

ACT

The magazine for the crane, lifting and transport industry

A KHL Group Publication
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PRODUCT FOCUS

**Telescopic
crawlers**

REGIONAL REPORT

Mexico

INDUSTRY FOCUS

**Crane
restoration**

Official domestic
magazine of
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Montreal's 'New Champlain' takes shape

Bridge building



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Another year

It is November 2017, and crane operator certification is still not mandatory in the United States. I remember back to the summer of 2016 when we were planning our editorial year for ACT. We discussed how exciting it would be that our November 2017 issue would cover all aspects of crane operator certification. I envisioned a huge special section that would chronicle and celebrate this milestone. Well that didn't happen.

In our Interview column starting on page 20, NCCCO CEO Graham Brent updates readers about OSHA's postponement of the new rule and the hurdles that will have to be crossed to actually make the November 2018 deadline.

And this summer we will plan that special section again for the November 2018 issue. Let's hope it comes to fruition.

In this issue we cover a lot of important topics, including our annual regional report on Mexico. Hal Lundgren reports that while the economic picture in Mexico has improved, there are still political issues and corruption problems that keep Mexico from reaching its full economic potential. Business people in Mexico continue to worry about Trump Administration policies. Because of the nervousness about NAFTA changes and a proposed border wall, not as many cranes, transport systems and rigging equipment are being purchased, Lundgren reports. But despite these worries, crane and rigging companies are seeing growth and have hope. See our Regional Report: Mexico starting on page 28.

Deciding if a crane should be repaired/restored or replaced is a complicated process. In our Industry Focus: Crane Repair, three well-known crane repair and restoration company executives discuss how to determine whether or not to fix a crane or buy a new one. This sounds like an excellent reality TV show, "Repair or Replace?" I envision the show in the vein of "Love it or List It" and "Fixer Upper." Would you watch it?

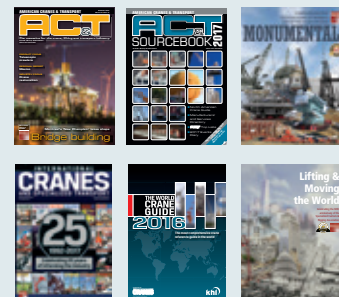
Hannah Sundermeyer reports on the ICUEE show last month and also offers a strong analysis of the telescopic crawler market in her Product Focus: Telescopic Crawlers starting on page 37. Also don't miss our Project Focus: Bridges that reports on large and small bridge projects throughout North America.

We also have two interesting site reports, one about a Bay Crane steam turbine generator haul and one about the take down of a hurricane-damaged tower crane in Miami.

And finally, let me hear from you about your people and projects.



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A Linden Comansa 21LC550 tower crane works constructing the main pylon of the New Champlain Bridge in Montreal. See Project Focus: Bridges on page 42.



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ICUEE REVIEW 10

Hannah Sundermeyer reports on the biggest take-aways from the 2017 ICUEE show in Louisville, KY.

**SC&RA CRANE & RIGGING WORKSHOP REVIEW 13**

The Kansas City event was filled with successful learning sessions and beneficial networking.

**INTERVIEW 20**

NCCCO's CEO Graham Brent gives the scoop on why mandatory crane operator certification didn't happen in November 2017.

ACT reports.

**51 SC&RA COMMENT**

Joel Dandrea advises on the best routes to recovery after natural disasters hit.

52 SC&RA NEWS

SC&RA's Leadership Forum program helps rising industry stars develop the skills they need to shine.

54 SC&RA RISK MANAGEMENT

Bill Smith discusses the do's and do not's for successfully managing claims.

MARKETPLACE

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

57 DEALER LOCATOR**64 PRODUCTS, PARTS AND ACCESSORIES****73 EQUIPMENT FOR SALE OR RENT****79 SAFETY, TRAINING & INDUSTRY SERVICES****79 CAREER OPPORTUNITIES****79 TRANSPORT & HEAVY HAUL****RIGGING REVIEW 24**

Bridon Brekaert, the Ropes Group, provides information on proper inspection of boom hoist ropes on mobile cranes.

REGIONAL REPORT MEXICO 28

The market in Mexico is optimistic and on the upswing. Hal Lundgren reports.

**INDUSTRY FOCUS CRANE RESTORATION 33**

Three experts help you determine if a crane is worth repairing or restoring or if it needs to be replaced. D. Ann Shiffler reports.

**PRODUCT FOCUS TELESCOPIC CRAWLERS 37**

No longer a niche crane, telescopic crawlers have become machines of choice across a variety of project types. Hannah Sundermeyer reports.

PROJECT FOCUS BRIDGES 42

ACT rounds up an array of interesting bridge projects going on around North America.

SITE REPORT LIFTING 46

ALL Crane tackles a tricky tower crane dismantling in Miami post Hurricane Irma.

SITE REPORT TRANSPORT 48

Bay Crane hauls three huge steam turbine generator components weighing in at over a million pounds.

DEPARTMENTS**6 NEWS****17 BUSINESS NEWS****19 NCCCO NEWS****56 SUBSCRIPTIONS****82 PEOPLE & EVENTS**

■ Barnhart has opened its second Kentucky location with a new facility in Calvert City. With this new branch in the Midwest, Barnhart now has more than 45 other branches nationally, including locations with branches in Tennessee and Illinois. The Calvert City location will provide customers in the area access to an inventory of local cranes ranging from 60- to 600-ton capacity, as well as specialized rigging equipment.

■ Trail King recently exhibited at the first ever North American Commercial Vehicle Show in Atlanta, GA, showing off its new MG-HG Detachable Gooseneck trailer, featuring interchangeable gooseneck styles. Trail King also accepted an award from Pressure Systems International.

■ Crane Institute Certification (CIC) has a new certification for tower crane operators. It covers covers self-erecting, fixed jib and luffing boom tower cranes. Tower crane operator candidates will pass a written and a practical exam to earn the certification.

Terex rolls out flat top tower crane

Terex Cranes has introduced the newest addition to its growing tower crane family, the Terex CTT 472-20 flat top tower crane. This new Terex 22-ton class crane expands maximum jib length to 262.5 feet and increases load charts over previous models offering the same lift capacity on the whole jib length, with a maximum load at the full length of the jib tip of 4.4 tons.

“Fresh off the introduction of our new hammerhead tower crane at ConExpo Con-Agg, we offer our customers the new CTT 472-20, an extremely versatile and robust flat top tower crane with great features requested by our customers,” said Marco Gentilini, vice president and general manager, Terex Tower Cranes. “The CTT 472-20 gives the market a flexible solution to meet



The new CTT 472-20 crane delivers extremely high lift capacities throughout its load chart and 11 different jib configurations from 98.4 to 262.5 feet to meet varying jobsite needs.

complex lifting challenges. With Terex fully committed to the tower crane business, we are accelerating new tower crane product development to meet our customers’ needs. This includes a new tower crane cabin that will advance operating efficiency and comfort for our new CTT 472-20 crane.”

Offering a 470 ton-meter load moment, the new CTT 472-20 delivers extremely high lift capacities throughout its load chart and 11 different jib configurations from 98.4 to 262.5 feet to meet varying jobsite needs.

“Here, Terex offers superior value for the customer, as this gives companies operating multiple Terex tower crane models the ability to efficiently manage component inventory and cost effectively meet their tower needs,” added Gentilini.

The new CTT 472-20 flat top tower crane offers a competitive maximum freestanding height to reduce erection time and lower costs. Optimized for transport, these tower segments come preassembled with aluminum ladders for fast erection and increased durability.

The new CTT 472-20 is the first tower crane model to include the new Terex cabin that will be installed on all flat top, hammerhead and luffing jib models. A new control system found on the CTT 472-20 crane offers expanded configuration options to meet different jobsite needs.

Wolff upgrades flat tops

The newly released Wolff 6020 Clear will replace the Wolff 6015 Clear, previously introduced in 2008. The newest member of the Wolff Clear family includes technical modifications, offering the customer highest degrees of flexibility and safety in the 140-meter ton range.

Due to continuously increasing demands on tower cranes and ever more complex challenges faced on construction sites, Wolffkran decided to completely overhaul the successful Wolff 6015 Clear. Major improvements of its successor, the new Wolff 6020 Clear, include an increased tip load capacity and the integration of numerous design details of the

latest Wolff Clear models.

It is offered as the 6-ton version Wolff 6020.6 Clear and the 8-ton version Wolff 6020.8 Clear, with three different tower connections per version.

“Compared to its predecessor, the 6-ton version can lift 2.0 tons instead of 1.5 tons at the tip at a [197-foot] jib radius, while the tip load capacity of the

8-ton version was increased from 1.5 tons to 1.8 tons,” said Gerd Tiedtke, product manager, Wolffkran.

The new 37.5 horsepower hoist winch is installed in the Wolff 6020.6 Clear allowing for faster working times with partial load speeds of up to 354.3 feet per minute, the company said.



In comparison to the Wolff 6015 Clear, the new Wolff 6020 Clear features even more galvanized parts, such as railings, platforms and covers, as well as specially coated bolts to prevent corrosion.

■ Goldhofer now holds a majority share in its long-standing sales and service partner Flite Line Equipment. This partnership strengthens Goldhofer's presence in the U.S. and the rest of the Americas. Goldhofer now has a strong basis for further expansion in the world's largest market for ground support equipment and for even closer and more professional support for its customers, the company said.

■ Van Beest – manufacturer of Tycan, Excel and Green Pin lifting equipment – has acquired the majority of the shares of Irizar Forge, based in the Basque Country of Spain. Irizar Forge makes heavy duty crane hooks and blocks. It has manufacturing facilities that produce hooks, crane blocks and related accessories with a lifting capacity of up to 5,000-tons. Irizar Forge develops its tailor-made solutions for offshore and onshore application in industries such as oil and gas, construction, marine transport, industrial processing, nuclear, mining, hydro and steel.

Walter Payton takes on PM account

Manitex International added Walter Payton Power Equipment to its PM distributor network. Headquartered in Riverdale, IL, Walter Payton Power Equipment will provide sales and service for PM articulating cranes in the Midwestern portion of North America. Initial orders of PM cranes have been placed with deliveries expected to start in the third quarter of 2017.

Walter Payton Power Equipment is one of the largest crane and heavy equipment distributors in the Midwest with full-service facilities in Riverdale, IL, Lebanon, IN, Evansville, IN, New Albany, IN and Taylor, MI. The company also represents Manitowoc, Grove, Manitou and Talbert product lines.

Samuel Rooke, PM business

manager, said, "We are pleased to add such a high-profile dealer as Walter Payton Power Equipment with its proven track record in the industry to the PM

distribution family. They are a leader in crane sales, service and technical support, and we look forward to building a mutually rewarding long-term relationship." ■

CraneWorks inks huge Manitex deal

Over the course of 2018, CraneWorks will add \$12 million in Manitex cranes to its North American inventory, including the Manitex 35124 C, TC40142S, 40124SHL and TC50155SHL. The deal will add more than 1,200-tons of lifting capacity to the CraneWorks fleet.

"CraneWorks is proud to be a longstanding distributor of Manitex products," said Keith Ayers, CEO. "Our customers trust us to provide reliable lifting equipment at an affordable price point, and we know Manitex won't let us, or our customers, down. Today's announcement with Manitex further cements the long and fruitful partnership between our two companies."

The 31 new Manitex boom trucks continues CraneWorks' growth and underscores its commitment to serving its customers, Ayers said.



CraneWorks is poised to meet the increasing demand of the energy sector by adding 31 new boom trucks to its inventory in 2018.

Tadano expands Coastline's reach

Tadano America has expanded Coastline Equipment's crane division territory to include Nevada and Idaho. Since 2005, Coastline Equipment, a division of Bragg Companies, has provided crane sales, rental and customer service for Tadano cranes in California and Baja, Mexico.

"Tadano manufactures the most reliable, dependable and efficient cranes on the market today," said Neil Goodale, general manager, Coastline crane division. "The cranes are designed to be safe and cost-effective to own or rent and operate. This dependability is why Bragg and our customers repeatedly

choose Tadano rough-terrain and all-terrain cranes."

Ron Dogotch, vice president of national accounts, Tadano said, "Coastline Equipment



Tadano has recently expanded Coastline Equipment's crane division territory to include Nevada and Idaho.

continues to be a great partner strongly committed to the sale, rental and support of Tadano cranes."

Scott Bragg, vice president/COO of Bragg Companies, said, "We are excited to grow our Tadano crane sales and rental operations into these new areas. As the Bragg Companies continues to expand our footprint in the Western U.S., it provides us with additional opportunities to grow the crane division of Coastline Equipment." ■



Chellino Crane's Liebherr LTM 1500.8.1 hoists a 130,000-pound overhead crane.

M-L Holdings acquires Chellino Crane

M-L Holdings Company Crane Group has acquired Chellino Crane, based in the Chicago area. Founded in 1947 by Sam Chellino, the company has grown to become one of the largest crane companies in the Midwest.

"We are excited to add such a great company to our existing network of crane branches," said Scott Wilson, president, M-L Holdings Company Crane Group. "The acquisition of Chellino Crane extends our reach across the Midwest, allowing our combined customer base to access additional resources quickly and efficiently. The Chellino family and M-L Holdings Company Crane Group will continue to provide the same great service and support customers have grown to value over the years."

With the addition of Chellino Crane, M-L Holdings Company Crane Group has increased its crane service fleet to a total of 14 full-service branch locations supplying 427 employees, 265 cranes with sizes ranging from 600 to 8.5 tons, 475 trailers, 310 road tractors and 75 forklifts.

IMT introduces new articulating models

Iowa Mold Tooling (IMT) is introducing four new articulating crane models and revisions to its crane lineup. The four new models were designed to deliver superior performance.

"After evaluating the market, we developed four new articulating crane models to meet the growing lifting demands of our customers," said John Field, articulating crane product manager, IMT. "We also increased lifting capacity on current radio-remote articulating crane models to improve upon the high performance and economical lifting solutions the IMT crane line offers."

New models include the 610, 710, 810 and 910. The four new models will



replace the 5/33, 6/39 and 7/48 articulating models in the IMT portfolio. The new articulating cranes offer impressive and versatile increased lifting capacities in the 40,000 to 70,000 foot-to-pound range, the company said. Also available on the new cranes is the Electronic

Pictured: IMT's 610 articulating crane. New models include the 610, 710, 810 and 910. The four new models will replace the 5/33, 6/39 and 7/48 articulating models in the IMT portfolio.

Vehicle Stability (EVS) system. Implemented to prioritize operator safety, EVS monitors the crane stability and warns the operator when the tilt of the truck's chassis approaches a pre-set angle. The EVS system integrates with Rated Capacity Limiter (RCL), a key safety component that monitors the crane's load moment, operation and function. Additional new features include internal hose routing, the "j" stow hook and improved lift to weight ratio on all models. ■

ALL Crane strengthens fleet

The ALL Family of Companies has strengthened its fleet by adding two Manitowoc MLC650 crawler cranes and four new Grove GRT8100 rough terrain cranes.

The MLC650 has a 717-ton capacity and features the Variable Position



ALL Family of Companies has strengthened its fleet with two Manitowoc MLC650s and four Grove GRT8100s.

Counterweight technology that automatically positions the crane's counterweight to match lifting demands. ALL said the MLC650 strengthened its fleet in critical industries, especially for energy-related projects, including refineries, petrochemical installations, and power plants, as well as infrastructure applications.

The Grove GRT8100 was designed with input from crane owners and operators to incorporate some of the most-requested features for a rough terrain crane. The GRT8100 features a 100-ton capacity and a 154-foot, five-section, full-power Megaform main boom with sequenced, synchronized extension capability.

