

ACT

The magazine for the crane and transport industry

A KHL Group Publication

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Official domestic
magazine of
the SC&RA

PROJECT DIGEST
Specialized rigging

INTERVIEW
Waggoner's
Alana Yount

**PRODUCT
FOCUS**
Boom
trucks

Pressing trip

Precise hauling in Pennsylvania

SHOW GUIDE
Tower Cranes
North America
VIRTUAL SHOW
p14



TADANO ATF 220G-5

DEMAG AC 220-5

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Both Tadano ATF 220G-5 and Demag AC 220-5 cranes offer cost efficient solutions for building your business.

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The AC220-5 is a compact machine with a 33 ft longer main boom and offers a bi-fold jib. IC-1 Plus asymmetrical outrigger set-ups, long reach, make this machine perfect for tight work spaces and cell tower work.

Lift Summary: ATF 220G-5 is stronger on longer radii; AC 220-5 is stronger on shorter radii.

TADANO ATF 220G-5: Highlights

- Main boom - 223 ft
- Max radius main boom - 210 ft
- Max main boom hook height - 230 ft
- Main boom hook height at 70 ft - 220 ft
- 52 ft - 30,400 lbs
- 144 ft - 15,400 lbs
- Two Engines - MTU
- AML-F crane control with asymmetrical outriggers

DEMAG AC 220-5: Highlights

- Long main boom - 256 ft
- Max radius main boom - 229 ft
- Max main boom hook height - 262 ft
- Main boom hook height at 70 ft - 245 ft
- 52 ft - 34,400 lbs
- 144 ft - 14,100 lbs
- Single Engine - Scania
- IC-1 Plus Control with asymmetrical outriggers

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Virtual win

Last month I was telling my daughter about SC&RA's Virtual Reality Crane & Rigging Workshop. She was impressed that our industry was so technologically astute. I told her about all the bells and whistles, including the virtual tradeshow and networking opportunities. She said, "You know Mom, during this pandemic, everyone is throwing spaghetti at the wall to see what sticks." I chuckled at her analogy. SC&RA, in partnership with A1A Software, pulled off a monumental virtual event, and a lot of spaghetti stuck to the wall. Everyone's avatar walked away with a new sense of what is possible. See our review starting on page 11.

Back in May as we were compiling the **ACT100** top list of North America's top crane-owning companies, I noticed a new title for Alana Yount at Waggoner Crane Services. She recently purchased the company and her new title is "Owner and President." Right then I sent her an email asking if she would like to participate in our Interview Q&A. In the more than 15 years that I have edited **ACT**, we've had a disproportionate number of women who have been the subject of this feature article. More women are getting involved in our industry and we want to tell their stories. As this issue was wrapping up, we got the news that Supreme Court Justice Ruth Bader Ginsburg had passed away. Of the many noteworthy things this small but mighty woman has said during her 27 years on the nation's highest court, this one stood out: "When I'm sometimes asked when will there be enough [women on the Supreme Court] and I say, 'When there are nine,' people are shocked. But there'd been nine men, and nobody's ever raised a question about that." I am not sure there will ever be more women than men in the crane, rigging and specialized transportation industry, but more women are taking on leadership roles. In his Comment column, SC&RA CEO Joel Dandrea discusses why hiring women in our industry is a good idea.

This issue features an intriguing roundup of projects that utilized highly specialized rigging and an analysis of the boom truck market. Hannah Sundermeyer reports on two interesting jobs as well as trends in training, including the benefits of virtual reality training programs. She also previews the Tower Cranes North America conference that will be held virtually on October 22.

And finally, we want to hear from you. What is going on with your company, people, equipment and projects?

D. ANN SLAYTON SHIFFLER**Editor**

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* President Abraham Lincoln used this adage in an address he made in Wisconsin in 1859, shortly after he was elected president: "It is said an Eastern monarch once charged his wise men to invent him a sentence, to be ever in view, and which should be true and appropriate in all times and situations. They presented him the words: "And this, too, shall pass away." How much it expresses. How chastening in the hour of pride. How consoling in the depths of affliction."

