
#44711 - \$575,000 Sale Rent RPO

ar13iq



2017 TADANO GTC600EX 66 Ton
#74369 Rental Purchase / Sale Avail

az50qn



2020 MANITEX 40124SHL 40 TON
#85974 Only 3 Units Available CALL

as44cq



2018 MANITEX 30100C 30 Ton
#72560 \$240,000 - Sale Rent RPO

ai44bi



2014 SHUTTLELIFT CD5515 15 Ton
#41168 \$92,000 New&Used In Stock

av16wg



2014 MANITEX 3051T 30 Ton
39327 \$190,000 NewUnits Available

ba35qj



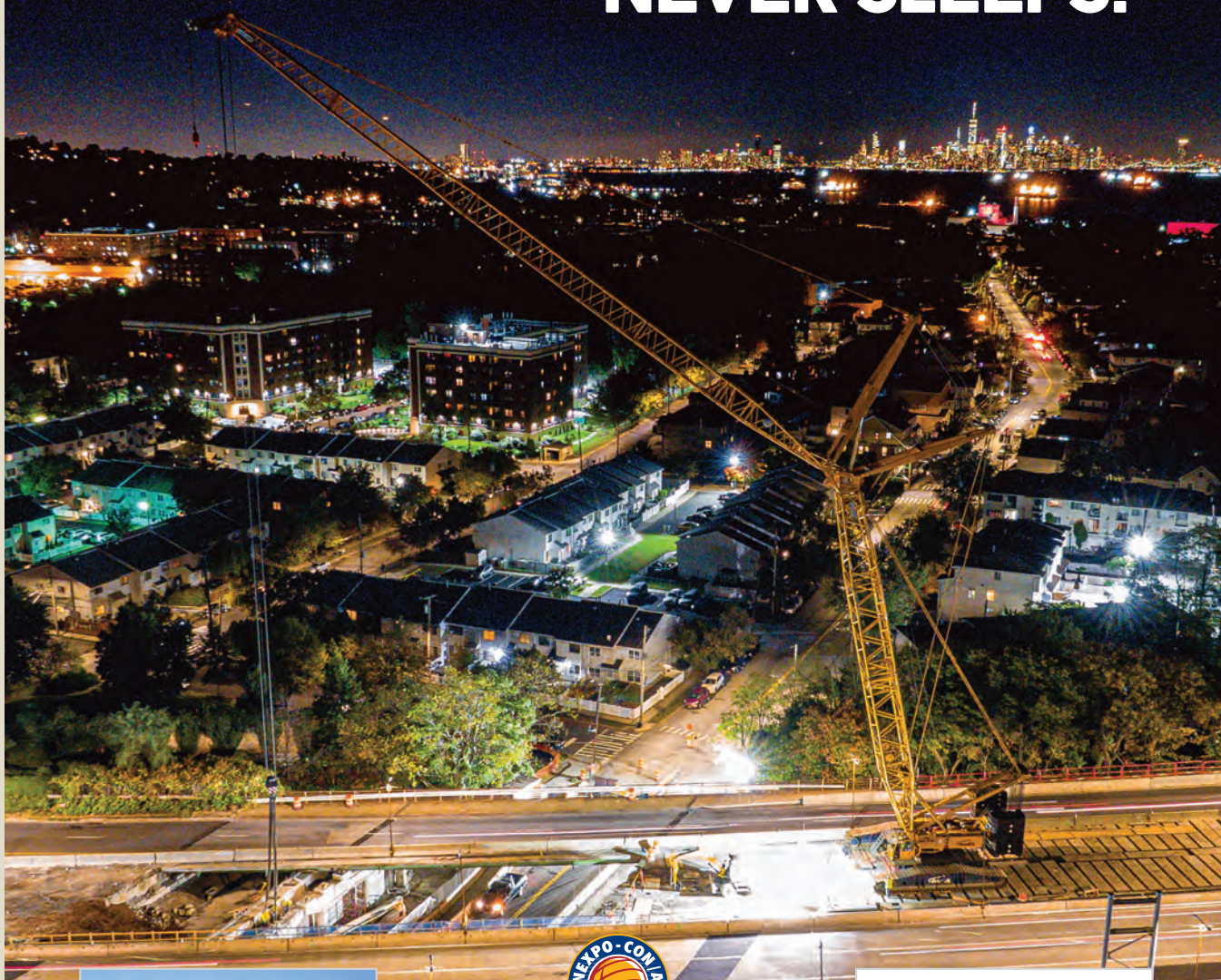
2018 MANITEX 26101C 26 Ton
#72540 \$218,000 New Units Avail