"The addition of these machines demonstrates our continued commitment to putting the right equipment in

the hands of our customers," said Rick Mikut, crawler crane division manager, ALL Family of Companies. "Although meant for very different jobs, what these two cranes have in common is versatility. It's what today's jobsites demand, and ALL is responding to that reality." ■

■ Houston-based Alimak Hek, and Maxim Crane Works, based in Bridgeville, PA, have formed a strategic alliance where Alimak Hek will supply personnel and material hoists to complement Maxim Crane Works' tower crane and lifting services rental fleet. The alliance will allow Maxim to offer turnkey solutions to its core customer base of general and industrial contractors for all their lifting and vertical transport requirements.

HIGHLIGHT

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Louisville's ICUEE was the perfect combination of business and fun. **Hannah**

Sundermeyer

reports.

Keeping up



Point to Louisville on a map, and you may think of Kentucky Fried Chicken, the Cardinals and The Brown Hotel. But for our industry insiders, when you think Louisville, you think ICUEE.

On October 3-5, booms filled the sky at the Kentucky Exposition Center at the 2017 show. A roller coaster and a Ferris wheel added to the mix. More than 900 exhibitors from across the globe gathered to showcase new products and mingle



Bill Higginbotham and Denny Davis showed off a sampling of Crosby's rigging gear.

with customers from near and far. Tracking close to the 2015 record-breaking attendance, nearly 18,000 registered attendees from all 50 states and more than 50 countries worldwide were present.

With machinery and utilities as far as the eye could see, the air was laden with excitement about new products and hope for an improving market. Similar to the positive attitude emulated at ConExpo this year, ACT was told by numerous companies that sales were on the upswing.

Manitowoc's Grove GHC30 telescopic crawler made its ICUEE debut. Also on display from Manitowoc were the National NBG 45-1 and the National 890 D boom trucks.

With equipment in three areas, Altec had more than 45 machines on display. The Demo Lot was a popular scene as boom trucks and other specialty units were seen in action.

Elliott presented the new 40142 boom truck and new 34142 track-mounted crane. A vintage HiReach machine was also a big crowd pleaser, as Elliott incorporated a "retro" twist to their booth.

Tadano Mantis brought two GTC-Series cranes, the newest being the 35-ton teleboom crawler, the GTC-350.

Manitex displayed its TC440-TC500 series of telescopic cranes, in addition to the unveiling of an A62 truck-mounted aerial lift platform. The company also celebrated its 30th anniversary at the show.

Crane simulation training from CM Labs and Hirschmann drew quite the crowd of attendees eager to try their hand at virtually navigating cranes and other heavy machinery through a variety of obstacles.

Scott Powerline's Jamie Salter, Twayne Hosea and Karla Trevino man the company's indoor booth.



Elliott Equipment's Jim Glazer and Terry Radenslaben point out the attributes of the company's utility equipment, including the 40142 boom truck.



To show examples of its ground stabilization products, Quality Mat displayed a variety of crane models.



Elliott went "retro" with this 1959 Model ECE-40 HiReach unit.



The Altec Dome featured more than 45 pieces of equipment and machine demonstrations.



ICUEE 2017 featured 28-plus acres of exhibits (nearly 1.24 million square feet) of the latest utility and construction equipment, products and technologies and more than 1,000 exhibitors.

in Kentucky



Jo Roberts of LUBE-A-BOOM was promoting the company's newest products: LUBE-A-SHINE and LUBE-A-ROPE liquid.

Talbert Manufacturing's Scott MacRae walked ACT through both the 35CC-HRG lowbed trailer and Air Ramp Series. The series includes the 20-ton capacity AC-20-ART and 25-ton capacity AC3-25-ART.



CM Labs launched a new mobile simulator that drew quite the crowd. Gary Barrett is pictured giving it a quick test drive.



Manitowoc's Harrison Hipple and Dustin Loudon of Walter Payton Power Equipment stand in front of the Grove GHC30 telescopic crawler, which made its debut at ICUEE.



Michelle Jarvis and Lisa Bates show off one of many synthetic ropes on display at the Samson booth.



Looking down on the Manitex stand, it was all ready for the gates to open every morning.



Joe Caywood, director of marketing for Terex, led the equipment demonstrations for a variety of aerial devices, digger derricks and cranes.

“ We had a great turnout and participation at ICUEE 2017. It was inspiring to see the enthusiasm of so many utility and construction professionals networking and sharing ideas and finding the product innovations and solutions that will help them grow their businesses. ”

RICK RODIER, Vice President, Sitework Systems Division of The Toro Company and 2017 ICUEE chairman.



From left to right, Raymond Jarvis, Dakota King and Zach Dewar wait their turn for the crane simulator.



Bigfoot Construction Company showcased a variety of American-made plates, outrigger pads and cribbing. Seen here is Bigfoot's Tom Goggin manning the booth.

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GTC-800

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130 ton @ 10ft



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Discussing the challenges of wire rope for crawler cranes were panelists Tony Fastuca, ASC/Python America; Justin Brown, Uniropo Limited; Mario Hartl, Teufelberger and Dave Sleightholm, Bridon Bekaert.



ITI's Zack Parnell discussed the evolution of virtual and augmented reality technologies and how they can impact training and safety.



ISE Fleet Services' Chris Nelson informed the audience about why the new ELD mandate is not just a trucking issue.



Hydra-Slide's Don Mahnke discussed the physics of a move.

NBIS' Bill Smith explained the role of the lift director on a jobsite and how to assure he or she is qualified.



Success!

With plant visits, educational sessions, engaging presentations and networking events, the SC&RA Crane & Rigging Workshop was a resounding success.



SC&RA Crane & Rigging Group Chairman Michael Vlaming welcomed some 630 attendees to the Kansas City event.

Despite a spate of hurricanes, the SC&RA Crane & Rigging Workshop last month in Kansas City put up some really good numbers.

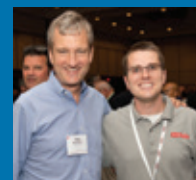
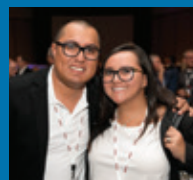
More than 630 member companies attended the event held at the Sheraton Kansas City Hotel at Crown Center. Of those attendees, 148 were first-time attendees. As well, 29 international members from eight different countries made the trek to Kansas City to participate in the



AGC CEO Stephen Sandherr presented an interesting analysis of America's infrastructure needs and what it will take to fix them.

networking events, tour local plants, hear a range of presentations about important industry trends and issues as well as participate in the Exhibit Center that featured 90 exhibitors. Bookending the Crane & Rigging Workshop were events at two local companies, an open house and tour at

>14



Breakfasts, coffee breaks and nightly receptions gave SC&RA Crane & Rigging Workshop attendees the opportunity to meet and greet, renew old friendships and make new contacts.



SC&RA's second Leadership Forum brought together the next generation of crane and rigging leadership to discuss industry trends, solve common workflow problems and build leadership connections.



Versa-Lift/Custom Mobile Equipment and a plant tour of WireCo WorldGroup.

The Workshop kicked off with a keynote address by Stephen Sandherr, CEO, Associated General Contractors of America, who gave the audience an information-packed presentation centered on how the Trump Administration plans to tackle U.S. infrastructure needs. He estimated that it will take \$4.6 trillion in the next 10 years to get the nation's infrastructure up to par. Some economists claim infrastructure spending is the key to wiping out poverty, creating economic growth and increasing employment. An interesting Q&A session followed,

Offering inspiration and motivation was a deeply personal talk by Dewey Bozella. His presentation 'Unbreakable: The Dewey Bozella Story' articulated the incredible journey that shaped his perspectives, relationships and opportunities.



Pictured with Stephen Sandherr are SC&RA President Terry Young (left) and Michael Vlaming (right).

allowing Sandherr to impart even more insight into his take into what's going on in Washington D.C.

The inspirational highlight of the event was a deeply personal talk by Dewey Bozella, recipient of the 2011 Arthur

Ashe Courage Award. Bozella's presentation 'Unbreakable: The Dewey Bozella Story' articulated his incredible journey that shaped his perspectives, relationships and opportunities. A former amateur boxer, Bozella was wrongly convicted of murder and imprisoned for more than 26 years before his conviction

was overturned in 2009. But Bozella made the best of his prison time, becoming the prison's light heavyweight boxing champion. He earned his bachelors and master's degree. Shortly after being released he told an ESPN reporter that he still dreamed of fighting professionally. In 2011, at age 52, that dream came true when he made his winning debut in the ring against Larry Hopkins.

Workshop highlights

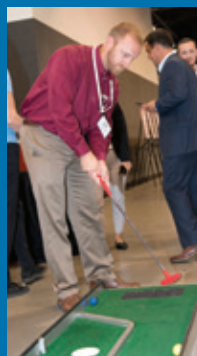
SC&RA's Crane & Rigging Committees met to discuss issues and topics of industry interest. The Exhibit Center, always a workshop highlight, was a chance for member vendors to network and discuss new products and services with current and prospective clients.

Educational and breakout sessions covered electronic logging devices, wire rope, virtual and augmented reality technology, the physics of a move, preparing for litigation, engineering and safety, lift director qualifications, below-the-hook lifting and a recap of the 2017 Rigging Jobs of the Year.

The SC&RA's new Leadership Forum, a one-day program designed for developing the next generation of crane and rigging leaders, was held on Wednesday, September 20. Some 15 young industry professionals participated in the Forum.



With a sold-out 90 exhibitors, the Exhibit Center was a place for doing business and having a little fun in the process.



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Share prices in the heavy equipment sector have continued to rally on the back of improving market conditions.

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.

Renewed rally

Crane and construction equipment manufacturers continued to enjoy rising share prices as Fall set in. This pushed the ACT Heavy Equipment Index (HEI), a measure of the sector's stock market value, above 200 points for the first time since mid-2011.

One of the key drivers for this buoyancy has been the improving outlook for global construction equipment markets this year. Most strikingly, there has been a huge surge in earthmoving equipment sales in China in 2017, while several other key markets around the world are in reasonable health.

These factors have in turn driven analysts to upgrade their outlooks for key stocks, and in this sector by far the most important is Caterpillar. Positive upgrades can be something of a virtuous circle, as they reinforce an optimistic outlook, and it was this which drove Caterpillar's shares to a succession of record highs

in September, following an upgrade from UBS.

When it comes to share price movements in this sector, it is usually the case that where Caterpillar goes, others follow. As a result, most of the other stocks which make up the ACT HEI have rallied over the last four weeks or so.

As this month's graph illustrates, the growth in the equipment sector this year has far out-stripped that of the more widely-watched market indicators over the last year, and particularly in the most recent five to six months.

The longevity and strength of the market rally suggests that it is underpinned by a genuine recovery in end markets, and it is significant that it has endured through a cycle of several sets of quarterly results.

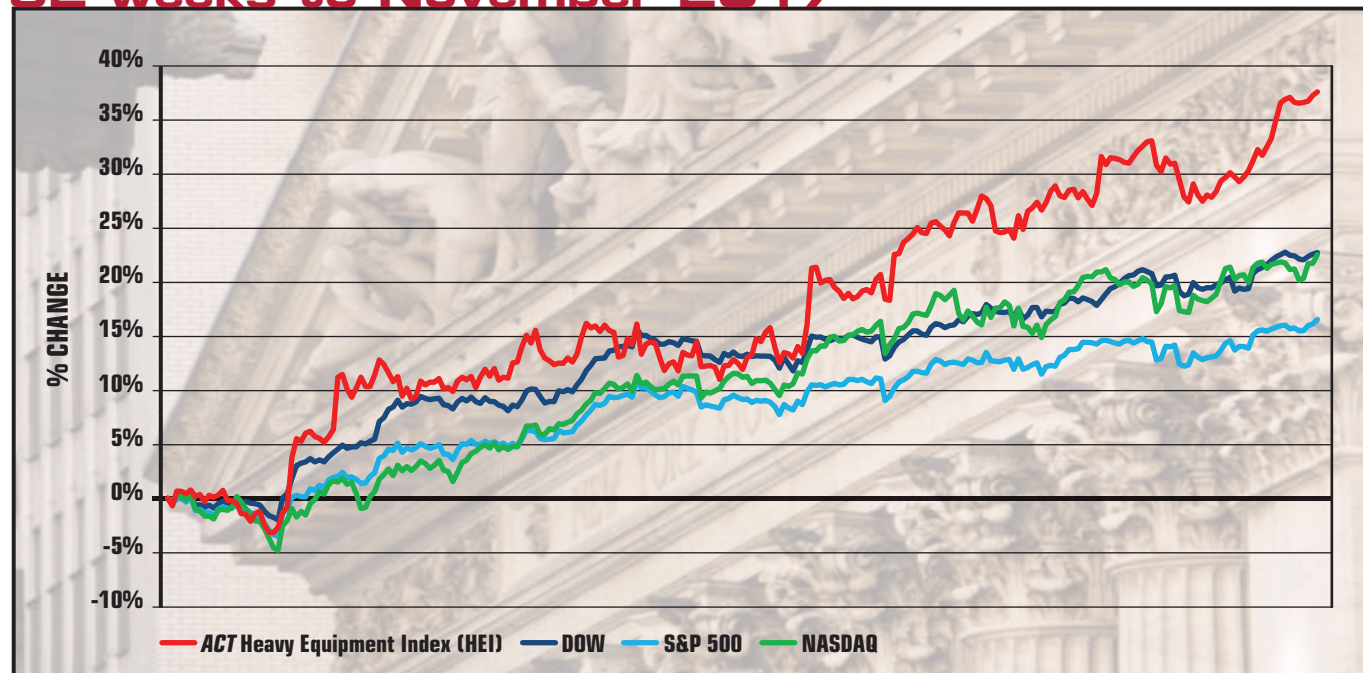
At the time of writing, third quarter financial results were eagerly awaited from all of the companies which make up the ACT HEI. These are likely to set the tone for the rest of the year, and it will be Caterpillar

which will be most closely watched.

One interesting point here is that while the markets are a little prone to lumping all construction equipment manufacturers together, there are different factors at play for each of them. A key point is that while global markets for earthmoving equipment are looking good this year, demand for cranes is yet to pick up. It will therefore be interesting to see what Terex and Manitowoc report in terms of their order intake to see if this indicates the early signs of an improvement.

But it is not just results which drive share prices. Terex has taken various steps to return value to its shareholders in the third quarter of the year by selling its holding in Finland's Konecranes, which it received as payment for its port equipment business. The company has announced it will use some of the proceeds to buy back up to \$225 million worth of shares. ■

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NCCCO promotes lift safety at ICUEE

As a leading advocate of jobsite safety and source of information for the industry, the National Commission for the Certification of Crane Operators (NCCCO) was again highly visible at this year's International Construction and Utility Equipment Exposition (ICUEE). The biennial ICUEE, also known as "The Demo Expo," is the leading event for utility

At ICUEE, NCCCO was also proud to once again participate in the Benefit Auction to help connect military veterans with quality jobs via the **Call of Duty Endowment**. NCCCO donated two lots to be auctioned: a \$1,000 voucher for CCO exam fees and a \$1,000 credit for NCCCO branded merchandise. NCCCO has a long history of supporting veterans and assisting serving military personnel in their certification efforts and has been an approved certification provider under the terms of the Montgomery G.I. Bill since 2001. "It's an honor for NCCCO to be able to contribute to this auction and continue to support veterans' transition to civilian employment," noted NCCCO Chief Executive Officer Graham Brent.

professionals and construction contractors seeking comprehensive insights into the latest industry technologies, innovations, and trends.

ICUEE 2017 was held in Louisville, KY, October 3-5, and was the largest in the show's history with 28-plus acres of exhibits (nearly 1.24 million net square feet) of the latest utility and construction equipment, products, and technologies. More than 1,000 exhibitors and nearly 18,000 registered attendees from all 50 states and more than 50 other countries worldwide attended.