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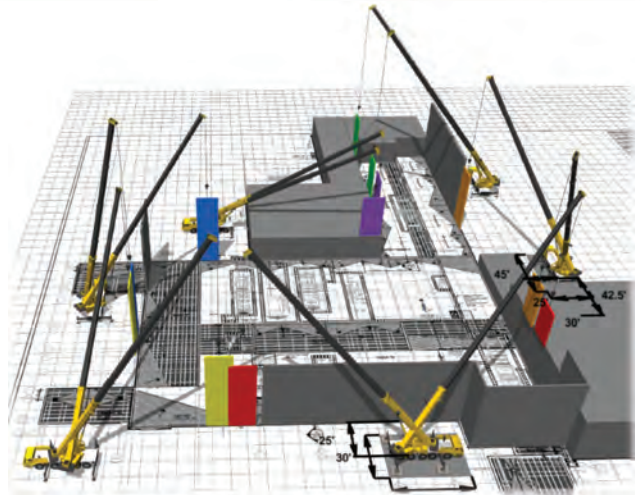


Web Tools

- Make decisions on the go
- Sketch a plan with your finger
- Compare cranes, load charts
- Calculate outrigger loads

iCraneTrax Integration

- Save 3D Lift Plans with job records
- Check crane availability before selecting crane for lift plan
- Manage documentation in one place



3D Lift Vision

- Ability to switch 3D Lift Plan to VR mode
- Visualize crane lift scenario using headset
- Mitigate risk with practice lifts
- Coordinate multi-person team practice

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Trans American Trucking transported seven oversize machine presses from Industry, PA to New Castle, PA for a land and water journey. See our **Site Report** on page 37.



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The global pandemic has forced the cancellation of all industry conferences and workshops. But SC&RA and A1A Software created a way for the show to go on.

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Biggest deal ever for Valla



Manitex Valla will provide Collè Rental & Sales with some 30 cranes.

Manitex Valla has inked a \$2.5 million deal for 30 cranes with Collè Rental & Sales. The cranes are set to start delivering before the end of 2020 and represents one of the largest Valla orders in the company's 75-year history.

The order consists of Valla's all-electric, zero-emissions models, including the Valla 25, V36R, V80R (V90R in the U.S.), V120R and the V200R with an additional option to purchase another \$1.9 million in cranes in 2021 for a potential of \$4.4 million order value.

"The Valla crane platform offers an exceptional rental product with a full range of industrial cranes from 2 to 90 tons, in electric, diesel, hybrid, wheeled and tracked, with fixed or swing boom configurations," said Steve Filipov, CEO of ManiTex International. "The zero-emissions feature is becoming increasingly important in the global marketplace for industrial equipment, and we are very glad to see customers taking notice of our unique ManiTex Valla offerings. We believe ManiTex Valla has the potential to be a high growth area for us going forward, and we look forward to a long-term relationship with Collè."

Collè serves a global base of customers with a fleet of 1,500 machines and more than 10 locations throughout Europe, in The Netherlands, Belgium and Germany.

Maxim purchases assets of NCSG

Maxim Crane Works has continued

its expansion with the acquisition of NCSG Crane and Heavy Haul assets in Montana, and the addition of three new locations.

"We are pleased to announce the successful acquisition of the assets associated with NCSG Crane and Heavy Haul in the U.S.A. as we continue to expand our western region," said Bryan Carlisle, CEO, Maxim Crane. "We are excited to add the fleet, footprint and team associated with this acquisition to our Maxim family."

Carlisle said the addition of the former NCSG team and equipment will enable Maxim



Maxim has acquired the assets and locations of Canada's NCSG Crane and Heavy Haul.

to enhance its service to the wind and renewable energy segment. Maxim also added new facilities in Billings, Sidney and Great Falls, MT.

"These additional sites and fully operational service centers will allow Maxim to increase its presence within the region, which includes the most recent opening of our Denver, CO branch," added Frank Bardono, COO for Maxim. ■

Barnhart inks deal to acquire Days Machinery Movers in IN

Barnhart Crane and Rigging and Days Corporation of Elkhart, IN have entered into an agreement under which Barnhart will purchase Days Machinery Movers, including all associated personnel and equipment of that business unit.

The machinery moving operation purchased by Barnhart provides rigging,

including machine installation and leveling; equipment setting, which includes anchoring, alignment and grouting; millwright work, including fabrication and ironworking; and plant reorganization and relocation. Equipment includes flat bed, step deck and double-drop trailers, a 450-ton gantry system, forklifts of up to

8,000-pound capacity and Versa-Lift and TriLifter specialty lifts.

The acquisition will further enhance Barnhart's presence in the Midwest, where Barnhart already operates several branches in Indiana, Illinois, Iowa, Nebraska, Michigan and Ohio.

"Days Corporation has a stellar reputation in this region," said Jim Chapman, regional director, Barnhart. "Its employees and its services are all first class. We are blessed to make the Days Machinery Movers operations a part of our team. We think current Days Machinery Movers customers will be pleased with the expansion of services and equipment this acquisition will bring." ■



Barnhart Crane and Rigging will purchase Days Machinery Movers, including all associated personnel and equipment of that business unit.