ba26fi



2013 SKYJACK ZB20044 #37855
\$90,000 20K Capacity 40FT Reach

CRANES THAT NEVER REST. PERFECT FOR THE CITY THAT NEVER SLEEPS.



Come see the Cranes, Inc. LTM 1110-5.1 at the Liebherr Booth at Conexpo-Con/AGG 2020



(718) 784-1776

5320 44th St | Maspeth, NY 11378

H&E EQUIPMENT SERVICES

YOUR FULL-SERVICE CRANE DEALER



RENTALS / SALES / PARTS / SERVICE

With over 50 years of experience in the crane business, H&E is the largest Manitowoc and Grove dealer in the world. As industry leaders, we provide the higher standard in new and used equipment sales, rentals, general crane service, and parts replacement. In addition, we have rebuilt hundreds of cranes from various manufacturers. With remanufacturing centers conveniently located throughout the United States, our state-of-the-art repair facilities are staffed with expert, factory-trained and certified service professionals.

- › Largest Manitowoc and Grove Dealer in the World
- › Crane Sales and Product Support Experts on Staff
- › Factory-Authorized Remanufacturing and Structural Repair
- › Factory-Authorized Component Rebuilds
- › Tier 4 Engine Repowers
- › Factory-Trained Technicians
- › In-Shop and Mobile Service
- › Largest New Inventory and Rental Fleet
- › **New and Used Manitowoc Parts**
- › Comprehensive New and Used Parts Inventory
- › Locations and Remanufacturing Centers Nationwide

EnCORE

Rebuild. Repair. Remanufacture. Exchange.

Manitowoc
Crane Care

GROVE
by Manitowoc

NATIONAL CRANE
by Manitowoc

Manitowoc

Manitex

MARINE
TRAVELIFT INC.

EFFER

Give us a call today!

877-HE-CRANE

HE-EQUIPMENT.COM

THE PREMIER SOURCE FOR TOWER, MOBILE, AND OVERHEAD CRANE SOLUTIONS



ARIZONA | CALIFORNIA | COLORADO | OKLAHOMA | TEXAS

STAFFORDCRANEGROUP.COM | 480-993-3302

Look Ma, no tag lines!



Turn loads safely by remote control.



www.torquer.com
Visit us at booth BL552

+31 30 774 0004 www.re-move.com

re-move

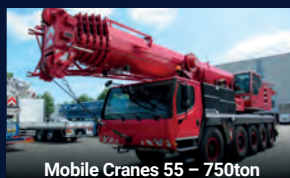
- ↑ Leasing
- ↑ Bare Rental
- ↑ Sale & Lease Back

OUR WORLDWIDE FLEET:

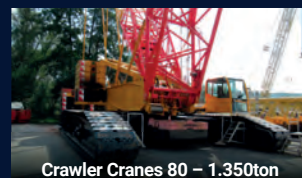
- Mobile Cranes 55 – 750ton
- Crawler Cranes 80 – 1.350ton
- Rough Terrain Cranes 55 – 100ton
- Mobile Tower Cranes 4 – 6 axles
- Heavy Transport Equipment

GLOBAL CAPACITY PROVIDER FOR
HEAVY LIFT AND TRANSPORT EQUIPMENT

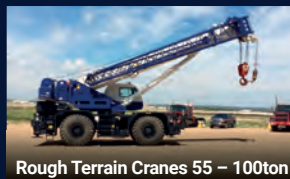
CRANES 4 CRANES



Mobile Cranes 55 – 750ton



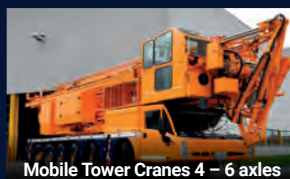
Crawler Cranes 80 – 1.350ton



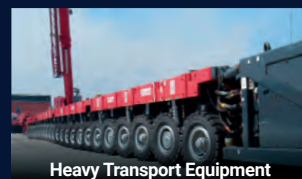
Rough Terrain Cranes 55 – 100ton

**CRANES AND
EQUIPMENT
FOR SALE**

CHECK OUR WEBSITE
FOR LATEST STOCK



Mobile Tower Cranes 4 – 6 axles



Heavy Transport Equipment

WWW.CRANES4CRANES.COM

First-class used cranes.