A focal point of the event was NCCCO's presentation at the indoor ICUEE Demo Stage, which expanded the show's outdoor equipment demo component to an open area inside the exhibit hall. NCCCO's Manager of California Affairs Richard (Dick) Thompson, CSP, was a featured speaker with his presentation on common regulatory misinterpretations and misconceptions. Specifically addressing two types of equipment used throughout the utility industry – digger derricks and service truck cranes – Thompson illustrated different factors that affect whether regulations require operators to be certified or not.



In keeping with "The Demo Expo" theme, NCCCO's Lift Safety Zone featured hands-on demonstrations of NCCCO's internationally accredited (ANSI/ISO) and OSHA-recognized personnel certification exams. Qualified attendees had an opportunity to try their hands on the service truck crane's controls to test their skills on an actual CCO practical exam course (see photo above).

CCO written and recertification exam administrations for those seeking to become CCO-certified or renew their certifications in most NCCCO programs were also available.



"The bottom line is that it's not just the type of equipment that determines whether operator certification is required, but (and even more importantly) the precise activity being performed," noted NCCCO's Richard (Dick) Thompson, CSP, in his presentation on the ICUEE Demo Stage. **"In the morning, operators may use a given piece of equipment without falling under OSHA's operator certification requirements; however, in the afternoon they may need to use that same equipment to do different types of work that do require operator certification. The safest thing, therefore, is to ensure that operators are in fact certified so that their employers are covered no matter what activities they end up doing."**

NCCCO expands its Western regional office

Reflecting the increasing demand for CCO certifications nationwide, the National Commission for the Certification of Crane Operators (NCCCO) recently consolidated its two Salt Lake City, UT offices into a single, larger new office in the suburb of Murray, UT. The new office significantly expands the total footprint of NCCCO's Western Regional Office to more than 7,000 square feet. NCCCO's offices in Dunedin, Florida and Fairfax, Virginia are unaffected by the move.

In addition to managing NCCCO's vital Practical Examiner and Audit programs, the new office also hosts many of the Testing Services Department's exam-related activities, including candidate written and practical exam processing, computer-based testing, CCO certification card production, and permanent storage of candidate records.

The office suite will also be able to accommodate Practical Examiner Accreditation Program (PEAP) workshops and refresher courses, as well as instructor and auditor training.

Featuring state-of-the-art connectivity, meeting rooms are equipped with audio-visual systems for teleconferencing and are large enough to host NCCCO Board meetings, exam management committee meetings, and program development activities.



Graham Brent talks to *ACT* about why mandatory crane operator certification was delayed until November 2018.

Another

Until August of this year, mandatory crane operator certification was set to go into effect in the United States this month. November 2017 was the deadline OSHA had set to publish the new rule that has been in the works for more than 15 years.

The National Commission for the Certification of Crane Operators (NCCCO) has a naturally profound interest in the proposed rule and wants to see it published. But the organization also wants to make sure the rule that is put in place is enforceable and is in line with the intent of the Cranes and Derricks Advisory Committee (C-DAC) that wrote the original draft of the rule 14 years ago.

The delays have been frustrating, and few people have been more involved in seeing the rule getting published than Graham Brent, CEO of NCCCO.

But he said NCCCO and a majority of the crane and rigging sector is actually supportive of the delay because the current language as interpreted by OSHA would not have the desired safety benefits.

Since November 2017 was supposed to be the month the industry celebrated the milestone of mandatory crane operator certification, *ACT* checked in with Brent to parse the delay

and get his take on the future of the rule, if it will happen in 2018 and other issues pertinent to crane operator certification.

IT'S NOVEMBER 2017 AND MANDATORY CRANE OPERATOR CERTIFICATION DIDN'T HAPPEN. WHY DID OSHA DELAY IT AGAIN?

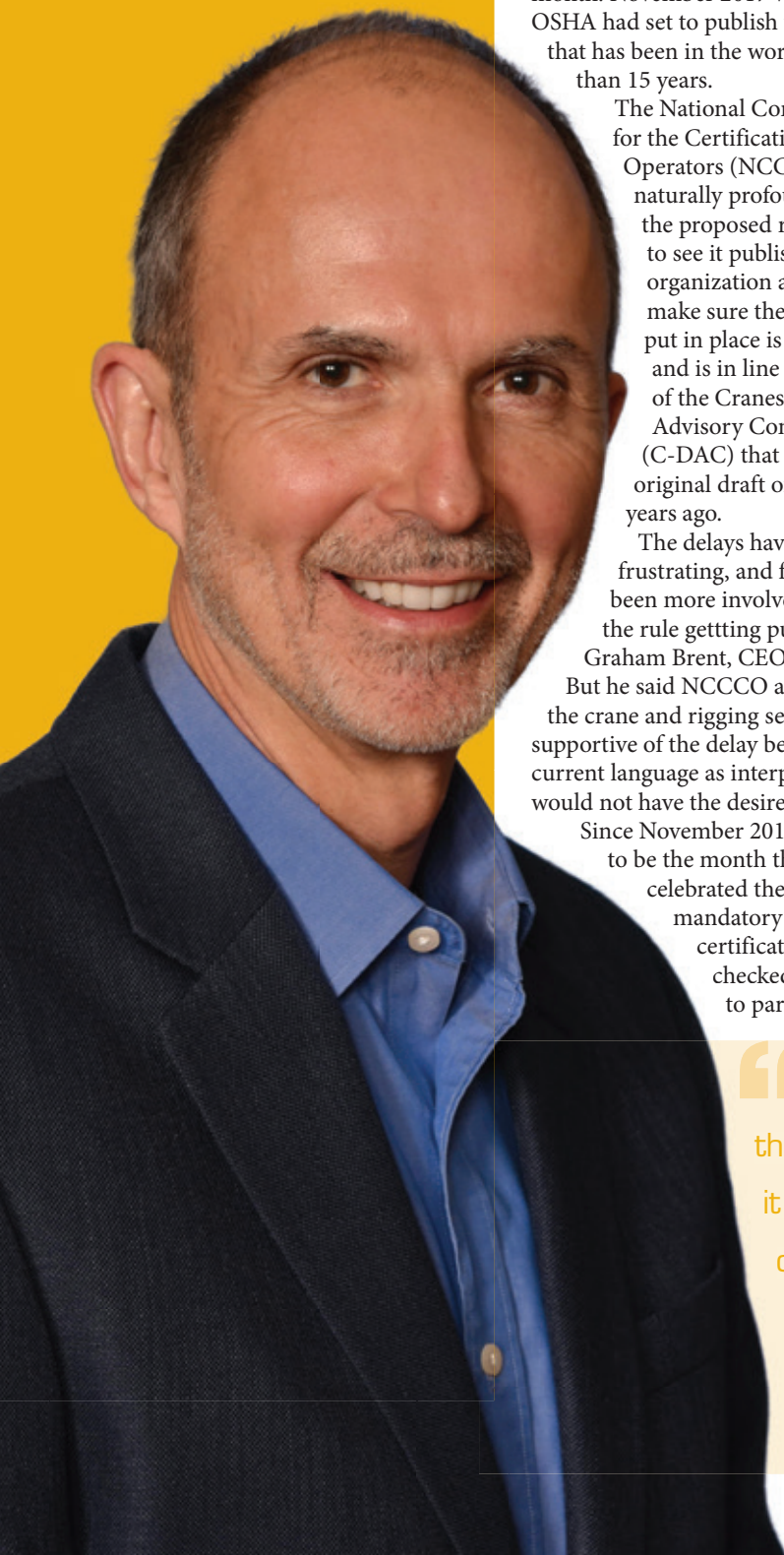
Basically, they ran out of time. By all accounts, the Proposed Rule that OSHA wrote to fix the rule was all done but failed to get over to OMB (the Office of Management and Budget) for mandatory review prior to the new administration coming in. Everyone – including the folks over at the Directorate of Construction – was disappointed. After all it's been fully three years since the operator certification requirement was due to come into effect and we still don't have a federal requirement for crane operator certification.

DO YOU BELIEVE IT WILL HAPPEN NOVEMBER 10, 2018?

[Laughs.] Well, I don't have a crystal ball any more than anyone else does. We all thought it would be done well before now, of course. But this rule has been fraught from the get-go. Don't forget that C-DAC (Cranes and Derricks Advisory Committee), the committee that wrote the draft document, completed its work in just 12 months, delivering its finished product to ACCSH (the Advisory Committee on Construction Safety and Health) in 2004. It wasn't until seven years later that the rule was finally published, and not before it had to navigate a tortuous path through the regulatory pathways of Washington, DC.

“ I don't have a crystal ball any more than anyone else does. We all thought it would be done well before now, of course. But this rule has been fraught from the get-go. ”

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



year

WHAT IS REQUIRED TO MAKE IT HAPPEN ON NOVEMBER 10, 2018?

Even though the Proposed Rule may be completed we still have to see it published, following which there will be a public comment period. If there's considered to be significant financial commitment by employers in complying with the rule then a fiscal impact study may have to be conducted. We also shouldn't rule out a public hearing. Only when all that is completed can a Final Rule be published. Based on OSHA's regulatory track record, that's quite a lift for just 12 months.

CAN THE CRANE INDUSTRY HELP MOVE OSHA ALONG?

It already has in many ways. In fact, without the industry's intervention over the last 14 years I firmly believe we would not be where we are today. It's not generally known or remembered that this rule almost died several times along the way. If it hadn't been for successive appeals to various government agencies (the Small Business Administration and the White House Office of Management and Budget, for example) by industry groups and individuals passionate about ensuring workers be afforded a chance to benefit from the increased safety the rule could provide, I really doubt it would have seen the light of day. Once it was published, we had to deal with the operator certification issues that are still on the table, namely certifying by type and capacity or type alone, and whether certification equals qualification. It took the formation of an industry coalition – the Coalition for Crane Operator Safety – along with two public hearings and meetings of ACCSH to turn OSHA around on this.

WHAT ARE THE BIGGEST ISSUES TO GETTING THE RULE RIGHT FOR ALL STAKEHOLDERS?

We just need to resolve both of these issues and we're done. OSHA has already indicated it understands industry's concerns and presented resolutions to both two years ago. In its presentation

to ACCSH it removed "capacity" from the certification requirement and stated that certifying by type of crane alone was sufficient. That met with broad approval. Unfortunately, its solution to the "certification = qualification issue" did not. OSHA intends adding an "evaluation" component to "bridge the gap" between the two, but the process as proposed was perceived by industry as so complex that it would collapse under its own weight. So OSHA went back to the drawing board on that one. While OSHA cannot reveal the content of a proposed rule before it is published, we are led to believe that "90 percent" of that process has been removed. But of course that leaves 10 percent and we don't know what that consists of.

WHAT ARE THE BIGGEST CHALLENGES FOR NCCCO ONCE CRANE OPERATOR CERTIFICATION IS MANDATORY IN THE U.S.?

That's a great question! You might expect our concerns would revolve around volume, but we've experienced surges before (California's requirement in 2005 tripled the number of candidates almost overnight), and we don't believe that's going to be a problem. Now, what's going to be interesting is how some of the provisions of the rule are going to be interpreted. For example, OSHA says if a certification is not available for a particular type of crane, then the next most similar would apply. Now, NCCCO has developed the widest range of certifications available, as you know, but no certification body could address every single type of crane with a separate, distinct certification program.

So the question is, who gets to decide what is "most similar?" OSHA? The certification body? The operator? This could also have implications for accreditation since it's hard to see from a psychometric perspective how certifications could "convey" across crane types. That's why NCCCO has convened its Crane Type Advisory Group (CTAG). CTAG is comprised of subject matter experts from all across the industry who are uniquely qualified to make these determinations. As a public service, a library of their decisions will be maintained in the public domain on the NCCCO website. CTAG is fielding these questions now and employers and



PHOTO CREDIT: © ROBERT DIMMITY

NCCCO analyzed its demographic data to try and quantify the average age of a certified crane operator. The range is from mid-40s to late 50s. This is the reason why programs like Lift & Move USA are so important to recruit young people to the industry.

operators alike can email queries to cranetype@nccco.org.

HOW MANY STATES ALREADY MANDATE CRANE OPERATOR CERTIFICATION?

There are 16 states (*) that have either a licensing or mandatory certification requirement. That's more than double the number when CCO certification was introduced in 1996. The good news, though, is that beginning with West Virginia in 2000, all states that have introduced regulations since then either require certification from NCCCO or have adopted the CCO certification process. That means, unlike the states with pre-existing rules (New York or Massachusetts for example), there is reciprocity between them. True, an operator licensed by one of the newer states might have to pay a licensing fee when he moves to another, but at least he doesn't have to re-test all over again. Interestingly, although there haven't been any new additions to this list for a while, states generally were not deterred by the prospect of a federal rule in developing their own regulations. Given the time it's taken OSHA to pull a rule together that's probably just as well.

>23

* California, Connecticut, Hawaii, Maryland, Massachusetts, Minnesota, Montana, Nevada, New Jersey, New Mexico, New York, Pennsylvania, Rhode Island, Utah, Washington and West Virginia. Oregon doesn't license or require certification but has an explicit requirement for training. Additionally, seven cities (Chicago, Cincinnati, New Orleans, New York, Omaha, Philadelphia and Washington, DC) have their own rules.

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Well, I think in terms of making high-schoolers and their career counselors aware of the enormous opportunities that exist in this industry, absolutely. Whether this will translate into significant recruitment I think it's too early to tell. But I have to believe that over time it will have an impact. Just to see how these guys and gals light up when they learn about the potential for a well-compensated career in the crane and rigging field, and how accredited certification can serve as an alternative to a conventional college degree, is just beyond exciting to me.

WHAT IS THE AVERAGE AGE OF A CERTIFIED CRANE OPERATOR?

This is the scary part and why the Lift & Move initiative is so important. When I came on board NCCCO over two decades ago, the prevailing opinion was that the average age of a crane operator



Brent spoke to the joint conference on conformity assessment hosted by ANSI and SPRING, the national standards body of Singapore, in Washington, D.C. in October.

was over 50. I'm not sure what that was based on other than anecdotal evidence. At NCCCO we did a deep dive into the demographic data we've collected over the years to try and quantify that, and our analysis pretty much bears that out. There's a range of course. Knuckleboom operators tend to be younger (mid-40s) through telescopic boom operators (early 50s) and tower crane and lattice boom operators (late 50s). Those who may have had a long crane career but have moved into non-operating activities such as crane

inspection also tend to be at the upper end. In other words, the problem is still with us, it's getting worse and unless we can convince youth that the crane and rigging industry, and construction in general, is a viable pathway to a bright and successful career, we're going to be in trouble.

WHICH CCO CERTIFICATION IS THE MOST POPULAR?

If you had asked me that just a few years ago the answer would have been pretty self-evident since the mobile crane operator program stood alone for eight years until 2004 when we introduced the tower crane program. For several years afterward, despite an aggressive program development schedule that saw us introduce an average of at least one new certification every year, mobile crane operator certifications still accounted for the lion's share (85 percent plus) of activity. That's been falling steadily each year to the point where, despite remarkable growth in overall volume, mobile crane certifications will account for less than 65 percent of the total in 2017.



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Inspection of boom hoist ropes on mobile cranes,
by **Bridon Bekaert**.

Bridon engineers have had many opportunities to inspect and analyze wire rope failures. Unfortunately, the majority of these failures could have been avoided if the rope was properly inspected and taken out of service at the appropriate time. For boom hoist ropes on mobile cranes in particular, proper and timely inspection is the most important aspect for safe use. Although improper use or maintenance can cause a wire rope to wear out prematurely, proper and timely inspection will ensure that the rope is removed from service before it becomes unsafe.

Inspection procedures and broken wire removal criteria are available from several sources. ASME B30.5 Safety Standard for Mobile Cranes is the one of the most recognized sources for this information. The Wire Rope Technical Board publishes a Wire Rope User's Manual that also contains this information. These documents provide all the information necessary to develop an inspection procedure to make sure inspections are done at the proper frequency and the rope is retired at the proper time.