Manitowoc delivers ATs to U.S. Army

In 2015 Manitowoc won a \$192 million contract to supply Grove all-terrain cranes to the U.S. Army. The Grove GMK4060HC (HC for heavy crane) are specifically engineered for military use. The Grove ATs are now departing from Shady Grove, PA, and setting out to U.S. Army bases around the world.

"These are very versatile cranes that will enable the Army to perform the lifts it needs for a wide variety of applications," said Darryl Mellott, director of government marketing, Manitowoc. "These tough, durable cranes reflect what it means to be 'Army Strong,' and we're proud to support our military, no matter where the battle is."

The 60-ton, four-axle capacity cranes that feature a Megaform boom were designed to meet the U.S. Army's needs, including the ability to ford water up to 48 inches and to operate in harsh conditions. The military also asked that the cranes be outfitted to accept armored cabs. They are upfitted with military spec lighting that allows cranes to operate in a blackout light condition when using night vision technologies.



The Grove GMK4060HC units are specifically engineered for military use and have features that make them ready for a variety of terrains and activities.

Maxim buys notes to improve financials

As a way of saving money to reinvest in the company, Maxim Crane Works Holdings Capital has made a partial tender offer to buy a portion of its 10.125 percent Second-Priority Senior Secured Notes that mature in 2024.

The bonds were issued in 2016 at a difficult time in the public debt markets amid the uncertainty surrounding Brexit and other events so the interest rate was high. Maxim has offered to buy the notes or bonds, which are effectively public debt, for cash, up to a total value of \$125 million. Sellers will receive a premium. Maxim will then be freed from interest payments to the tune of millions of dollars a year, the company said. The savings can be used to directly reinvest in the crane business.

Carl Laurino, Maxim chief financial officer, explained, "Our ability to use some of



Using cash to buy high interest bonds will give Maxim Crane Works more than \$10 million a year to reinvest.

our available cash resources to reduce our bond debt, particularly with uncertainty in the post-Covid 19 economy, is a reflection of the strength of our balance sheet overall. The annual savings

of more than \$10 million will facilitate greater investments in growth initiatives whether it is in people, our crane fleet or additional locations. To the extent that those growth initiatives are not available, it will result in an acceleration of debt reduction that has been ongoing for us in spite of the global pandemic disruptions." ■

Landoll launches 860-CE trailer

Landoll Corporation has unveiled an all-new non-ground bearing detachable trailer designed for heavy hauls. The 860-CE Construction Detachable trailers' standard features include 120,000-pound capacity within 14 feet,

102-inch wide, hydraulic quick couplers, Grote wiring harness and LED lighting. The trailer has full air with spring brakes on three axles and ABS 4S/2M sensors.

The gooseneck features a patented design with seven ride heights available. The

operator can lower the deck to within a few inches of the ground and fully operate the trailer with 6.5 inches of loaded ground clearance.

The model 860-CE comes standard with three axles and provisions for an optional fourth axle flip or add a single axle nitrogen stinger. The model 860-CE has a heavy-duty neck that comes with dual king pin setting at 90 inches and 108 inches and provisions for an optional 36-inch flip extension. This trailer configuration can be utilized up to an eight-axle combination and gross 160,000 pounds in some states, the company said. ■



The 860-CE Construction Detachable trailer is designed for heavy hauls.



■ DICA has changed the brand name for its acquired Linton Rigging Gear line of products to "LiftGuard Magnetic Sling Protectors." LiftGuard joined the DICA family of engineered products following the company's acquisition of Linton Rigging Gear earlier this year.



■ Aspen Custom Trailers will be opening a new products and services center in Waco, TX as early as March 2021.

Record blade transport

The Port of Vancouver USA used its heavylift cranes to offload a shipment of nine wind turbines and components including the longest wind turbine blades ever to enter the West Coast of the United States and be transported across North America. The delivery is a joint effort between the turbine manufacturer Goldwind Americas and the wind project owner Potentia Renewables.

The 249-foot blades are almost as tall as the Statue of Liberty. They are being transported by Totran Transportation Services to Saskatchewan, Canada, where they are being used on Potentia Renewable's Golden South Wind Energy Project.



Goldwind will import 50 full turbines into the Port of Vancouver USA.

Demag CC 6800-1 lifts huge vessels

When a challenging petrochemical job in Virginia came up for bid, Superior Cranes utilized its Demag CC 6800-1 crane, equipped with a 1,375-ton lifting capacity to complete a complicated vessel lift.