50 years | UNITED
by success



LTM 1750/2 (2018)



LTM 1030-2.1 (2016)



LTM 1060/2 (2004)



LTM 1070-4.2 (2016)



LTM 1100-4.1 (2005)



LG 1750 (2011)



LTM 1060.3.1 (2015)



LR 1600/2 (2014)

Tried and trusted quality for maximum reliability

- Mobile cranes of all sizes and makes
- Thorough inspection and repair/maintenance
- Can also be provided with guarantee on request
- International delivery service
- Wide selection of used equipment to choose from at www.liebherr.com

used.liebherr.com

**Used machines
from the manufacturer.**

E-mail: Mobile.Cranes.USA@liebherr.com www.facebook.com/LiebherrConstruction
E-mail: Crawler.Cranes.USA@liebherr.com www.liebherr.com

LIEBHERR

INTERNATIONAL SALES & BARE RENTAL SOLUTIONS

ALL TERRAIN CRANES

1x	130 t	Liebherr LTM 1130-5.1	NEW!
1x	170 t	Grove GMK 5170-1	2016
1x	200 t	Liebherr LTM 1200-5.1	2016
2x	220 t	Tadano ATF 220G-5	2012/2016
1x	220 t	Liebherr LTM 1220-5.2	2016
1x	250 t	Demag AC 250-5	2019
2x	250 t	Grove GMK 5250L	2016/2017
1x	250 t	Liebherr LTM 1250-5.1	NEW!
1x	300 t	Grove GMK 6300L	2016
1x	750 t	Liebherr LTM 1750-9.1	NEW!

CRAWLER CRANES

1x	400 t	Demag CC 2400 SL	2009
1x	650 t	Demag CC 3800 SL + BOOM BOOSTER NEW!	
1x	650 t	Demag CC 3800 SL	2015

CRAWLER CRANE WITH TELESCOPIC BOOM

2x	100 t	Liebherr LTR 1100	2016/2018
1x	220 t	Liebherr LTR 1220	2016

PLEASE VISIT OUR NEW WEBSITE



Established in 1946

Member of the ProDelta group

www.hovago.com

HOVAGO
Your global cranes partner

Toermalijnring 2200
3316 LC Dordrecht
The Netherlands
info@hovago.com
+31(0)10 892 04 75

NEW 2020 MAEDA MODELS

Upgraded Solutions for Limited Access & Confined Space Lifting

NEW!

Maeda
MC090-3
MC270-3
MC285-3



Introducing NEW Features

- Radio Wireless Remote Control
- Multi-Angle Outrigger Positions
- New Generation Programmable Moment Limiter Load System
- Swing Limits Programmable

MC090-3 - Under 2,000 lbs. Capacity Rating
MC270-3 - Meets NYC 6,000 lbs. Capacity Limit
MC285-3 - New Version of #1 Selling Mini Crane



VISIT US AT CONEXPO 2020 - Booth #F7532



SEE THE NEW MODELS IN ACTION AT CONEXPO

More at MaedaUSA.com/conexpo2020 or Call (713) 715-1500

AMERICAN CRANES & TRANSPORT

ACT DEALER LOCATOR**OPPORTUNITY KNOCKS WITH OUR NEW, IMPROVED DEALER LOCATOR PROGRAM**

Participate with your manufacturers by purchasing a listing on their page.