It may seem to be a rather simple task to inspect a wire rope. However, there are several important issues that must be understood and followed to conduct a proper wire rope inspection. These key issues are:

Why and how boom hoist wire ropes wear out: Boom hoist ropes can be used at a combination of a low design factor (minimum of 3.5:1) and a smaller bending ratio (15:1) than other operating

Wire rope

ropes on a crane. Ropes run at 3.5:1 design factors and 15:1 bending ratios will wear out much faster than ropes operating at 5:1 factors and 18:1 ratios. Additionally, boom hoist ropes are subjected to their highest stresses when picking the boom off the ground. When the boom is on the ground, only the first layer of rope is typically on the drum. Therefore, that first layer is subjected to the highest crushing stresses when the boom is being raised. Broken wires can develop due to these crushing forces, especially at the cross over and step up points on the drum.

If the crane is doing duty cycle work with constant movement of the boom that at times may include moving the boom with a load on the main hoist, the rope in the boom hoist reeving is subjected to severe bending stresses. In these cases the bending stresses will cause fatigue wire breaks and the rope will have to be removed due to exceeding the ASME B30.5 broken wire removal criteria. Remember, if the boom hoist rope is reeved 18 parts, one cycle of lifting and lowering a load can cause up to 32 bends of some sections of rope in the reeving but only two bends of the rope on the drum.

Depending on the application, a boom hoist rope can either wear out on the drum from crushing or in the reeving from bending fatigue, depending on which is the most highly stressed location. Experience shows that the inspector needs to know the history of the crane and understand the application to know what to expect.

Another important aspect of boom

hoist rope bending fatigue is wire break behavior if using synthetic sheaves. Synthetic sheaves tend to allow wire breakage to develop in the interior of the rope rather than the exterior of the rope due to a different stress pattern. With steel sheaves, the highest contact stresses occur at the outside wire to steel sheave contact point. Therefore wire breaks develop on the exterior of the rope and are more easily detected by visual inspection. With synthetic sheaves the highest contact stresses are shifted to the interior of rope causing wire breaks at either the strand to strand or strand to IWRC contact point.

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inspection

These wire breaks are much more difficult to detect by visual inspection.

How to inspect

The B30.5 Standard requires all rope expected to be in use during a work shift to be inspected daily. This means the entire length of the boom hoist rope as any lifting and lowering of the boom requires the entire length of the rope to be used. Just looking at the rope on the drum is not enough. Access to the entire length of rope is critical for a good inspection. The inspection must be conducted in sufficient light and the inspector must be

in close proximity to the rope. The use of a set of binoculars or other methods of magnification is not sufficient to inspect the rope 20 feet or 300 feet above the inspector's head. The rope surface must be clean.

If the rope surface is covered with a thick or dark coating of lubricant the rope cannot be properly inspected and must be cleaned in order to make a proper inspection.

Where to inspect

Although the entire length of the rope has to be inspected, there are four critical

areas where broken wires can be expected to develop depending on type of reeving and application. The drum cross over and step up points are the high stress area where crushing damage can be expected. If the rope is doing a job requiring a significant amount of booming then the rope in the reeving must be inspected for wire fatigue breaks. If the rope is reeved to a double drum with an equalizer sheave, then the rope operating on the equalizer sheave is a wear area and needs to be inspected. Wire breaks in the area of the equalizer and in the reeving can be either exterior or interior (valley breaks) and the inspector must look closely for both types of breaks.

What to look for

Broken wires and damage are the major problems associated with boom hoist ropes. Crushing damage and broken wires at crossover points and step up points are relatively easy to see. Wire fatigue breaks at the equalizer sheave or in the reeving can be more difficult to see and it is important that extreme care is taken when inspecting these areas of the rope. Compacted strand ropes and compacted ropes can also be more difficult to inspect as the broken wire ends may not separate to the same extent as conventional ropes and a broken wire may only look like a crack across the axis of the wire. It may be necessary to take the load off the rope and bend the rope by hand in these areas so that wire breaks are more visible. A good method to use when wire fatigue breaks can be expected is to compare rope diameter in an unworn section to the diameter in the worn area. When the rope diameter is reduced by 3 or 4 percent from the unworn diameter, wire breaks can be expected to develop. Another method is to look for red rust (oxidized metal particles) between the strands. This is an indication of internal wear that could lead to wire fatigue breaks at either the strand to strand or strand to IWRC contact points.

Retirement criteria for boom hoist ropes

- Three broken wires in one strand or six broken wires in one lay.
- Since rotation-resistant ropes are allowed to be used as luffing jib boom

>26

For boom hoist ropes on mobile cranes in particular, proper and timely inspection is the most important aspect for safe use.



hoist ropes, retirement criteria for these ropes is two broken wires in six rope diameters or four broken wires in 30 rope diameters.

- One valley break
- Kinking, crushing, bird-caging or any other damage resulting in distortion of the rope structure
- Heat damage
- Corrosion

Note: Always refer to the latest edition of ASME B30.5 to confirm retirement criteria

Special considerations

It must never be assumed that if the outside layers on the drum are in good condition the entire rope is in good condition. In many cases where the rope on the drum was in excellent condition with no broken wires, the rope in the reeving was found to be completely deteriorated. Never assume that because the rope on a particular model crane typically wears out on the drum that every rope on that same model crane will do the same thing. The manner in which the crane is being used has a significant influence on whether the rope will wear out on the drum or in the reeving. There



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Crown breaks on a compacted rope

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are examples where a boom hoist on a particular model crane lasted three years on a job where there was practically no boom movement. Conversely, the same make and model crane on a job where the crane was doing duty cycle work with significant boom repositioning and raising the boom with a load on the hoist rope, the boom hoist rope lasted six months or less.



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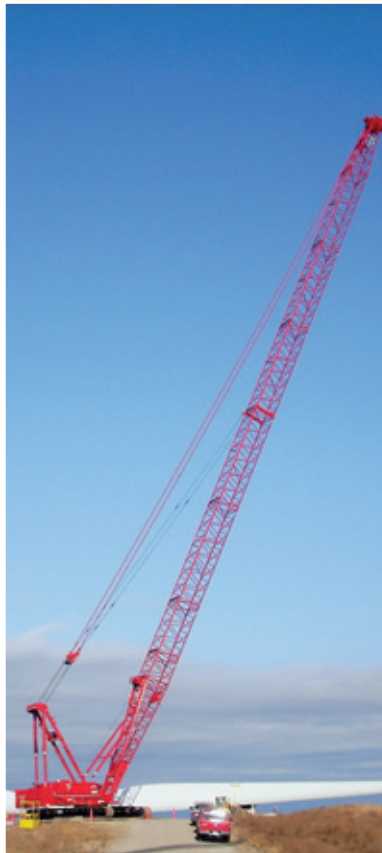
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Mexico's economy has gained some traction and hopes are high for better times. **Hal Lundgren** reports exclusively for *ACT*.

Mexico will choose a new leader in July 2018 when President Prieto's six-year term ends. By law, Mexico's president cannot seek re-election.

Election season could bring confusion and clarity. The confusion? Nine or more candidates might challenge voters, who might not remember all those names.

The clarity? As Prieto and his associates exit, they might want to leave good impressions. That would mean completing as many projects as possible in the capital, Mexico City.

The result would be a welcomed activity spike for crane, rigging and heavy haul companies that serve the city of about 22 million.

"We normally don't do a lot of business there," said a spokesman for Tradelossa, a Monterrey-based specialized transport company.

There's a lot of competition down there, he said. Work just isn't as profitable as in other Mexico locations.

"But with the election, I think there will be a push to finish projects before the new administration comes in," the spokesman said.

MPE's Alvaro Rodriguez offered a different election hope that, if fulfilled, could improve Mexico's business climate.

"We still have lots of corruption in our country, and the Mexican people are rejecting it," Rodriguez said. "I am not proud of this government."

Mexico's historically dominant party, the PRI, has the presidency and other major leadership positions.

"I am hoping we will have a few good

Mejores

independent candidates," Rodriguez said. "Then we would look them over and get to choose what I would call the least worst of those candidates. Mexico deserves more from its government. Our country is strong. Strong in agriculture. Strong in energy. Several Spanish companies are spending many millions on energy products here. Mexico is also strong in manufacturing and sending its products to the U.S. We will have an even stronger country if we choose the right candidate. But winning will be hard. The government gives lots of money to all the candidates' campaigns. The independents don't receive as much of it."

High hopes for 2018

The 2018 election is the second since 2016 to seize Mexico's attention. Donald Trump's rise to the U.S. presidency last year distressed many Mexicans.

"The Trump election and some of the things he said upset many people here," Rodriguez said. "I represent 14 companies and deal with many SC&RA members. There was lots of nervousness among them. Because of that nervousness, people I deal with were not purchasing as much equipment as they had the past three years. It seems like people aren't as nervous as they were right after Trump's election. My sales still aren't where I wish they were, but they're picking up. It looks

like an improved January. For the country, it also looks like a good time for projects. Plant construction, petrochemicals and energy all seem promising."

That would be good news at Tradelossa, where the spokesman characterized 2017 as "a tough year for our company. We've maintained our staff levels and worked on trying to improve the people we have. Then we try to compensate the people who give us better results."

The company anticipates another productive year in hauling oversize wind-power equipment, a highlight of this year's results. The spokesman added, "I recently read about 'managing uncertainty.' We had to do a lot of that in 2017."

Looking at 2018, Rodriguez suggested one other major concern, President Trump's North American Free Trade Agreement criticism.



A Tradelossa team rigs in place steam equipment at a Sonora power plant.



tiempos

Though Rodriguez anticipates no major NAFTA disruptions, he said, "It's about two decades old, so I understand the need for some renegotiation. I hope nothing worse than a little renegotiation happens."

Rodriguez speculated that the aftermath of September's earthquake will spur construction projects in Mexico City and Puebla. The temblor killed more than 200 and collapsed many buildings.

"After the 1985 earthquake, we should have done things the right way and made important changes," he said. "We didn't get it done. That was another example of corruption. After this earthquake, we have an opportunity to do things the right way. I hope we will."

Tradelossa responded immediately to the earthquake.

"It was a time for philanthropy, a time for people to help," said Tradelossa's

spokesman. "We sent a five-man crew to assist with the recovery."

Increased demand

Canadian equipment auction company Ritchie Bros. saw a fast response to the earthquake. According to Richard Aldersley, Ritchie Bros. sales director, U.S. Southwest, "We have heard from Mexican contractors that the tragic situation in Mexico City and Puebla has created additional demand for heavy haul and cranes, as well as aerial reach equipment."

"Given this increased demand, we have seen consistent buying from Mexico bidders at our California, Arizona and Texas auctions," said Aldersley. "But given the surplus equipment already in the market with an economic downturn mainly due to depressed oil prices and the government's lack of public bid projects, most of that demand is being satisfied by existing assets. The Mexican oil patch is controlled by state operator PEMEX, which has been in a depressed state. We have yet to see any additional contractor funding from this sector."

Based in Coahuila, Tecno

Amisa Group's Jorge Garcia has already seen an uptick in business.

Amisa Group relocated five presses in a tandem line.



In "a time for philanthropy," Tradelossa dispatched five workers to Mexico City to support earthquake recovery efforts.

Montajes is nearly 600 miles north of Mexico City and the earthquake recovery area.

"A terrible thing," said the company's director, Mauricio Gandara. "But we are too far away for the earthquake to affect our business."

Gandara employs about 60 people and can add several hundred more when a large mechanical installation or plant relocation demands them.

"If a project requires extra people, we collaborate with skilled subcontractors, and they do good work," he assured.

Even if the 2018 election season brings confusion, Gandara thinks there will be at least one steady force next summer.

"The exchange rate between the peso and U.S. dollar," he said. "It will probably remain fairly stable. That will be good for

Mexico's economy."

Amisa Group's Jorge Garcia has already seen an uptick in business. His Monterrey-based relocation/installation services' company normally employs about 75 people. Subcontractor count often lifts the workforce to 100. But not now. Work for BMW, anticipated work for Toyota and development of a large shopping mall has boosted Amisa's worker count to about 200.

"Our work on the shopping mall started in September, so we're fully booked for now," Garcia said.

Amisa Group has already assisted at BMW's plant construction in San Luis Potosi. The two-year project will culminate with auto production in early 2019.



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MPE's Alvaro Rodriguez believes next July's election could bring more integrity to Mexico's government, resulting in a better business climate.

"We will be working there for the rest of this year and all of 2018," Garcia said. He also speculated that his company's Toyota work might start in February. He added that the Monterrey-area shopping mall work is a bit unusual for his company. The mall, too, is unusual.

"There might be a movie theater," he said. "Other than that, there won't be any large stores. It will have mostly coffee shops and smaller restaurants where people can hang out. Just like in the U.S., people in Mexico are buying more things online. There isn't as big a demand for large stores."

With deep roots in Canadian and U.S. automotive work, Excel Machinery found similar opportunity two years ago in Mexico. The company set up Mexico operations in Cuernetaro. Alejandro Garcia is in charge.

"A company outside Mexico ships its equipment to us, and we install it," he said. "Dye-casting. Injection. All rigging

services. We can do what the company wants us to do."

Right now, about 90 percent of those installations are automotive-related. Japanese companies account for about one-fourth of Excel's Mexico business.

"We have not been in business long," he said. "We have only one facility. But, for sure, we want to expand. We will expand. Maybe next year. Maybe the year after that."

Asked where customers might want that second site be, he replied. "Cuernetaro is in central Mexico. Right now, I couldn't pick where our site will need to be. We'll have to wait and see where we can serve our customers best."

Garcia is equally uncertain about the 2018 election's impact.

"To be honest, I have no idea," he said. "The only thing I could be sure about is that we'll have a new president."

European involvement

European companies' interest in Mexico continues to grow. A German company, Modulift, recently named Cargo Lift as its first distributor in Mexico. A below-the-hook equipment provider, Cargo Lift is stocking Modulift spreader beams up to 110-ton capacity.

Based in Mexico City, Cargo Lift also operates in Ciudad del Carmen, from where it principally supplies oil and gas customers. A third location, Veracruz, serves as a port for arriving European products.

The company is primarily a supplier of rigging equipment, manufacturing a range

of wire rope, synthetic, chain and other slings.

Ricardo Barroso Couttolenc, commercial director at Cargo Lift, said, "Our customers have welcomed the addition of Modulift equipment to our product range. We adhere to a philosophy that every piece of equipment we supply must have at least one advantage over a competing product, and in Modulift's case we know its spreader beams offer a myriad of benefits over alternative solutions."

Sarah Spivey, managing director at Modulift, said, "We appreciated Cargo Lift's recognition of our multilingual strategy. As I've said before, it would be a mistake to assume English is always the language of business."



Tecno Montajes' Mauricio Gandara believes a stable exchange rate between the peso and dollar will have a steady effect on Mexico's economy in 2018.





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The big fix

Determining if a crane is worth repairing or restoring requires the advice of skilled experts.

WHECO has been repairing and restoring cranes and lifting equipment for more than 35 years. Based in Richland, WA, the company started when it secured a contract to service and repair equipment for a national powerline company, according to Dave Wood, president.

"The company had rough terrain cranes and large aerial lifts used to construct the power line tower structures," Wood said. "When these pieces would finish a project they were shipped to WHECO for service and repairs so they would be ready for the next project. The areas this equipment worked was often very rough. The work was very hard on the equipment."

WHECO has also performed extensive crane and equipment repair and service work in the public sector, including the Army, Navy, Marines and even NASA.

"Here again the military had money to restore and repair, but many times not replace," Wood said.

Wood said the most important question to ask when deciding to restore an old or damaged crane is this: It worth it?

"It really comes down to the value of the pieces and what the owner is looking for in a return on investment," said Wood.