This was the first project Superior Cranes' crew would complete with the new crawler crane. Demag devised a lift plan for a site with limited access and crane mobility. Multiple 680,000-pound vessels had to be removed and replaced for the petrochemical company. Everything about the project required diligent planning, nearly eight months' worth, and careful navigation. The Demag CC 6800-1 crawler had to be positioned far away from the 20-foot



Superior Cranes utilized a Demag CC 6800-1 for difficult petrochemical lifts in Virginia.

diameter, 40-foot tall vessels. Superior Cranes' crew then used a 300-ton crawler assist crane to build out the CC 6800-1. Crew members installed 259 feet of main

boom and 134.2 feet of Superlift boom. The lifts required 1,719,000-pounds of counterweight (551,000-pound superstructure, 176,000-pound central ballast and 992,000-pound on the Superlift tray). Twelve picks were made at 125-foot and 136-foot radii. ■

Equipment markets will fall 15 to 35 percent in 2020

The impact of the Covid-19 pandemic will see most equipment markets fall by 15 to 35 percent this year according to Off-Highway Research (OHR). The global picture would be much worse were it not for a significant stimulus drive in China.

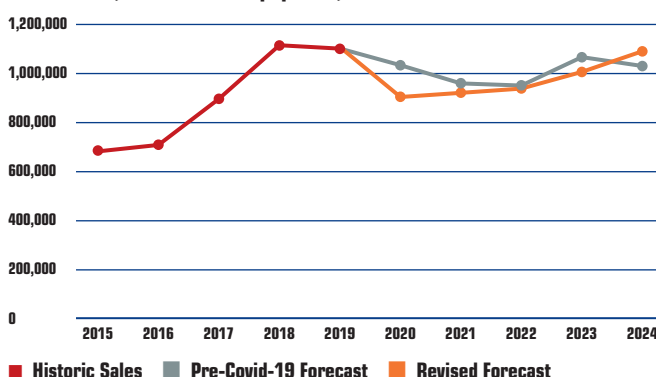
"The Chinese market has seen remarkable growth since April and this will certainly cushion the blow as far as the global industry is concerned," said Chris Sleight, managing director, OHR. "We are forecasting a soft landing in 2021, but we are also mindful of the long and painful recession which followed the 2010-11 stimulus boom. I hope the lessons from history

have been taken on board."

Without China, volumes will be down 27 percent this year in the rest of the world, compared to 2020. This would take volumes to their lowest since 2010. OHR expects growth to return in 2021. ■

The outlook for the global construction equipment industry will also be discussed during OHR's webinar on November 17. Sign up for this free event at www.offhighwaybriefing.com

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You had to be there

The global pandemic has forced the cancellation of all industry conferences and workshops. But SC&RA and A1A Software created a way for the show to go on.

The 2020 SC&RA Crane & Rigging Workshop was a memorable event featuring engaging speakers, timely topics and interesting networking opportunities. Held September 16-17, the event was supposed to be in Dallas. But due to the Covid-19 crisis, the Workshop was held “virtually everywhere,” attracting more than 239 attendees and some 42 exhibitors at the Virtual Exhibit Center. SC&RA and A1A Software teamed up to give the industry an “amazing” event.

“The Crane & Rigging Workshop was definitely one to remember and an absolutely brilliant attempt to bring this industry together,” said Olga Dubinok, crane sales manager, North America, Zoomlion Heavy Industry. “Despite a few hiccups, using this innovative solution showed us, that no matter what life throws at us, there is always a chance to find a way to move forward.”

Pete Crisci, Enerpac’s product line director for heavy lifting technology said the Workshop “was a good alternative to meeting face-to-face and a better approach than trying to schedule multiple Zoom or Teams meetings.”

Tadano America President Ingo Schiller termed the Workshop “a new adventure and an excellent experiment.”

“While there is nothing that replaces being together and sharing time and meals, this virtual environment was the next best thing,” he said. “I applaud the SC&RA team for adapting to our Covid reality and making it possible to attend the presentations, to see customers in the exhibition hall and catch up in the lobby



Using custom humanoids created by each attendee, participants could talk to each other and network like in-person meetings.



areas. I hope that the pandemic does not prevent us from gathering in person in 2021, but if it does I will look forward to seeing everyone in the virtual world.”

Link-Belt’s Pat Collins and Bruce Kabalen were “pleasantly surprised” at the ease of navigating a virtual location.

“The overall sensation was somewhere between video conference and a live event,” said Collins. “The education presentations were easy to follow and the exhibit hall certainly had the look of the actual event with excellent clarity of the graphic postings. Glitches were overcome, and I imagine many attendees were thinking how they might use such a format in their own business.”

That said, Collins said he is looking forward to the speedy return of the one-on-one experience.