VISIT OUR NEW WEBSITE:

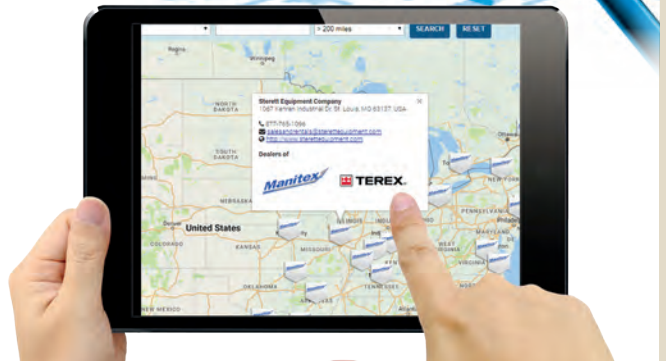
WWW.AMERICANCRANESANDTRANSPORT.COM

■ Your Dealer Contact Information included on OEM Specific Advertisements within ACT, North America's premiere magazine dedicated to crane, rigging and specialized transportation, and also featured in the digital issues.

■ Monthly e-cast of your dealer contact information to a global audience of buyers and/or rental companies.

■ ACT's Dealer Locator web portal is prominently displayed on www.americancranesandtransport.com and features clickable links to each OEM and to dealer web pages as well as a searchable map.

■ Full inclusion of all information in ACT's tablet edition. In a simple click/touch, readers can be directed to your website.



To participate in the Dealer Locator Program contact:

Bev O'Dell, National Account Manager

Phone: 816-886-1858

E-mail: bev.odell@khl.com



Brute Lift®

Heavy Lifting Equipment



NEW HEAVY CHASSIS LINEUP

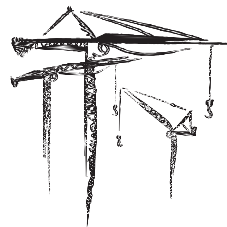
BRUTE LIFT BT160 - BT180 - BT200

Lifting capacities
160,000 lbs. - 180,000 lbs. - 200,000 lbs.

Please do not hesitate to contact us with any custom requirements
Email: sales@hmslift.ca Phone: 1.877.506.7770

www.hmslift.ca

TOWER CRANE • HOIST • MOBILE RENTALS and SALES



LEWIS

CRANE & HOIST

2214 FM 1187, Bldg. 1
Mansfield, TX 76063
817-225-1090

"YOUR TURNKEY CRANE & HOIST PROVIDER"

LOGAN LEWIS
CRAIG MARTIN - PRESIDENT
NICK LEWIS - GENERAL MANAGER
CAMERON SMITH - SALES MANAGER

Used Cranes

Demag AC 160-5

Capacity	176 USt
Main boom	40.7 - 223 ft
Boom extension	36 - 68.9 ft
Carrier hours	5,353 h
Counterweight	36 + 14.8 USt
Year	2016



Demag CC 3800-1

Capacity	716.5 USt
Main boom	521.6 ft (LSL_4)
Luffer	39.4 ft (LF)
Upper hours	4,655 h
Counterweight	55+226+314 USt
Year	2017



+1 203 451-3168

daniel.melnyk@tadano.com

DEMAG
TADANO GROUP

© Tadano Demag GmbH 2020. Demag is a trademark of Tadano Demag GmbH.



GLOBAL SALES & RENTALS

Houston, TX 77024, USA
Large fleet in stock
Phone: +1 (713) 975-7702
e-mail: info@LSMcrane.com



LIEBHERR A.T. CRANES 120-900T



(50+) TADANO RT CRANES IN FLEET



LIEBHERR LR1100 & 1220, 120/240T

ALL TERRAIN

LIEBHERR LTM1750-9.1, 900 TON, '20, 171' BOOM, 299' LUFFER RENT/RENT TO OWN.....	CALL
LIEBHERR LTM1500-8.1, 600 TON, '18&'20, 164' & 279' BOOM, 299' LUFFER RENT/RENT TO OWN.....	CALL
LIEBHERR LTM1250-5.1, 300 TON, '17-'20, 197' BOOM, 69' JIB, RENT/RENT TO OWN.....	CALL
LIEBHERR LTM1160-5.2, 190 TON, '19-'20, 203' BOOM, 62' JIB, RENT/RENT TO OWN.....	CALL
LIEBHERR LTM1130-5.1, 155 TON, '19-'20, 197' BOOM, 62' JIB, RENT/RENT TO OWN.....	CALL
LIEBHERR LTM1100-5.1, 120 TON, 171' BOOM, 62' JIB, RENT/RENT TO OWN.....	CALL