Certified Boom Repair started repairing crane booms in 1982. The company's facility was expanded in 2004 and 2006 and now has 10 bays and two overhead cranes.

"Some older cranes are just not worth the investment to bring them up to a safe and reliable long-term condition. There are exceptions of course, such as a crane with a special duty or use that is not easily or economically replaced."

An example of this was a Navy-owned crash crane produced in the 1960s and 1970s. They had served the Navy well but needed replacing or rebuilding.

"WHECO won a contract to rebuild 15 of these cranes," said Wood. "But only five were finished because funding dried up. These cranes had a special use that at the time would have cost many times more than the remanufacture."

WHECO also restored a 300-ton conventional truck crane.

"To replace it with a more modern all terrain crane would have cost millions of dollars and would require a large support staff of people and equipment," said Wood. "This customer was willing to invest \$2 million in this crane to give it 15-plus more years [of service life]."

When securing a repair or restoration company, Wood said the most important thing is to find "a good partner."

"When you remanufacture of a piece of equipment it takes both sides working together to make a project successful," he said. "We need to know the complete history of the machine as well as the budget and expectations of the owner. There cannot be any secrets or the outcome is destined to fail."

Other questions to ask are:

- What type of jobs has the company completed?
- What is their history?
- Can they provide examples and references from past projects?
- Can they perform the work in a timely manner?

"Time can be a killer for any project as the deeper you get into the work the more surprises you can uncover which can drive delays," Wood said. "Have discussions

>34



WHECO restored five Navy-owned crash cranes that were manufactured in the 1960s and 1970s. These cranes had a special use that would have cost many times more to purchase new than to remanufacture.



Two years ago WHECO restored a 300-ton conventional truck crane that would have cost millions of dollars to replace.

about the worst-case scenarios up front so both parties understand what can, could and will happen. Set up a rate structure that both sides agree to.”

Wood suggested the crane owner work with the crane manufacturer to assure that there will not be warranty issues when the repair or restoration is complete.

Repair formula

Certified Boom Repair started repairing crane booms in 1982 and was incorporated in 1987.

“We expanded the facility in 2004 and again in 2006 by 10 bays with two overhead cranes and we also hired more technicians, which gave us the ability to offer refurbishment services,” said Tyler Smith, vice president of business development.

Smith uses a formula for determining whether it’s economically feasible to repair or restore a crane.

“When a repair quote is less than 60 to 70 percent of the actual cash value of the machine, that’s the cut off,” he said. “The other determination is when it comes time to trade-in for a new crane an owner will want to evaluate the cost of restoring versus the cost of purchasing new.”

Smith agreed with Wood that the crane owner should assure the repair company they are working with is experienced and qualified and also provides all the documentation necessary to ensure the crane, when the repair or restoration is complete, will be inspected, load tested and certified to the proper OSHA guidelines.

H & E Equipment Services has a 35-plus year track record of restoring and remanufacturing cranes, most of which were manufactured by Manitowoc and Grove, according to Frank Arthur, branch

manager, H & E Equipment Services, Belle Chasse, LA.

“In 2011, Manitowoc Cranes introduced the EnCORE partners program which allowed us to take crane restoration to an even higher level,” Arthur said. “As part of this partnership, Manitowoc Cranes provides EnCORE partners with proprietary materials, drawings and processes as needed to ensure we are meeting the stringent factory quality guidelines and OEM standards. In turn, we meet certain system/facility/tooling requirements and send our technicians and welders to Manitowoc for their highest levels of factory training and qualification.”

Cost effective restoration is always a viable option for a crane owner, Arthur explained.

“Used cranes that are structurally sound can normally be economically remanufactured,” he said. “The remanufacturer should have experienced certified technicians, welders, machinists, blasters/painters and the like required to complete any crane remanufacturing project.”

The remanufacturer, upon completion of the repair, should provide a third-party OSHA inspection coupled with load test documentation to independently verify the work ready status of the remanufactured crane, Arthur said.

With the recent destruction caused by hurricanes in Texas, Florida and Puerto Rico, one would think there are a lot of damaged cranes in those areas.

“Interesting enough, talking to insurance executives about the two mainland storms, the crane industry somehow escaped the major problems we had seen in prior storms,” Wood said. “I think companies were more prepared this time and took

extra precautions. That is not saying there won’t be claims coming in due to water damage but hopefully not like we saw during Katrina or Rita.”

Beyond the three tower cranes that were damaged by winds in Miami, things could have been much worse.

“Wind and water can be tough on cranes but both, depending on the severity, can be typically repaired,” said Wood. “Excessive exposure to salt water can be a killer if not addressed quickly. Corrosion spreads fast when the equipment starts to dry out.”

Smith actually visited the jobsite of one of the tower cranes that was damaged in Miami due to Hurricane Irma.

“Thankfully nobody was injured,” he said. “We’re confident the boom can be repaired [on one of those cranes] with a full documentation package, but we can certainly understand if they go the new boom route. Just the visual of a crane boom ‘slouched’ over a high-rise building in a big downtown city is enough to make the hair on the back of your neck stand up.”

But generally, Smith said cranes damaged in hurricanes can successfully be repaired.

“Flooded or wind-damaged cranes can certainly be candidates for restoration but can depend on many factors such as electrical issues with water damage, age and condition of crane prior to the accident, confidence in a repair facility and a good adjuster,” Smith said.

Arthur said the H&E team had become aware of a few machines in Texas that sustained water damage as a result of Hurricane Harvey.

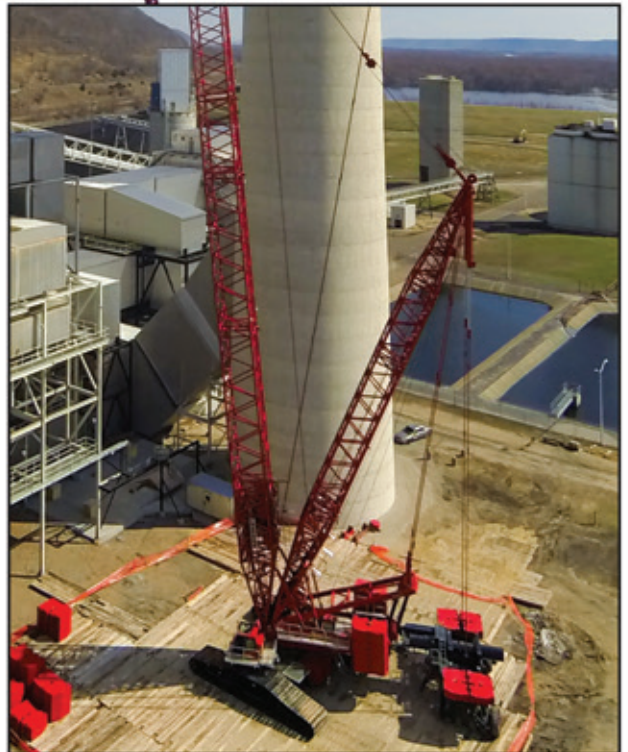
“But at this point we do not see any widespread crane damage as experienced in Hurricanes Katrina and Rita in the past,” he said.



Certified Boom Repair restored an accident-damaged Grove rough terrain crane.



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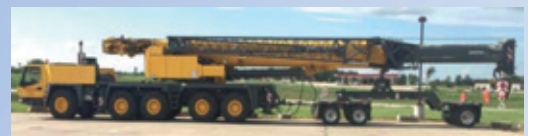
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No longer a niche crane, telescopic crawlers have become mainstream machines of choice across a variety of project types.

In a growing and advancing industry that is all about quick set-up, versatility and the ability to get the job done successfully, telescopic crawler cranes have become a dependable machine for dealers and buyers alike. As the popularity of this machine continues to grow, so does the advancement of features and the expansion into a variety of different industries. The chameleon of the crane industry, the telescopic crawler can adapt to all kinds of terrains, and to jobs large and small.

“The demand and acceptance of this technology is high at this point across multiple markets; renewables, electrical and civil infrastructure, as well as petrochemical and oil production markets,” said Doug Williams, CEO, Buckner Companies. “I believe these

markets will continue to grow at a more moderate pace as customers become aware of certain uses, the telecrawlers offer versatility and safety beyond the typical AT and RT products. However, I am concerned that too many of these products in the marketplace could lead to a similar situation to what occurred over the years with RTs. The sheer numbers in the market made this crane become a low-priced commodity.”

Williams added that while originally seen in wind, transmission line and tank erection, telecrawlers are now present in all types of industries having any reasonable duration such as heavy industrial, electrical infrastructure and heavy civil infrastructure (bridges).

“The pick and carry abilities, onsite mobility, plus the removal of error due to improperly extended outriggers, make these an advantage on almost any project,” he said.

Purchasing tips

Northern Crane, based in Palmer, MA has seen an increased demand over the last two years, and there doesn't seem to be enough cranes on the market to satisfy that demand.

“The market does not show any signs of slowing down,” said Alex Rahkonen, owner, Northern Crane. “We believe the demand for telecrawlers will only increase over the next few years. We believe in telecrawlers and continue to increase our fleet.”

“We find market share gravitating more towards telescopic crawler cranes every day,” said Uli Mack, general manager, Mardian Equipment. “Mardian Equipment purchased their first telescopic crawler in 2013 and now

>38

Buckner Companies has found that the versatility and reliability of the Liebherr product, as well as ‘user friendly’ operation, make the LTR1100 and LTR1220 great investment selections.





The GTC1200 is a 130-ton crane and has the strongest barge chart of all hydraulic boom crawler cranes.

own a range from 75-ton to 250-ton in our current rental fleet. Our clients find that reduced jobsite labor costs, reduced mobilization costs and the overall safety of the product becomes a natural and successful win."

As telescopic crawlers continue to grow in popularity and a variety of makes and models enter the market, it's very important to be well-informed on the benefits of the crane type to add to a company's fleet.

According to Buckner's Williams, when shopping for telescopic crawlers, buyers should consider all the same things as other crane types: design, function, capacity, mobility, dependability and price. Additionally, a buyer must decide on the type of track pads. In many cases, conventional flat pads verses grouser pads or a compromise of grouser pad with bolt on smooth cover pads.

Rahkonen noted that ease of assembly and disassembly, out of level load charts, variable track widths and manufacturer/dealer support are factors that need to be considered when shopping for a telecrawler.

"The pick and carry abilities, onsite mobility, plus the removal of error due to improperly extended outriggers, make these an advantage on almost any project."

DOUG WILLIAMS, CEO, Buckner Companies



"Capacity of the crane and how the crane transports compared to the competition, product support during the life of the crane, maintenance and operating costs are what we feel are some of the top tier items," said Mack.

Versatile and efficient

ACT spoke with end-users across the industry about why they chose to add telescopic crawlers to their fleets, and some of the benefits to this multi-faceted crane.

Empire Crane Company recently sold a 2017 Tadano Mantis GTC1200 to ACK Marine & General Contracting located in Quincy, MA. ACK Marina is often working on barges and many of its upcoming jobs are bridge or demolition work which requires cranes to be working in low clearance areas.

"The GTC1200 doesn't require you to break down, the boom easily retracts and can get into tight areas," said John McNulty, vice president and chief estimator, ACK Marine & General Contracting.

The GTC1200 is a 130-ton crane and has the strongest barge chart of all hydraulic boom crawler cranes. With the 2.5-degree barge load chart, it is a strong crane on land and on a barge.

ACK Marina does a lot of work for Mass Port which has very strict height restrictions near airports.

"This crane has the versatility so I don't have to worry about exceeding height restrictions with the crane setup" McNulty said. He did his homework and was very impressed with the durability

"We have been seeing [telescopic crawlers] on bridge projects as well in industrial applications such as power plants and natural gas compressor stations. That being said, the possibilities are endless as they become more popular."

ALEX RAHKONEN, Owner, Northern Crane.

and capability of Tadano Mantis products. It's first job will be a land based bridge job where two GTC1200's will be working together.

In-demand machine

With notable changeability and speedy-set up times, Liebherr telescopic crawlers are also a popular choice for buyers.

"We purchased our first Liebherr LTR1220 due to its class-leading versatility," said Rahkonen. "In the heavy construction and oil and gas industries the Liebherr is unmatched. The ability to pick and carry and work



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up to 4 degrees out of level is a huge advantage for us. It is also adds to the efficiency of jobsites by being able to move around with full counterweights, whereas rubber tire alternatives need to remove weights to re-position. Liebherr's strong product support was also a factor. We have experienced very little down time due to their robust service network. It is nice to deal directly with the manufacturer when you have a question or issue."

Rahkonen also added that the Liebherrs self-assemble in short order, and because of that, can have the crane hook ready on a jobsite in around four hours, which is particularly fast when you consider it

moves on eight trailer loads.

"Another nice feature is the ability to work with the crawlers at a variety of different widths," he said. "It is invaluable to be able to work with the crawlers fully retracted in a tight spot inside an industrial site. The ability to work out of level is also a great feature. You can make a pick in one spot, track over to another and be ready to go in no time. You don't have to worry about putting down outriggers and leveling up the machine to zero degrees. You also have the ability to pick and carry parts to where they need to be set. In the past you may have needed to bring a trailer in to move parts around. All this helps the



A Link-Belt TC 2500 is hard at work on a paving project in Las Vegas, NV.

entire job site become more efficient not just the hook work."

Buckner Companies also echoed a similar sentiment, as Liebherr telecrawlers dominate its fleet.

"While we own Mantis, Link-Belt and Liebherr telecrawlers, we own by far more of the Liebherrs," said Williams. "This is in part a reflection of our preference for Liebherr exhibited in our overall fleet, but also a direct reflection of the design, mobility, capacity and versatility of the LTR models. The versatility and reliability of the Liebherr product, as well as 'user friendly' operation, make the LTR1100 and LTR1220 great investment selections."

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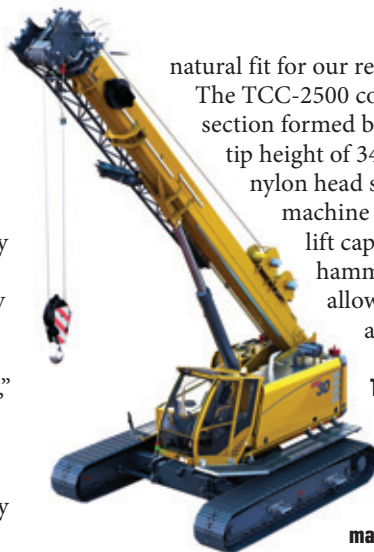


Link-Belt's lightweight nylon head sheaves reduce overall machine weight and increase lift capacities, while the hammerhead boom nose allows operators to work at high boom angles.

provide our customers with a great return on investment."

Mardian Equipment takes pride in being a Link-Belt dealer as they value the quality products the company manufactures.

"The TCC-2500 is currently the strongest telescopic crawler which gives us a major competitive advantage," said Mack. "Coupling that with Link-Belt's innovative transportability makes this crane move quickly and easily on or off the jobsite, and a



natural fit for our rental fleet."

The TCC-2500 comes with a seven-section formed boom and a maximum tip height of 346 feet. Lightweight nylon head sheaves reduce machine weight and increase lift capacities, while the hammerhead boom nose allows operators to work at high boom angles. ■

The new 30-ton crane is the smallest in the Grove GHC line and its compact dimensions will enable exceptional maneuverability.

A natural fit

Grove has also taken advantage of this booming market with the creation of their GHC Series cranes which boast built-in job versatility, outstanding reach with 100 percent pick and carry capability and high-visibility tilt-cabs, the company said. Heavy duty, triple bar and maintenance free track shoes also deliver maneuverability over difficult terrain, equipped with Cummins Tier 3- or Tier-4 compliant engines.

"Strong pick and carry capabilities and low ground bearing pressures make the GHC cranes ideal for utility work, in-plant work, site work and many other applications," said Dave O'Connell, president, Shawmut Equipment.