This was Kabalen’s first SC&RA Crane & Rigging Workshop.

“From a technical experience once they found the bugs, I was very impressed with A1A’s program and haven’t seen anything

“While there is nothing that replaces being together and sharing time and meals, this virtual environment was the next best thing.”

INGO SCHILLER, Tadano America

similar to it in the event/convention space,” Kabalen said. “Nothing can surpass face-to-face meetings, but this was much better than any Zoom or Teams meeting we’ve come to loathe.”

A safety decision

Once it was determined that the live Workshop could not be held safely in Dallas, SC&RA surveyed the membership about the possibility of a virtual event. The SC&RA Job of the Year Awards were held in July using Zoom, but SC&RA wanted something more engaging.

“We looked at various opportunities available and then started talking to our member firm A1A Software about what could be done,” said SC&RA Senior Vice President Beth O’Quinn. “Tawnia Weiss said she was sure we could offer a platform that would look and feel like the real event and also offer a networking component.”

Weiss said that putting together the programing was a challenge, but since her company was already offering its lift planning software in a VR format, she knew they could put together a program that would be above and beyond Zoom-type meetings.

“We wanted to create something that would make you feel like you were actually at the conference,” said Weiss, president, A1A Software. “We wanted something unique that most people would not have experienced before. Knowing that, we knew the learning curve for everyone was going to be big. The ability to walk the Exhibit Center and stop and chat with exhibitors, find customers and create a random group of people talking to each other like a live event was an important experience that we wanted to capture.”

Infrastructure bill update

The Workshop kicked off with one of the hottest topics in Washington, D.C., the proposed infrastructure bill. The top advocacy initiative in SC&RA’s strategic plan, the infrastructure bill is gaining steam in Congress.

Moderated by Mike Joyce, principal, Midfield Consulting, the panel of lawmakers included Rep. Rodney Davis (R-ILL); Rep. Sam Graves (R-MO); Rep. Pete Stauber (R-MN); and Rep. Darin LaHood (R-ILL).

“As we approach the expiration of the current surface transportation bill, FAST (Fixing America’s Surface Transportation) Act, Congress must act in a bipartisan manner to ensure long-term and sustainable surface transportation funding,” said LaHood.

His sentiments echoed the others. Rep. Graves said, “We also need to ensure stability and solvency for the Highway Trust Fund which was hit hard by the decrease in travel created by the Covid-19 pandemic.”

Scott Ketcham, director of the Directorate of Construction, OSHA, provided the latest regulatory updates impacting the crane and rigging industry.

Beyond the many workshop presentations, the Virtual Exhibit Center



Exhibit Center booths were recreated with the same backdrops, tables, fixtures and even live video.

“ It was just like an in-person exhibit booth minus the travel, setup and shipping. ”

JACK CURRAN, Fleet Cost & Care

was a highlight. Using custom humanoids created by each attendee, participants could walk into the tradeshow that was set up much like the real thing at SC&RA’s in-person events. Booths were recreated with the same backdrops, tables, fixtures and even live video. Management teams manned their booths just as they normally would, talking to the visitors who dropped by. People were identified by their names just above their humanoids’ heads. Using their devices’ speaker, they could converse, just like they would at the actual event.

Jack Curran of Fleet Cost and Care was impressed with the booth design.

“It was just like an in-person exhibit booth minus the travel, setup and shipping,” he said. “They did a great job of recreating the experience of walking through the Exhibit Center while capturing the details of our booth to make it look and feel as real as possible. In

particular, I was impressed with how we were able to display our marketing video content on our monitors. The sound and quality were the same as if in person.”

Taylor Crane & Rigging’s Jennifer Taylor Despotovic, who has not been able to attend the Workshop in recent years, was pleased to be able to participate virtually.

“For most of us, interacting with humanoids navigating (or sometimes levitating around the digital room) was a different kind of ‘new normal,’ one that took some getting used to,” she said. “I caught up with several vendors for impromptu conversations and, of course, I took away several valuable ideas from the itinerary of great speakers. I have already shared with colleagues real ways to grow business and limit risks. TCR is thankful for the opportunity to connect so closely with experts in the industry in such times.”

Turner Industries’ David Bondurant said SC&RA staff “deserves a lot of credit for hosting a VR event, bugs and all. Nothing can replace the real thing, with real friends and recognizable faces, but the VR version was certainly a creative solution to having a Workshop when no one could be there.”

“The Covid-19 pandemic has impacted our association and its membership in ways that we could not imagine just a few months ago,” said SC&RA CEO Joel Dandrea. “But as in times past, our members stepped up to support us, especially A1A Software, National Interstate Insurance and NBIS, and we were able to deliver a unique experience. We are grateful for the support and look forward to resuming in-person meetings next year.”