ROUGH TERRAIN

TADANO GR1600XL, 160 TON, '16-'20, 200' BOOM, 59' JIB, SEVERAL IN OUR FLEET.....	CALL
TADANO GR1200XL, 120 TON, '18-'20, 184' BOOM, 58' JIB, SEVERAL IN OUR FLEET.....	CALL
TADANO GR1000XL, 100 TON, '14-'20 154' BOOM, 58' JIB, SEVERAL IN OUR FLEET.....	CALL
TADANO GR750XL, 75 TON, '14-'18, 141' BOOM, 58' JIB.....	CALL

CRAWLER CRANES

DEMAG CC3800, 715 TON, 315' BOOM, 275' LUFF, S.LIFT.....	CALL
LIEBHERR LTR1220, 240 TON, 197' TELE-BOOM 72' JIB, RENT/RENT TO OWN.....	CALL
LIEBHERR LTR1100, 110 TON, 171' TELEBOOM, 62' JIB RENT/RENT TO OWN.....	CALL

OVER 100 UNITS IN FLEET

CALL FOR ALL YOUR CRANE NEEDS!!

www.LSMcrane.com

EQUIPMENT FOR SALE OR RENT

HIGH QUALITY FORKLIFTS built with riggers in mind



- 5 different models
- 17,000 lbs – 140,000 lbs lifting capacities
- Lp, Gasoline, and Battery powered models available, getting you into places other forklifts can't.
- Designed and built in the USA



VERSA-LIFT

785-594-7474

more information at www.Versa-Lift.com

CAREER OPPORTUNITIES

WOGRUBB CRANE RENTAL

Sr. Key Accounts Manager

W. O. Grubb, the leading provider of crane rental and steel erection services in the Mid-Atlantic, has an opening for a highly skilled Sr. Key Accounts Manager based out of their Major Projects Division in Richmond, Virginia. Candidates must possess the following: ability to maintain and develop close customer relations, completing agreements, being a source of current information, resolving problems, generating new business for the company, knowledge of heavy equipment sales, a high school diploma or G.E.D., ability to pass a drug test, background check, and a fit for duty test.

If you have the desire and feel you are ready to work in a high-performance, fast-paced environment, please visit our website at <https://www.wogrubb.com/careers.html>. Click to apply and submit your resume with profile online.

For additional assistance,
please contact Human Resources at (804) 271-9471

W. O. Grubb Steel Erection, Inc. is proud to be an Equal Opportunity Employer

CAREER OPPORTUNITIES



NCCCO Written Exam Prep Classes:

**Mobile Crane
Tower Crane
Articulating Crane
Rigger Level I
Rigger level II
Signal Person
Qualified A/D Director
Qualified Lift Director**



CTS operates a complete training facility where you can get hands-on training and take the Written and Practical Exams.

We also offer specialized consulting, training and testing at client locations or project sites.

Expert witness services are also available.

**375 Smith St. Farmingdale N.Y. 11735
845-701-5677**



Honolulu, Las Vegas, San Francisco & Guam

Link-Belt Crane Dealer for Hawaii & the Pacific Islands

Coming to Las Vegas for Con-expo?

We will be holding Certified Crane Operator Practical Exams at our Brand New Las Vegas Facility.....

Email us: doc.b@docbaileycranes.com
to schedule your exam.....

Link-Belt
CRANES

888-362-2245

www.888docbailey.com

SAFETY, TRAINING & INDUSTRY SERVICES

TRANSPORT & HEAVY HAUL

BUCKINGHAM
STRUCTURAL MOVING EQUIPMENT

(610) 488-8969
SALES & RENTALS
www.BuckinghamEquipment.com

Radio Remote Control System!

Buckingham Power Units
Engineered for maximum safety and efficiency. Proportional Hydrostatic drive with complete Radio Remote Control of Jacking, Steering and Air Braking Systems. Various models customized to meet your needs, with Diesel Engines from 24 to 173hp, and multiple Jacking and Steering ports.