On display at ICUEE in October, the GHC30 is Manitowoc's newest addition to its line of Grove telescoping crawler cranes. The 30-ton crane is the smallest member of the GHC range and offers the same 100 percent pick-and-carry function as the rest of the line. With its full-power, three-section 83-foot telescoping boom, operators can handle a variety of lifts at various radii without setting up on outriggers like traditional hydraulic boom cranes. This saves time on the job and provides a better return on investment for the customer, Manitowoc said.

"The GHC30 boasts excellent gradeability, low ground-bearing pressure and multiple attachment options, such as the pole claw, auger and personnel basket," said John Bair, product manager for GHC cranes, Manitowoc. "All of these features - paired with class-leading boom length and capacities - make this a powerful and versatile crane that will improve efficiency on utility jobs and

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Bridging the gap

ACT's provides a roundup of bridge projects that rely on innovative lifting and rigging.

Bridge projects, large and small, are underway throughout North America, and most of these jobs require cranes. While bridge jobs are generally longer term projects, small bridge replacement can be performed in a few days with the use of the accelerated bridge construction (ABC) process. ACT reports on a smattering of bridge jobs that have involved innovative lifting and rigging.

New Champlain Bridge

A Linden Comansa 21LC550 tower crane is working on the construction of the main pylon of the New Champlain Bridge that spans the St. Lawrence River in Montreal, Quebec, Canada.

Open since 1962, the existing Champlain Bridge is one of Montreal's main road links and Canada's busiest bridge, with an

average of 136,000 crossings per day. Due to extreme climate conditions in Montreal and the use of road salt on the pavement, the bridge is suffering a progressive deterioration that maintenance and repair processes have not been able to stop.

Since 2015, the Signature on the Saint Lawrence Group, (formed by SNC-Lavalin, ACS and Hochtief), has been working on the construction of the New Champlain Bridge that is located parallel to the current bridge, which is still open to traffic. The new bridge will feature a spectacular 448-foot tall pylon that is being built with the support of the 21LC550 crane.

The crane arrived in September 2017 and was erected on the deck of the bridge with a height under hook of 222 feet. When the work of the crane ends, the crane will be 591 feet tall from the base of the pylon and

403 feet from the deck of the bridge. The 21LC550 has maximum load capacity of 55,120 pounds. It will lift precast concrete structures and formwork panels.

Before the tower crane was erected, Sarens was on the project installing 38 footings that weighed between 600 and 1,000 metric tons. Sarens developed the Floating Foundation Installer (FFI), a self-propelled catamaran that can lift, transport and install the foundations.

"The Champlain Bridge Project was challenging from the start," said Mike Hussey, regional director of North America for Sarens. "A special installation vessel had to be designed because standard lifting systems could not handle the combination of the following factors: strong current, high weights and specific dimensions of footing elements, very accurate positioning of footing elements in the river and shallow draft of the St. Lawrence River. With these specific factors in mind, we designed the Sarens FFI."

The FFI's design includes a thruster system for moving in high current, a winch system for positioning of barge above foundations; a strand jack system for lifting and lowering of footings; a circular rail system for rotation of the footing elements, and a skidding system for precision position of the footing elements.

"With the addition of a global team of operational specialists, we were able to flawlessly position all footings safely and within the required tolerances," said Hussey. The New Champlain Bridge is expected to open by year-end 2018.



The Sarens' Floating Foundation Installer (FFI) is a self-propelled catamaran that can lift, transport and install foundations.



A Linden Comansa 21LC550 tower crane is working on the construction of the main pylon of the Montreal's new Champlain Bridge that spans the St. Lawrence River in Montreal, Quebec, Canada.

near live traffic, and under live power lines, required extensive coordination and attention to detail between all team members, Estrada said.

Timing and safety were critical as all cranes needed to be torn down and moved daily to keep the traffic flowing. The project required the team to work around the clock and during scheduled road closures, generally 9 pm. to 4 a.m., to accommodate rush hour traffic.

To set the beams, Crane Service Inc. and its partners utilized a combination of 200 to 550-ton capacity hydraulic all-terrain cranes, as well as 160-ton capacity crawler cranes in both single and tandem lifts. Working under existing overpasses and around live traffic required extensive planning and careful consideration of crane locations. Setting up cranes in areas such as flood control arroyos during extensive rain and flash flooding was just one of the many technical aspects of the project.

"No project is without its challenges in scheduling, site logistics and hoisting," said Estrada. "What has made the difference in the ongoing success of this project is the phenomenal team that has been assembled by our valued customer. Precise planning and close communication have been the cornerstone of this endeavor."

Cranes on the project included a 210-ton Link-Belt ATC3210, a 250-ton Link-Belt ATC3250, a 275-ton Link-Belt ATC3275, a 300-ton Terex AC 250-1, a 400-ton Terex AC 350/6, a 550-ton Grove GMK7550 in mega wing lift configuration and a 160-ton Kobelco CK1600-II.

ABC in Edmonton

Mammoet has successfully delivered on a first-of-its-kind project in Western Canada. The safe lift, transport and placement of a bridge structure took place at the end of May 2017 in Edmonton for Supreme Group. The structure weighed 385 metric tons and measured 57.25 meters long, 11.4 meters wide and was 4.3 meters tall.

Texas 'Go 10'

M-L Holdings Company Crane Group has several cranes working on the ongoing Go 10 project in El Paso, TX. Expected to be completed in 2019, Go 10 is an infrastructure reconstruction of Interstate 10 designed to improve traffic flow, vehicle capacity and safety along the I-10 corridor.

This portion of I-10 was identified as a high priority corridor by the U.S. Congress as part of the larger Camino Real Corridor. Rapid growth has occurred in recent years in the project vicinity. Traffic projections and land use patterns suggest that expansion will continue within the I-10 corridor, according to Joe Estrada, project manager, Crane Service Inc., a division of M-L Holdings Group.

To accommodate such rapid expansion on I-10, multiple high traffic existing bridges and roads had to be demolished and removed before construction could begin. New bridges had to be built. Crane Service Inc. and partners were tasked with the job of setting the multitude of bridge beams. The beams measured up to 163 feet long and weighed as much as 88 tons.

The demands of setting so many beams



Crane Service Inc. has seven cranes, including six ATs and one crawler, working on the 'Go 10' project in El Paso, TX.





The bridge was lifted by two cranes onto the SPMT system that rolled it to the foundation during a short window of time.



Using Accelerated Bridge Construction, the bridge was set in place before morning traffic.

Mammoet used the Accelerated Bridge Construction (ABC) method, which allowed for the structure to be assembled away from the bridge foundation in a small construction area. ABC is safer and more efficient than conventional bridge construction, the company said. It removes hazards associated with working near traffic and eliminates the need for working at heights. It minimizes congestion and traffic delays that would be associated with traditional construction methods.

Three cranes navigated the small construction site to lift the bridge structure and set it on 24 lines of self-propelled modular transporter (SPMT) for transport and placement. A short execution window between 10 p.m. and 9 a.m. was given for the execution of the project. During this time the roadway was closed to allow for safe passage of the SPMT. A smooth, swift operation moved the bridge structure into place and set it on its abutments within the allotted time. Subsequently, the road was opened again, ready for morning traffic.

Dan's Excavating has three 130-ton Link-Belt 228 HSLs and one 200-ton Link-Belt 248 HSL lattice crawler crane working on the Interstate 75 (I-75) Modernization Project in Oakland County, in the metropolitan Detroit area.

Interstate 75 modernization

Dan's Excavating of Shelby Charter Township, MI purchased three 130-ton Link-Belt 228 HSLs and one 200-ton Link-Belt 248 HSL lattice crawler crane to work on the Interstate 75 (I-75) Modernization Project in Oakland County, as well as several other ongoing road and bridge projects in the area. The 228 HSL was of particular interest to Irv Rupersburg, equipment operations manager.

"We looked at the crane's parameters for a 50 to 60 feet working radius, with the crane boom being about 120 to 130 feet long," said Rupersburg. "We knew we would be lifting between 50,000 and 80,000 pounds and we found the 228 HSL chart outperforming others in the field. Our common beams may be 86 to 100 feet in length."

Infrastructure spending on Michigan roads is near an all-time high. For

fiscal year 2015-2016, spending was up \$171 million to \$3.8 billion. Fiscal year 2017 is on a similar projection with the new Interstate 75 Modernization Project set to upgrade and improve a highly trafficked area that accommodates nearly 23,000 businesses within a 9-square mile area in the Detroit suburbs.

The first of eight segments of the I-75 Modernization Project for Oakland County is 2.69 miles and will include an HOV/general lane in both directions and an extensive reconfiguration of the Square Lake Road interchange. Adams Road includes eight bridge crossings each up to 144 feet in length. The smaller bridges are common throughout the state and are preferred over a longer sub-contracted fly-over bridge.

The 228 HSL operator Bart Fraser tandem hoisted nine 86 foot pre-stressed concrete bulb-tee beams with another 120-ton lattice crawler crane. With 135 feet of boom, and using 4-part line, the 228 HSL picks and swings 45 degrees while walking to the pier placement with just one foot clearance on each side of the tracks between the pier and concrete barricades. Then, shorter tail spans, measuring 45 feet long and weighing 33,000 pounds were lifted and placed at a 50 foot radius.

The 248 HSL along with a 248 Hylab 5, are placing 144 foot beams for the bridge widening at Square Lake Road. The heaviest beams come in at 73,000 pounds and are lifted at a 33 foot radius with both cranes working on top of an abutment lowering the 6 foot tall girder.

Two Link-Belt cranes, a 248 HSL and a 248 Hylab 5, are placing 144 foot beams for the bridge widening at Square Lake Road.



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Dismantling a tower crane damaged during Hurricane Irma required expert work by ALL Crane Rental of Florida.



ALL's 440-ton Manitowoc 16000 was rigged with 177.17 feet of main boom, a 259.59-foot luffing jib, and a 115-foot lift radius. The crane also had 332,000 pounds of counterweight in addition to 120,000 pounds of carbody. The Manitowoc 16000 remained at the jobsite to perform additional repairs.

Because real estate development is a major part of South Florida's economy, construction cranes are a common sight on skylines in almost every metropolitan area. When Hurricane Irma tore through the region in September, three tower cranes bent and collapsed under the pressure of the storm's 100 mph winds. The ALL Family of Companies was called in to help undo some of the damage and dismantle the tower crane piece by piece.

"They weren't our cranes, but regardless of the supplier, we are always there for our customers in a time of need," said Mitch McDonald, general manager of ALL Crane Rental of Florida, a member of the ALL Family of Companies. "The

ALL Crane dispatched crews from its Orlando and Tampa yards.



Hurricane aftermath hurdles

process to disassemble certain tower cranes before a storm like Irma is just infeasible due to the configuration of many of the cranes."

And the process requires time, a resource in short supply for those in the path of an advancing storm.

Instead, McDonald explained, the practice is for tower crane jibs to be left unlocked during storms so they can follow the wind like a weather vane. This decreases strain and reduces the likelihood of the steel bending or snapping. Theoretically, this method can withstand winds up to 145 miles per hour. While Hurricane Irma's winds came close to 100 mph, it is possible that winds were much higher at the skyscraper level.

Securing the site

When the storm passed, determining the cause of the wind-damaged crane would have to come later. L&R Structural Corporation, the jobsite's general

contractor, needed fast help and called ALL Crane.

Crews from ALL Crane Rental of Florida in Tampa and All Sunshine Rental in Orlando were summoned to the scene of one of the three damaged cranes, a Peiner SK315 tower crane, that was helping to construct a 32-story, 464-unit apartment complex on Biscayne Boulevard in downtown Miami.

At the time the storm blew through, the crane was elevated to 420 feet. During the storm, the boom snapped, sending debris falling to the jobsite below. The jib fell onto the roof of the structure. It remained connected to the main boom by a cable and was partially hanging over the building's side. The crane's counterweights – weighing tens of thousands of pounds – fell straight down to the construction site below. Fortunately, the entire area had already been evacuated ahead of the hurricane, and there were no injuries.

ALL Crane brought two of its own cranes to the scene. A Grove GMK6400 was used to lift riggers to secure the broken pieces of the jib. A Manitowoc 16000 crawler was used to remove the jib and the rest of the tower pieces and bring all safely back to ground level.

The Grove GMK6400 is a 450-ton capacity all-terrain crane and was outfitted with a 179.1-foot main boom and 259.2-foot luffing jib. It had 253,000 pounds of counterweight and a 130-foot lifting radius.

The 440-ton Manitowoc 16000 was rigged with 177.17 feet of main boom, a 259.59-foot luffing jib, and a 115-foot lift radius. The crane also had 332,000 pounds of counterweight in addition to 120,000 pounds of carbody.

"We choose the 16000 for this job because we could crawl it into place," said McDonald. "Being in a crowded metro downtown area, we had a limited amount of room to put the boom together. We built as much of it as we could on the ground, but it took up the rest of the city block, so we boomed up and built the rest in the air. Having the ability to crawl was vital."

The Grove GMK6400 is a 450-ton capacity all-terrain crane and was outfitted with a 179.1-foot main boom and 259.2-foot luffing jib. It had 253,000 pounds of counterweight and a 130-foot lifting radius.

Wave of unity

The damaged tower crane sections that were removed were of varying sizes, with the largest being 71,000 pounds and 42 feet long.

The Manitowoc 16000 will remain at the scene to perform repairs caused by the counterweight that fell and finish the work on the apartment, which was just weeks away from completion.

McDonald also credited many others for helping clear the scene.

"Before our guys even got there, Richard Graham from Diamondback Hoist and Rigging was able to use a portable winch to move part of the dangling jib over," McDonald said.

His efforts are the reason the city's metro rail line below was able to re-open so quickly, according to McDonald.

"He was a true professional and great to work with," McDonald said.

McDonald said the ALL team was



pleased to be part of the national wave of unity that swept into the city when the storm passed.

"We conduct job safety analyses to discuss potential hazards, and plan how to avoid them," said McDonald. "But when nature punches folks to this degree, you need another plan. We were glad to roll up our sleeves and pitch in to help the customer, the other crane company and the city."

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The long haul

Hauling three steam turbine generator components in two states required some creative problem solving by Bay Crane.

Bay Crane recently hauled three huge steam turbine generator components to the Calpine Delta 2 plant in Delta, PA. The pieces were received from a barge transport vendor in Havre de Grace, MD.

The components included a steam turbine generator that weighed 690,000 pounds and measured 39 feet long by 16 feet 10 inches wide by 13 feet 6 inches tall. There was a L.P turbine rotor that weighed 127,000 pounds and measured 39 feet 6 inches long by 13 feet 6 inches tall and 14 feet 8 inches wide. The final component was the HIP turbine assembly that weighed 366,000 pounds and measured 39 feet long by 14 feet 6 inches wide by 16 feet 2 inches tall.

“The barge vendor delivered the components to the Vulcan Materials Quarry at Havre de Grace, MD,” said James F. Radomicki, manager of Bay Crane Service of NJ based in Hillside, NJ. “At that point we offloaded the L.P rotor directly to Bay Crane’s 13-axle lowbed transporter using a 400-ton hydraulic crane. The HIP turbine assembly was transferred directly onto Bay Crane’s Goldhofer suspension beam trailer and the steam turbine



generator was staged for storage on mats and beams for later load out.”

The 127,000-pound L.P. rotor was an oversized shipment requiring permits from both the states of Maryland and Pennsylvania. “We were required to have a state police escort the entire way, but this haul was relatively routine in that it was accomplished in a single day, without utility support or the need for mitigation of any underground structures,” said Radomicki.

Hauling the HIP assembly and the steam turbine generator (STG) was a little more complicated. Those pieces were transported suspended between the 400-ton capacity Bay Crane suspension beams supported by 32 lines of Goldhofer THP-SL trailer.