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Tower crane

A gathering of the tower crane industry's key players, the Tower Cranes North America online event will take place on October 22.

As virtual event success continues to grow across the industry, the Tower Cranes North America Conference, or TCNA as it is commonly known, is no exception. Transitioning from an in-person event, KHL's second TCNA will be held online, on October 22.

The event is organized by KHL and its magazines *American Cranes & Transport (ACT)* and *International Cranes and Specialized Transport*, with SC&RA as the event partner. This year's TCNA will address key issues facing tower crane owners and users in North America, including risk mitigation, safety, crane inspections, crane rental business cycles and construction activity forecasts. Presentations will range from 15-30 minutes, and attendees will have the opportunity for Q&A with the speakers following the conclusion of each session.



The 2020 TCNA also is endorsed by four headline sponsors: Comansa, Jaso Tower Cranes, Potain by Manitowoc and Terex. The supporting sponsors are Morrow, Pintsch Bubenzer, Quartz, RaycoWylie, Wolffkran and Zoomlion.

To register for free, visit: www.khl-tcna.com/register.html

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COMANSA is a leading manufacturer of flat top and luffing jib tower cranes. All cranes are built with the latest technology that is grounded in safe, reliable operation. Comansa cranes are some of the simplest cranes to erect and dismantle because there is no tower top or pendant lines

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ENG CRANES is an Italian company with over 35 years of experience in the tower crane industry. ENG Cranes has expanded with its EDKH and ETH series that feature a powerful derrick range with a slewing radius of 2.1 meters and 360 degrees rotation that led the company to develop the tower crane version of it. The ETH is the same crane that can be used as a powerful hydraulic luffer with a maximum capacity up to 30 tons. Users essentially have two cranes in one. The same concept is applied to ENG's EDL series, which is a brand new line of hydraulic luffers with a maximum capacity that goes up to 12 tons, only 4.10 meters of slewing radius and the possibility to be used either as a luffer or turn it into a flat top tower crane. www.engcranes.com

MORROW is the exclusive distributor of Liebherr tower cranes in North America. The company provides leading solutions for tower crane applications including professional engineering services, factory trained service specialists, turn-key applications and a spare parts inventory strategically located to service customers on a local scale. Morrow began operations in 1968 with one tower crane, working out of a small construction trailer, and has grown over the past 50-plus years to become an industry leader. Morrow's mission has not changed, and its focus is still to provide customers with a partnership that helps make them successful and builds long-standing relationships.

www.morrow.com

PINTSCH BUBENZER is focused on the design, production and service of high-quality braking systems for both static and dynamic applications which involve the precise control

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QUARTZ is an all-in-one remote site-sensing, security and productivity platform for construction sites. Using a combination of advanced crane cameras and ground-mounted cameras, Quartz's system streams 4K, low latency live feeds anywhere in the world, providing 360-degree visibility into everything that happens on a construction site. Users can see both live and historical data remotely, without ever having to step foot on site or in an office. Quartz

tune-in

TOWER CRANES NORTH AMERICA CONFERENCE & RECEPTION

DETAILS

WHAT

Tower Cranes North America

WHEN

October 22, 2020

WHERE

Virtual event

REGISTRATION INFORMATION:www.khl-tcna.com/register.html

to assemble and all connections are pin connected. Comansa's North American branch offers sales, engineering support, service and parts to the U.S. and Canada from its locations in Charlotte, Dallas and Seattle. www.lcacrane.com

JASO TOWER CRANES is one of the leading manufacturers of tower cranes in

Transitioning from an in-person event, KHL's second TCNA will be held virtually.

the world. Jaso is based in Spain and is part of Jaso Group, which comprises the production of industrial cranes, material/personnel hoists, mast climbing working platforms and windmill service lifts. In its 45-year history, Jaso shaped the company to adapt to market needs and trends. In 2014, Jaso developed its first hydraulic luffing jib crane that quickly became a best seller, the company said. In 2016, Jaso Smartlink was unveiled – a cloud-based system that allows full monitoring of the crane's performance providing a thorough and intuitive report. In 2017, Jaso manufactured its flagship, the J780PA, a 75-ton capacity luffing jib tower crane. In 2019, the biggest 64-ton capacity low top crane J1400 crane was delivered.