Buckingham Dolly
Power Drive units are designed to move up to 350 tons per Dolly. Differential lock, Posi-traction, Power Steering or Caster Steering. Heavy-Duty multi-position tongue for towing and steering applications. 45-Ton capacity. Also available as Coaster units without driving capabilities.

MILLER
TRANSFER

Serving the United States, Canada and Mexico

FLATBED	HEAVY-HAUL	OVER-DIMENSIONAL TRANSPORT	CRATING/WRAPPING	WAREHOUSING	PROJECT MANAGEMENT

We Create Customer Specific Solutions that Exceed Expectations... Every Time.

Get more info at millertransfer.com/act

For your next project, contact:
dcochran@millertransfer.com or 330-325-2521 Ext. 271

ISO SmartWay FAST CTPAT

TRANSPORT & HEAVY HAUL

EMMERT

INTERNATIONAL

LET'S GET MOVING

WORLDWIDE RIGGING and TRANSPORTATION
Services from origin to destination

»»» We have the knowledge, expertise and equipment to meet your most unique and challenging project.

We specialize in transportation and rigging services for the power industry. We partner with industrial contractors, manufacturers, suppliers and utility companies to meet the demands that power our lives. »»»



INNOVATION



DEPENDABILITY



EXCELLENCE



ENGINEERED TRANSPORT - RIGGING - STRUCTURE RELOCATION

Visit us @ www.emmertintl.com - Phone: 1.800.936.6378 - 503.655.7191 Fax: 503.650.2289

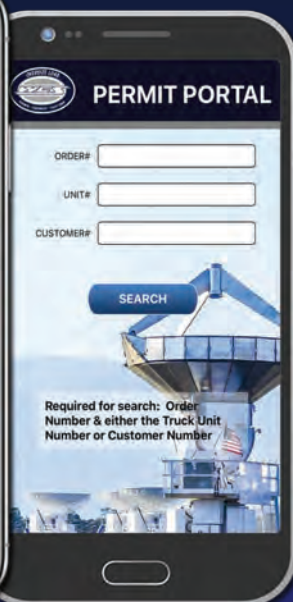
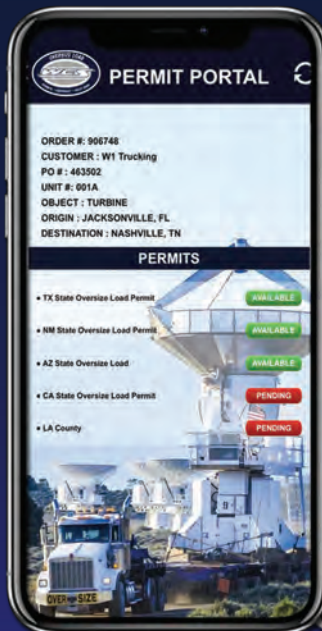




WCS PERMITS & PILOT CARS



PERMIT PORTAL



DOWNLOAD THE
PERMIT PORTAL App



Google play



Available on the iPhone
App Store

THE PERMIT APP THAT GIVES YOU
INSTANT TEXT NOTIFICATIONS
WHEN YOUR OVERSIZE LOAD PERMITS ARE READY

Call 888.PERMIT-3 or 888.737.6483 | WCSPermits.com

Renaissance man

Camile Landry is smart, humble and hardworking.

Camile Landry, founder of Deep South Crane & Rigging, points to “hard work and good luck” as the key reasons for his company’s success.

Ever humble and giving full credit to the Deep South team, Landry is known as one of the smartest men in the crane, rigging and specialized transportation industry. While he describes himself as “semi-retired,” he is still very much an innovator for the company. He works closely with Deep South’s engineering team on difficult projects, and he has a knack for adapting equipment to meet specific needs.

Landry is also involved in designing new VersaCrane models, including concept drawings and preliminary designs for the centerpiece crane. The VersaCrane put Deep South on the crane and rigging map worldwide and is one of the many reasons Landry has earned a legendary status.

It was the early 1980s when Landry started pursuing high capacity cranes for the Deep South fleet. He purchased a used 308-ton Demag from Johnston Crane & Rigging, negotiating the deal on a yellow legal sheet of paper for \$875,000.

As work proliferated, Landry purchased an 80-ton Grove, a 150-ton P&H and a 4-axle Cometto transporter. He bought another 308-ton Demag and a Demag TC-2000 with superlift, bringing Deep South into the 440-ton capacity market.