“The extreme height of the HIP

The largest component was a steam turbine generator that weighed 690,000 pounds and measured 39 feet long by 16 feet 10 inches wide by 13 feet 6 inches tall.

necessitated the unit sit between the suspension beams, allowing it to ride less than 6 inches off the ground at various points of the transport to avoid overhead structures, wires, signs, trees and other interferences,” he said.

The combined gross vehicle dimensions for the HIP turbine assembly was 150 feet long by 18 feet tall by 16 feet 6 inches wide. The total transport weight was approximately 820,000 pounds.

The largest piece, the steam turbine generator, (STG), was received at the quarry and then transferred to a mat and beam foundation using a 4-leg 1,000-ton capacity hydraulic gantry.

“Prior to transport, the STG was then lifted by the 1,000-ton gantry and set into the Bay Crane suspension beam trailer for hauling to the Calpine site,” he said. “The combined gross vehicle dimensions for the STG were 185 feet long, 16 feet 6 inches tall and 20 feet 8 inches wide.”

Heavy and long

The loaded out weight of the STG was a whopping 1,208,000 pounds. For both of the grossly oversized transports, the approved transportation route was 28 miles long. The state of Maryland requested a night move and the state of Pennsylvania requested day moves, forcing the Bay Crane team to find suitable layover areas to make the transition.

The suspension beam loads required a





The state of Maryland requested a night move and the state of Pennsylvania requested day time moves, forcing the Bay Crane of NJ team to find suitable layover areas to make the transition.

great deal of planning, engineering and expert performance.

"We had to have the IH-95 closed for approximately 30 minutes to allow the loads to cross the highway via a median crossing," said Radomicki. "The highway overpass was not capable of supporting either load. Bay Crane's team also was required to plate over underground highway culverts or structures in seven locations using eight two-inch by 10-by-10 foot steel plates at each location."

Another challenge was performing full bridge jumps of under roadway bridges at five locations including jumping bridges up to 45-foot clear span.

Radomicki said the hauls spanned three days each and necessitated renting a church parking lot for daytime staging between the transport days and nights.

Permitting required that each haul have a full-time highway traffic control crew to close and re-open highways as the transport passed. Also each transport needed dedicated plating and bridge-jumping teams, utility contractors

from three local utilities and three communications firms. Plus there was the cooperation from both states police departments.

The Bay Crane transport crew included one supervisor truck, two escort trucks (one with a height pole), four state police troopers, three Bay Crane heavy duty tractors, four utility/phone/cable TV bucket trucks for overhead wires and a state highway engineer. In addition to the transport crew, the night moves required a full crew of ironworkers, tractor/trailers and a 100-ton capacity crane for placement of the temporary bridges and another full crew of ironworkers, tractor/trailers and a Gradall excavator to lay down the plates over the culverts.

Each transport, day and night, required approximately six work trucks with personnel to lay down and pickup detour/road closure signs, barrels and cones.

Slow and steady

Each transport required a detailed permit from both states plus the city of Havre de

Grace, MD and a contractual agreement with Vulcan Materials to use their facility for receipt of the cargo.

Radomicki said from the initial contact with the customer, to contract agreement, through planning and engineering through final execution took about 18 months.

Three pull and push tractors were required due to numerous hills, some with grades of up to 15 degree inclines. The night-time transports were slow going and required two 10-hour nights. In Pennsylvania, the day time travel involved one 8-hour day.

Safety was of the utmost consideration.

"Closely coordinating the closure of IH-95 was the biggest safety challenge for the team," said Radomicki. "We had to coordinate efforts within the State of Maryland between the Maryland State Police the Maryland State Highway Administration and the Maryland Transportation Authority. Each had its own concerns and requirements. We were limited to a 30-minute closure, and thankfully we completed both trips in less than the allotted time."

"Other safety issues included the glare of night-time travel, difficulty making turns, and utility crews dropping energized wires in the dark," Radomicki said. "Slow and steady progress was the game plan."

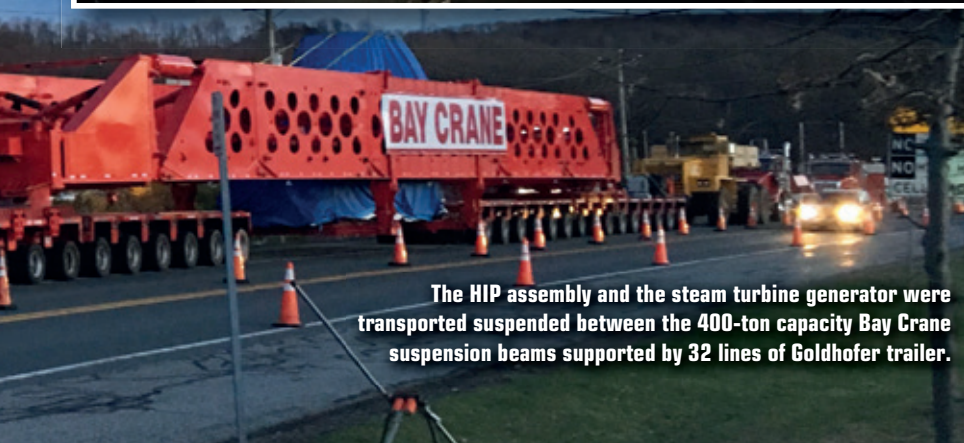
One other challenge the team had to overcome was crossing the 200-foot Deer Creek Bridge. The bridge was not capable of supporting the load crossing traditionally down the center. The transport team had to crab the load across the span, essentially crossing

the bridge with the lead trailer in the northbound lane, and the load suspended diagonally to the rear trailer which crossed the bridge in the southbound lane. This effectively spread the load across all of the bridge girders, thus allowing the engineers to utilize all of the bridge component strength to gain approval for the crossing.

"Therein lies the true value of the suspension beam transport," Radomicki said.



The most tedious maneuver was to crab across the 200-foot long Deer Creek Bridge.



The HIP assembly and the steam turbine generator were transported suspended between the 400-ton capacity Bay Crane suspension beams supported by 32 lines of Goldhofer trailer.

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Preparedness planning

When disaster surges, so should you.

Harvey, Irma, Maria. Fires across the western United States. Monsoons in South Asia. Earthquakes in Mexico. Communities, cities, states, even whole countries have found themselves grappling with the aftermath of natural disasters recently. The costs in lives, infrastructure, goods and services and rescue/recovery efforts can nearly bankrupt local, or larger, economies – and put strain on a region for years as it tries to bounce back.

A lot of folks in our industry are familiar with the adage: *You don't want to let a crisis go to waste.* Given the proper context, the message is simple: there are opportunities for companies in our line of work – provided that your fleet, yard, warehouses or headquarters isn't underwater, etc. – to take part in the recovery and/or rebuild within an area that has been affected by a disaster. In doing so, you might also find long-term opportunities for your business.

Typically, the initial surge of support from the general public by way of donations tapers off as certain needs are met, and, especially in this golden age of news cycles, most eyes and ears move on to the next story.

Which isn't to say that these areas, and the people living there, aren't still in need of massive amounts of recovery/rebuilding. They literally and figuratively need someone to come in and do the heavy lifting – the moving – and it's our job to get out in front of these openings. Not only will we contribute to

the recovery of a region, and its people, long after the media and public interest has moved on to the next story, but we may find a new market in the process, new partnerships, new long-term opportunities.

Perspective and process

Strategy+Business recently put out a "How Your Business Can Help in Recovery Efforts" chart, listing four key considerations:

- Commit resources for the long term.
- Take the time to find out what affected communities need most.
- Get engaged in civil dialogue.
- Consider how you'll surge in the next disaster.

In the accompanying piece, Eric J. McNulty articulated: "When it comes to natural disasters, response is dramatic, recovery is grueling ... It is hard, necessary, important work. And it is an area where businesses can contribute in significant ways."

In regards to committing resources, McNulty said: "As you consider raising money, providing supplies, or offering your employees for paid days of service, think as strategically about the investment as you would about anything you would do for your business. Don't think in terms of days or weeks. Think years."

He also emphasized the importance of making sure your contribution has the greatest impact. "It may be money – or school supplies, carpentry skills, or something else [find out what communities need most]."

Spotlighting civic dialogue, McNulty underscored: "If your facilities are in the affected areas, your executives can, and should, play an important role in these discussions. If you, your suppliers or your major customers are in an area that could be affected by a future event – which is just about everywhere – become involved prospectively. Look beyond your facilities to think about the public infrastructure on which you, your employees, customers and suppliers depend. Help move the focus from short-term cost to resilience over the long haul."

Recognizing that there will certainly always be another "disaster," and the need for public and private sector executives to better predict and align surge capacity and needs at the state and local level, McNulty added: "Business leaders can be a powerful force for good when they become involved in preparedness, response and, perhaps most enduringly, recovery."

Ultimately, whether the world needs built, or *re-built*, it's our job to assess the landscape, roll up our sleeves and take note of any opportunities that emerge as a result of hard work and heavy lifting. ■

CHIEF EXECUTIVE OFFICER



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Next generation

Leadership Forum builds talent from within.

In 2016, SC&RA announced its plans to create a Leadership Forum program to engage rising stars in their 20s and 30s, providing them with the necessary tools to leverage their SC&RA memberships for company and career success.

Hosted in conjunction, but on a separate track, with the 2017 Specialized Transportation Symposium (February 14-17) and the recent 2017 Crane & Rigging Workshop (September 18-20), the program is off to a great start, productively representing the Association's mission to engage and equip subsequent generations of industry leaders.

All Forum events are designed to engage and accelerate career opportunities for a select group of the best and brightest in the crane, rigging, specialized transportation and supporting industries. SC&RA staff selects a diverse group of candidates, from many different industry segments, regions and backgrounds, to meet and discuss industry challenges and opportunities among like-minded peers and hear first-hand from members who have leveraged SC&RA for their businesses and personal advancement.

In addition to these exclusive networking

“Basically, any time I can get a chance to take part in something that makes me a better leader and gives me better access to SC&RA, I'm interested.”

KEITH GUIOCHET
Mammoet



Tyler Elliff talks about his role at Precision Crane Service.

opportunities, Forum participants will also be specifically matched with an established industry mentor to help answer broader daily operational questions and establish a stronger business network beyond the Forum's sessions.

Highly effective

The most recent Forum at the Crane & Rigging Workshop was at full capacity with 15 participants and a diverse range of industry mentors and SC&RA representatives. One of those participants was Tyler Elliff, from Precision Crane Services, who appreciated the chance to network with industry peers and discuss issues or ideas that he doesn't get to discuss with everyone.

“I was able to talk with other people who have experience in generational businesses, and that was really very helpful,” he noted. “In my case, I also acquired a network of folks who understand the nature of my company and the nature of a family business – folks I can rely on for a long time.”

It didn't take long for Elliff to recognize a sense of comradery within the Forum, which mirrors the larger culture ever present within SC&RA. “In Northern



California, we have a crane owner's association, so I'm familiar with the type of activity and relationships, but it was delightful to see that this style of networking is growing, because it's highly effective.”

Renee Wysocki, representing Crane Network, LLC, was also in attendance – inspired to make new connections in the industry. “I thought it would be a good way to meet new people from a wide variety of backgrounds and understand how I can use those new connections to benefit my company,” she explained. “Through our discussions, I was able to gain a new perspective on issues that people in the industry face every day and how they've come up with solutions. I was able to go back to my company with new concepts for services and products that will solve problems more efficiently.”

Wysocki took note of a particular piece of advice she acquired from her mentor. “Learn something from everyone you meet,” she affirmed. “Everyone knows something that you don't, and there is always something that can be learned from everyone you speak with.”

When asked if she'd recommend the Forum to another young up-and-comer, Wysocki answered enthusiastically. “Do it! What do you have to lose? You can only stand to gain from the information that you learn and the people you meet. As a bonus, you'll never have to worry about walking into an event and not knowing anybody again. You'll make lasting business connections, and possibly friends, too.”

Jonelle Anderson, of NessCampbell Crane + Rigging, attended the Forum as a mentor, and considers it long overdue. “I've been going to SC&RA meetings



Leadership Forums are designed to engage and accelerate career opportunities for a select group of the best and brightest in the crane, rigging, specialized transportation and supporting industries.



Jonelle Anderson, Ness Campbell Crane + Rigging, discusses her role in the crane and rigging industry.

for ten years, and for the first five years, I had no clue what was going on," she said. "Had this been offered in my early years, I would have taken them up on it immediately. With that in mind, as a mentor, I tried to impress upon the participants to ask me any question they needed to ask – email me or any one of us, anything. This is such a huge networking opportunity – professionally and personally – I'm excited for them."

Anderson also found herself impressed with the participants. "I was not only impressed with some of the younger applicants – in making the effort to apply – but with some of the older ones – their job titles. Wow. Some really impressive folks in the room – which says a lot about the value of the Workshop and the overall Association."

Investment return

An important topic that came up at the Forum, which caught Anderson's attention, concerned the investment return connected to both the Forum and SC&RA meetings. "A lot of companies are family owned, and you have to have a lot of buy-in from the ownership and

you really have to prove that this effort has an ROI," she indicated. "Those questions were raised; the consensus was that you can't put a price on the networking you obtain from even just one SC&RA meeting – let alone the education component, the products and the exhibit floor."

Keith Guiochet, a participant from Mammoet, echoed Anderson's sentiment. "Basically, any time I can get a chance to take part in something that makes me a better leader and gives me better access to SC&RA, I'm interested."

Guiochet also pointed to a significant personal takeaway. "From a business perspective, I'm now connected with three other Forum participants – we're following up on potential ways to do business with each other."

One mentor who certainly related to Guiochet's comments was Jim Sever, of PSC Crane & Rigging. "The Forum is

Apply now for February Forum

The Next Leadership Forum will be held at the 2018 Specialized Transportation Symposium, February 28, 2018, within the Hyatt Regency St. Louis at The Arch, in St. Louis, Missouri.

Participants are required to submit an application and recommendation from a supervisor. Deadline for application is January 2, 2018. Due to the nature of this program, space is limited to 15 participants for each Forum. Selections will be made within a week following the deadline, and applicants will be notified.

Participation in the Forum is free and includes a complimentary registration to the Specialized Transportation Symposium or Crane & Rigging Workshop for individuals that have never attended an SC&RA meeting. Travel expenses are the responsibility of the company or individual.

■ For all additional information, contact Jason Bell, SC&RA's Director of Membership, or visit: www.scranet.org/leadership.

basically the opening of a door and a hand being extended to someone that may not know the industry or even the Association that well. It's an excellent opportunity to share with people the mission and vision – all the services and opportunity available to members."

Sever added, "This particular Forum was extremely inspiring for us; we had an employee that went through it and was thrilled in the end."

That mentor/mentee dynamic also had an impact on Matt Orr, of Global Specialized Services, LLC. "Having people to reach out to with questions is a huge help. It's nice to know that we are not all just competing with each other. Even if we're doing the same thing, we can help each other and learn from one another." Justin Harris, a participant from Burkhalter, agreed. "A key takeaway was that there are so many people with experience who are willing to help – but you have to seek it out. It's up to us to use the Association to its fullest – not only for personal gain, but for the betterment of the industry and our organizations." ■

Leadership Forum participant (l to r) Alex Gonzalez interacts with Xavi de la Cruz and Alvaro Rodriguez during a networking event.



Four reponse steps

Bill Smith asserts that when it comes to claims investigation, first things first.

In the 20-plus years that NBIS has been insuring the heavy-construction industry, we've learned a thing or two about successfully managing claims. We learned early on that heavy construction industry claims are vastly different than traditional business insurance claims, particularly in the way they need to be approached. Traditional claims thinking hinges on a "wait and see" response. But this doesn't work for heavy-construction claims because many times these claims involve complex risk shifting and coverage contribution scenarios, which usually means that what appears to be relatively simple from a liability standpoint is not very simple at all. Negligence claims and corresponding lawsuits often involve unique legal complexities due to the potential for multi-defendant scenarios and risk-transfer implications. OSHA enforcement and compliance can impact liability, too. So can engineering factors, in terms of both design and applied construction methods. Add industry standards to the claims equation and you've got an entire layer of additional liability not commonly considered. Heavy construction claims simply demand a much higher level of sophistication than standard business-insurance claims.