www.jaso.com/tower/en-us/

POTAIN tower cranes are known around the world for their lifting power, reliability and innovative designs. Potain builds more than 60 types of tower cranes to fit a wide variety of jobsites: high capacity top slewing cranes on infrastructure jobs, luffing jib cranes that construct "super tall" skyscrapers, topless cranes reshaping urban environments and Hup self-erecting cranes transforming residential

construction. Known for their ease of use, efficient transport and quick erection times, there are many reasons why Potain tower cranes dot skylines across the globe, the company said. www.manitowoc.com

TEREX CORPORATION is a global manufacturer of lifting and material processing products and services delivering lifecycle solutions that maximize customer return on investment. Major Terex brands include Terex, Genie and Powerscreen. Terex solutions serve a broad range of industries, including construction, infrastructure, manufacturing, shipping, transportation, refining, energy, utilities, quarrying and mining. Terex Cranes, part of the Terex Corporation Material Processing segment, includes rough terrain cranes and tower cranes businesses with its legacy brands Peiner, Bendini and Comedil. The broad product range includes rough terrain cranes, self-erecting, flat top, luffing Jib and hammerhead tower cranes. From its two manufacturing plants, Terex Cranes delivers top level cranes both to small local jobsites and to the most prestigious construction sites in the world.

www.terex.com.

The 2020 TCNA will spotlight some of the industry's leading tower crane companies.



also delivers key insights on site security, deliveries and crane utilization via its product dashboard. www.quartz.co

Serving the global market since 1933, **RAYCOWYLIE** manufactures a complete range of crane monitoring instrumentation. To enhance its popular i4500 series, RaycoWylie unveiled a new telematics solution. The RAYCOnnect transmits all essential data via cellular service to a remote computer, tablet or cell phone. This includes GPS location, hours, system diagnostics, preset notifications and more. RaycoWylie has worked extensively with tower crane specialists to develop a flexible and versatile system. From simple to complex, its systems offer extensive features such as zoning (3D work area limitation) and anti-collision, suited for all types of tower cranes.

www.raycowylie.com

WOLFFKRAN stands for more than 100

years of competence in the design and construction of tower cranes made in Germany. Founded in 1854, the company soon specialized in the production of lifting equipment and developed the world's first fast-assembly top-slewing tower crane in 1913. Wolffkran also operates its own rental fleet comprising some 700 Wolff tower cranes and offers an extensive range of services from technical planning, to on-site crane logistics and assemblies, crane maintenance and training. Wolff tower cranes are manufactured in Heilbronn and Luckau in Germany and are used for building landmark projects around the world. www.wolffkran.com

Founded in 1992, **ZOOMLION GROUP** has engaged in developing and manufacturing major high-tech equipment in the areas of the construction machinery industry and agricultural industry. The Zoomlion tower crane business unit is dedicated to tower

crane and construction hoist design, development, manufacturing, sales and service support. In 2011, Zoomlion acquired the complete flat-top technology of JOST from Germany; seven years after, Zoomlion acquired Wilbert from Germany. In 2019, the turnover of Zoomlion tower crane BU reached \$1.5 billion. Along with the transaction and fusion of the technology, Zoomlion aims to step over from Chinese leading tower crane manufacturer to global leading player.

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If they are not already officially in recession, many Western economies will get there this year as a result of the Covid-19 pandemic. So why do stock markets continue to rise?

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.

The great disconnect

Stock markets are a confusing indicator of economic health right now. Both the NASDAQ and S&P 500 have touched record highs in recent weeks, while the Dow is the highest it has been since March, and is within striking distance of its previous high tide mark.

Even the ACT Heavy Equipment Index (HEI) for machinery producers is in a good place, with it beginning September at its highest since early 2018, and again, not far off its all-time high.

There is an argument that can be made for the NASDAQ's buoyancy. The index is dominated by tech firms, and with the world's white collar workers largely home working for the last six months, it is easy to see why shares in any online-first company are booming.

But why should the buoyancy translate to more traditional "physical" companies such as equipment producers? The specialist

consultant Off-Highway Research says global construction equipment sales will fall 16 percent this year. Take the freshly stimulated Chinese market out of the equation, and the fall will be 27 percent.

This is the magnitude of impact most Western equipment makers will feel, as it is the Chinese OEMs which benefit the most from a boom in China.

Forward looking

The answer, as ever lies in the nature of the markets, which are forward looking by nature. Stock prices reflect investor sentiment about profitability over the next 18 months or so, not the position today.

The rally over the last few weeks reflects the view that the worst of the economic impacts of Covid-19 are behind us.

In addition, it is an affirmation of the Federal Reserve's actions to cut interest rates, increase quantitative easing and offer

support to small businesses.