By the late 1980s, son Mitch Landry started looking into strand jack capabilities. When the old P&H facility in Escanaba, MI closed, a 500-ton heavy lift component became available for sale.

“Mitch decided



The first Deep South VersaCrane was built around a P&H heavy lift boom system.

that the boom sections could be modified into strand jack towers,” Landry said. “The person in charge of moving the boom onto our transport equipment asked me what I planned to do with it. Not knowing anything about strand jack systems, I said that we might just build a crane around it.”

Engineering dream team

The very next day Dieter Juergens, who had been head of engineering at P&H, called Landry after hearing that he wanted to build a crane. They made a deal that Juergens would work part-time from a crane concept Landry provided. An engineering team was organized on a “moonlighting” basis. And that’s how the first 1,500-ton VersaCrane TC-24000 came to be. Juergens told Landry that “building a crane around existing boom is like finding a hubcap on the side of the road and building a car around it.”

Landry’s vision was a new generation of large capacity cranes with smaller footprints and tighter tail swings and that could be transported on U.S. highways.

It’s been 52 years since Deep South Crane & Rigging started operations. Today the

company is a strong force throughout the United States and especially in the Gulf Coast region where petrochemical refineries and the petroleum industry rely on Deep South’s expert capabilities.

“Initially, my only goal was to be self-employed and use my engineering degree, but I enjoyed construction more than engineering, working out in the field with hard working craftsmen,” he said. “I never knew Deep South would turn into what it is now, but I took advantage of the opportunities we got, and it worked out.”

Another mainstay in the culture of Deep South is the Landry family. The third generation is now taking leadership roles.

“The partnership with my kids was a no-brainer,” said Landry. “We were all on the same page. We’ve always been close, and I always wanted my family involved. When you love what you do, it isn’t work.”

Running and growing Deep South has been challenging, but it’s also been a labor of love.

“We have always been surrounded by very smart, capable people,” he said. “The accidents always make an impact on you, and we try hard to put the resources in place to keep everyone safe and to improve each day. Dips in the market have their own financial challenges. I’ve always believed that if we came to work every day and worked hard, we could work through whatever challenge came. And everyone in the family feels a personal responsibility to our people. Our work is better because of it. Our cranes are better because of it. And we are better because of it.”

“ The VersaCrane line helped establish Deep South as a major player in the crane and rigging industry. ”

CAMILE LANDRY, Founder, Deep South Crane & Rigging



TOWER CRANES NORTH AMERICA CONFERENCE & RECEPTION

The essential learning and networking event for tower crane professionals across North America.

Miami Marriott Biscayne Bay, Miami, Florida, USA



JUNE 22, 2020

Evening networking reception

JUNE 23, 2020

Full-day conference

TICKETS

\$ 379 per delegate

SPEAKERS TO INCLUDE



**KEYNOTE
SPEAKER**
Mike Heacock
Manitowoc
Cranes



Eduardo Estelles
Windcrane



Jeff Haynes
USI Insurance
Services



Stephen Jehle
P&J/Arcomet



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



Michael Vlaming
Vlaming &
Associates



Mike Walsh
Dearborn
Engineers &
Constructors

See the website for the full program and speaker details

GOLD SPONSORS



SILVER SPONSORS



WELCOME
SPONSOR



RECEPTION
SPONSOR



SUPPORTING SPONSORS



EVENT PARTNER



CREATED AND ORGANIZED BY



BOOK YOUR PLACE NOW

www.khl-tcna.com

BIGGE Established 1916

CRANE and RIGGING CO.



LARGEST US FLEET:

- **Tadano RTs** • **Alimak Hoists**
- **Liebherr Crawlers**
- **Potain City Class Tower Cranes**

- **In-House Financing**
 - **Lease Purchase Options**
- RATES AS LOW AS 3%**



LIEBHERR

 **TADANO**

ALIMAK

POTAIN®

KOBELCO

PERFECT FLEET®

Experience Bigge's Perfect Fleet at ConExpo/ConAgg 2020 • Booth F-905100

Learn More by visiting CONEXPO.BIGGE.COM