What does this mean for you?

NBIS's fundamental ideology concerning claims is founded on the principles of efficiency, transparency, urgency and uncompromising quality. Adhering to these principles has allowed us to build a reputation in the insurance industry as a company that fights for its policyholders. We're committed to consistently executing industry best practices so that we can improve claim outcomes and reduce costs. And one of the ways that we do this is by not waiting to respond to a claim until the

"duty to defend" is triggered.

While many insurance carriers postpone their claims investigation until after the "duty to defend" has been triggered to avoid upfront expenses, NBIS does the opposite: we begin our investigation immediately. To do this, we have to rely, in part, on help from our insured policyholder, who is almost always the first responder. By implementing an urgent onsite investigation with the appropriate experts, both legal and technical, the insurance carrier (NBIS) and the contractor (the policyholder) can begin to build a solid defense in the event that litigation arises at a later time. Taking the traditional "wait and see" approach to investigation gives away a strategic advantage to plaintiff attorneys and self-insured companies, and that's never advisable.

Accident investigation

At NBIS, we think of accident investigation in terms of distinct levels: first response, tactical response, forensic response and legal response. If the claims event is severe enough, each level of accident investigation will be executed during one seamless response. In other scenarios, these steps may develop systematically, one by one. In almost every scenario, though, it's important to remember that the insured policyholder is almost always the first responder.

Insured as first responder

Claims responses are almost always most effective when they utilize a pre-planned approach. Having a Jobsite Accident Response Plan in place is both helpful and critical, so that when a claim occurs, important information can be gathered in a composed and methodical way. A good response plan contemplates multiple scenarios with two key objectives in mind: to preserve evidence and to "set the table" for the investigative team.

To help the insured first responder accomplish these two objectives, we've identified four steps that should be taken right away. When done so carefully and thoroughly, these steps can greatly increase your chances of a successful claims outcome.

The four levels

LEVEL 1:

First response: implemented by policyholder

LEVEL 2:

Tactical response: implemented by specialized claims investigator (insurance company specialist or other designated specialist)

LEVEL 3:

Forensic response: implemented by qualified expert witness

LEVEL 4:

Legal response: implemented by defense or oversight attorney

ASSESS: The first step in any claims scenario is to assess the accident. The first responder should first address any injuries or damages before initiating any of the other steps. Emergency personnel should be contacted. If necessary, first aid should be administered.

REPORT: Report the accident to the appropriate insurance carrier, either by email or phone. At this stage, the first responder, in coordination with their insurance company, may choose to engage legal counsel and establish the attorney/client privilege. Utilize an accident checklist when gathering critical accident information to ensure that nothing is missed.

INVESTIGATE: During step three, the first responder begins to investigate the accident: take detailed photos and measurements, initiate report requests, take statements, develop a preliminary causation analysis and determine the need for forensic specialists. Special care should be taken to identify witnesses and secure contact information and to preserve as much evidence as possible. This is also the phase of response where forensic investigators should be contacted if they're needed. These experts can include: structural engineers, metallurgists, geotechnical experts, accident re-constructionists and a variety of others. During this stage you should be in close contact with your insurance



THE AUTHOR

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



“Taking the traditional ‘wait and see’ approach to investigation gives away a strategic advantage to plaintiff attorneys and self-insured companies, and that’s never advisable.”

partner to secure the specificities of your defense and gain an early understanding of the true accident cause.

COORDINATE: Step four is the coordination phase of the first response. This is where the first responder begins to coordinate the scene by documenting the specifics of the accident location and the whereabouts of key witnesses. At this point, equipment is secured so that it can’t be moved or altered and all employees should be asked to remain reachable in the event a specialist or attorney needs to contact them. All paperwork, including job contacts and specifications, should be gathered and kept secure.

What about the legal response?

During step two, the first responder may

also choose to initiate a legal response, so the entire investigation is carried out under the auspice of “Attorney Work Product in Anticipation of Litigation”. But if this legal step is taken, it’s important to know that the attorney is qualified to advise in these types of scenarios. The work that crane, rigging and transportation companies perform involves a complex regulatory structure that interplays with the laws of the venue where an accident occurs. And understanding industry standards such as ASME B30.5 is an absolute must.

This is so important to us at NBIS that we sometimes engage our “National Oversight Counsel” to direct the investigation. This group of experienced lawyers is often cross-trained as riggers, signal persons and even operators. When a severity claim goes to litigation, these legal specialists work with local

counsel, educating them on industry-specific factors they may not understand completely. By using this team approach, we can show how regulations such as OSHA, ANSI, ASME and the like impact negligence, either as evidence of negligence or as a defense against negligence.

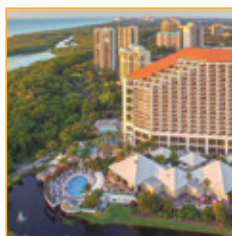
Implementing a precise first response is a crucial step in starting your claims investigation off the right way and it can save you time and money in the long run. Make sure that you know and understand your Jobsite Accident Response Plan so when a claim occurs, you’re as prepared as you can possibly be. Taking the appropriate steps now can make all the difference later. ■

For more information on NBIS, and to experience the risk management difference, please visit www.NBIS.com

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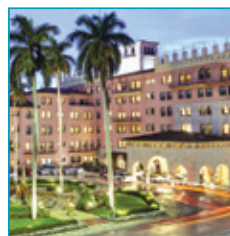
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February 27-
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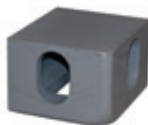
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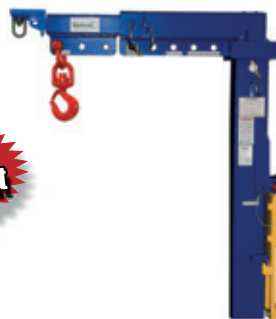
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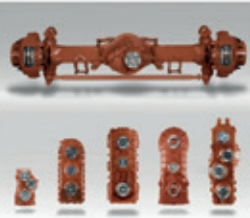
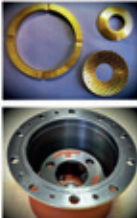
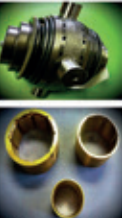
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GROVE RT 890E 2014

90 TON CUMMINS 3750 HOURS, 142' MAIN BOOM, 56' JIB, AUXILIARY HOIST, BLOCK, BALL, ORIGINAL OWNER CERTIFIED, CLEVELAND OHIO.

GROVE RT 765E-2 2013

65 TON ROUGH TERRAIN CRANE, TIER 4 CUMMINS ENGINE, 1465 HOURS, 36'-110' MAIN BOOM, 33-56' JIB, TWO WINCHES, A/C BLOCK, BALL, 29.5 X 25 TIRES. FOB CLEVELAND, OHIO.

GROVE RT 600E 2013

50 TON, CUMMINS 6 CYL TURBO, 105' MAIN BOOM, 29'-51' JIB, TWO WINCHES, 23.5 X 25 TIRES, BALL, FOUR SHEAVE BLOCK, 1400 HOURS, FOB CLEVELAND, OHIO.

TEREX RT 230-2 2013

30 TON CUMMINS, 1642 HOURS, 94' MAIN BOOM, 43' JIB, BLOCK, BALL HEAT & AC, CERTIFIED, CLEVELAND OHIO

GROVE RT 890E 2012

90 TON CUMMINS 4650 HOURS, 142' MAIN BOOM, 56' JIB, AUXILIARY HOIST, BLOCK, BALL, ORIGINAL OWNER CERTIFIED, OKLAHOMA CITY OK.

TEREX RT 780-1 2011

60 TON TRUCK CRANE, CAT C11 ENGINE 12512 HOURS, 110' MAIN BOOM 56' JIB AUX HOIST, BLOCK, BALL, CERTIFIED, ORIGINAL OWNER

LINKBELT RTC 8090 2009

90 TON, 140' MAIN BOOM, 58' JIB, AUXILIARY HOIST, REPAINTED 2014, 27000 LBS COUNTERWEIGHT CURRENT CERTIFICATION, CLEVELAND OHIO

GROVE RT 700E 2007

60 TON CUMMINS 9035 HOURS, 110' MAIN, 56' JIB, LIGHT PACKAGE, AUX HOIST, BLOCK BALL, CERTIFIED, ORIGINAL OWNER SINCE NEW, FLORIDA \$ CALL

LINKBELT HTC 8660 2004

60 TON TRUCK CRANE, CAT C11 ENGINE 12512 HOURS, 110' MAIN BOOM 56' JIB AUX HOIST, BLOCK, BALL, CERTIFIED, ORIGINAL OWNER

MANITOWOC 2250 S3 2009

300 TON CRAWLER 220' MAIN BOOM UPPER POINT, BLOCK, BALL, 11000 HOURS ORIGINAL OWNER, REBUILT UNDERCARRIAGE, FRESH MANITOWOC PAINT, CERTIFIED, CLEVELAND OHIO

MANITOWOC 2250 S3 1999

300 TON CRAWLER, CUMMINS, REBUILT UNDERCARRIAGE, SELF ERECTION & LUFFER PREPPED 220' # 44 HEAVY LIFT BOOM, BLOCK, BALL, UPPER POINT CURRENT CERTIFICATION, CLEVELAND OHIO

MANITOWOC 999 SERIES III 2007

275 TON CRAWLER CRANE, 220' #85 MAIN BOOM, BLOCK, BALL, UPPER BOOM POINT, SELF ERECTION, A/C CAB, AUX DRUM AND LUFFER PREPPED, 12876 HOURS, SEVERAL UNITS AVAILABLE THROUGHT THE UNITED STATES. FOB OKLAHOMA CITY, OK.

MANITOWOC 10000 2005

100 TON, MITSUBISHI ENGINE, SELF ERECTION & THIRD DRUM PREPPED, 160' MAIN BOOM, 40' JIB, BLOCK, BALL, CURRENT CERTIFICATION. FOB CLEVELAND, OHIO.

MANITOWOC 222 SERIES B 1999

100 TON, CUMMINS ENGINE, 140' MAIN BOOM, UPPER BOOM POINT, BLOCK, BALL, CURRENT CERTIFICATION, FOB OKLAHOMA CITY, OK.

GROVE RT 58D 1998

20 TON, CUMMINS, 60' MAIN BOOM, 20' JIB, 4 NEW TIRES, CERTIFIED, CLEVELAND, OHIO.

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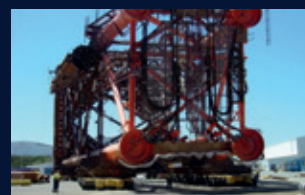
Scheuerle SPMT 24 axles (2014)



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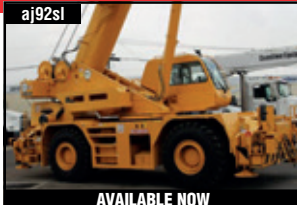
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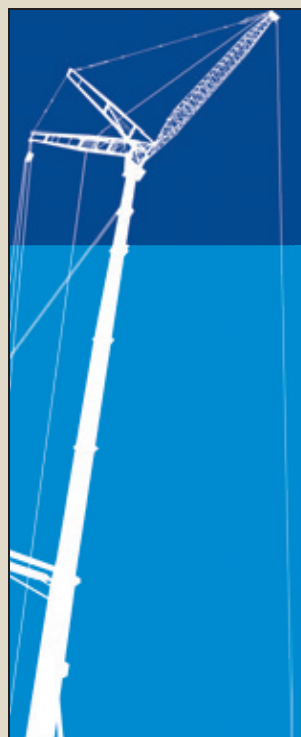
1x	100 t	Tadano ATF 100G-4	2016
1x	160 t	Liebherr LTM 1160-5.2	2016
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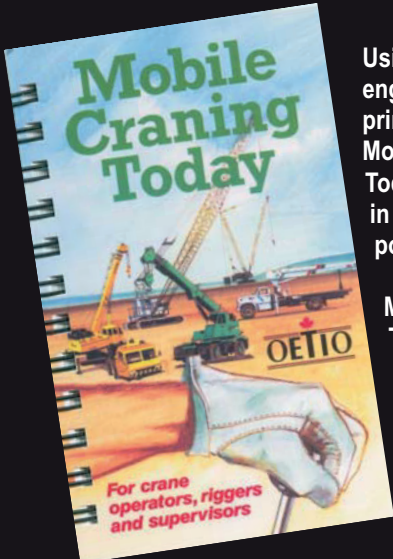
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Schramm rejoins Terex Cranes

Thomas Schramm has returned to the Terex Cranes team as vice president sales and product support for Europe and the Middle East. He will drive the sales and product support strategy for the extensive line of Terex and Demag branded mobile and crawler crane models. Additionally, he will act as a Demag brand ambassador globally.

"We are excited to welcome back Thomas to the Terex Cranes team," said Steve Filipov, president of Terex Cranes. "His experience and reputation in the crane industry will help us to

continue our mission of regaining industry leadership and becoming the most customer-responsive company in the crane industry. His extensive knowledge of Demag all terrain and crawler crane models makes him the perfect candidate to act as the brand's global ambassador for large global accounts to create value and help advance their success and



Thomas Schramm

profitability."

Schramm began his career in the crane industry with Demag in 1987. He held several sales positions, including director international sales before leaving in 2010.

With Schramm's return to Terex, Carsten von der Geest has taken the role of vice president of global commercial operations and global used equipment. ■

Kiefer appointed Manitex president

Manitex International has named Steve Kiefer president, North America. Kiefer has held senior roles with Manitex and affiliated companies since 2015, and brings more than 25 years of experience within the industrial equipment sector, from new product development, sales and marketing to business development, operations and P&L management.

"I am pleased to continue serving our customers, shareholders and employees in this expanded role, and continuing to contribute to



Steve Kiefer

the growth of the company," Kiefer said. "Our market leadership position with Manitex boom trucks and accelerating growth of PM in North America makes this a

very exciting time, particularly given the improvements that are occurring in the construction end-markets. It is imperative that we deliver exceptionally reliable and high-value products every day that are supported by some of the best dealers and employees in the heavy equipment industry." ■

Kirby-Smith promotes Shuffield

Kirby-Smith Machinery has promoted Kelly Shuffield general service manager, crane division. Shuffield will lead the crane division's service operations, which span the company's 10 branches in Oklahoma, North and West Texas, Kansas and Missouri.

"Kelly has a precise understanding of our service operations, and has consistently demonstrated

outstanding leadership to his team," said Rickey Bailey, vice president, crane division. "His work ethic, industry knowledge and passion to serve our customers make

him a great fit for this position."

Shuffield brings more than 20 years of crane industry experience to the position and was promoted from his role as Kirby-Smith



Kelly Shuffield

■ Mtandt has appointed **Pradeep Agarwal** as Mtandt's group managing director and member of the executive board. Mr. Pradeep Agarwal brings more than 33 years of relevant industry experience to his new role and previously served as associate director in Mtandt Group.

■ **Olivier Janin** has joined DSM Company as its vice president of marketing and sales, DSM Dyneema. He will become a member of the strategic leadership team of DSM Dyneema and will report directly to Golnar Motahari Pour, president, DSM Dyneema.

■ Aspen Equipment, which now offers field and bay services for construction equipment in Davenport, IA, has hired **Jerry Rex** as branch manager. Rex most recently served as service manager of Rexco Equipment.



■ **Deep South Crane & Rigging** and **Berard** will co-host a one-day careers event for students and veterans on November 15 in Baton Rouge as part of a national careers initiative through Lift & Move USA.

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