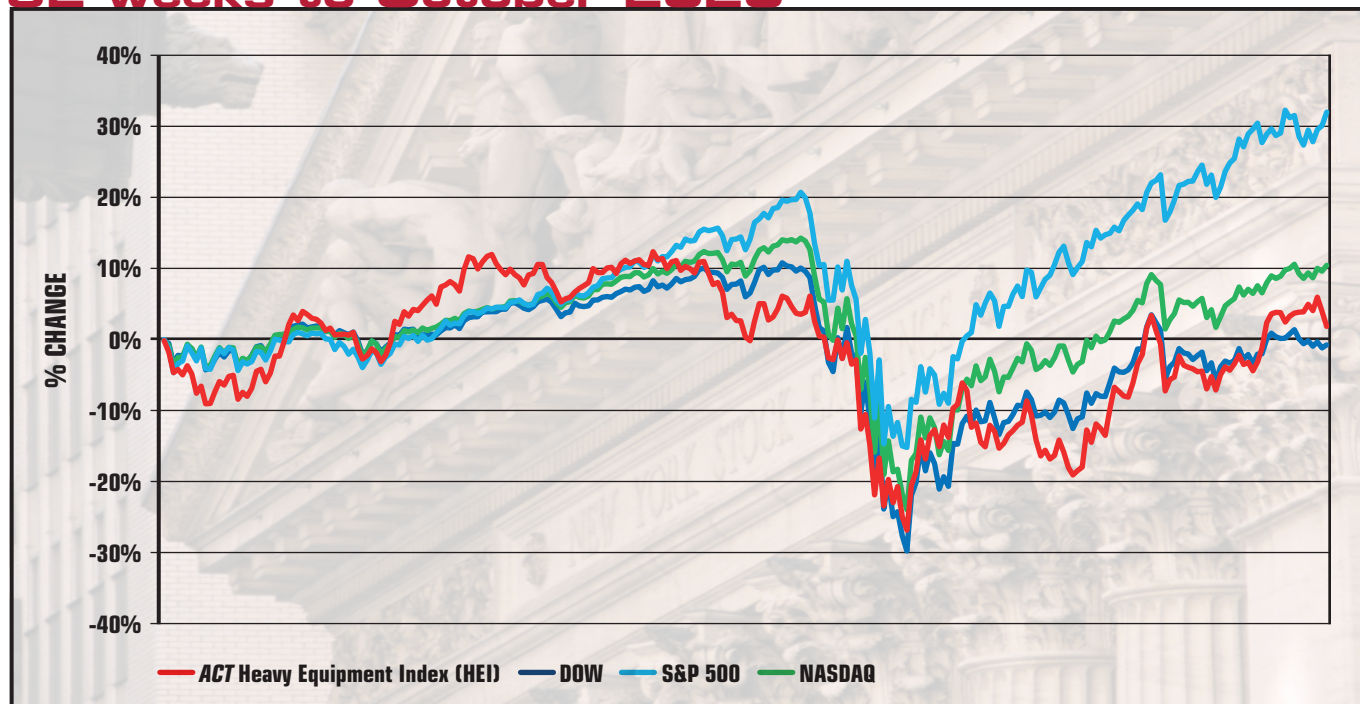
Even so, this feels like quite a bet. While it is certainly true that economic life and corporate performance should get better as the year goes on following the low of the second quarter, the current buoyancy not only implies that the recovery will be fairly strong, but also that it won't be derailed.

Two views

It all comes down to the two different schools of thought. The optimistic view is the markets have called it correctly, and the national (and global) economy will start to roar back towards the end of the year, supported by good policy making by governments and central banks around the world.

The counter to this is that there is lots that could go wrong with that, from a second major wave of infections in the Northern Hemisphere winter to simply a slow and uninspired recovery. ■

52 weeks to October 2020



A confident

Alana Yates Yount

leads Waggoner
Equipment Rental with
acumen and heart.

D. Ann Shiffler reports.

Alana Yates Yount did not envision becoming the owner of a crane rental and service company. Until she did.

“In the beginning, no way,” she said. “But over the years it became my goal.”

In the early days as a young adult, she thought she wanted to be a nurse, but

when her father, David Yates, (who was general manager of Waggoner Equipment Rental) needed extra help, he offered her 25 cents more an hour than she was making in the nursing field. She was thrown into learning payroll AR and AP. She changed her schooling from nursing to business. That was 33 years ago.

Earlier this year, shortly after Alana solely purchased Waggoner Equipment Rental, the company became certified as a Women’s Business Enterprise, WBE.

“I have wanted to become a WBE for years,” said Yount. “After becoming full owner, it was Number 2 on my list. I am not sure at this time what it will mean since it is just the start of it. However, I am proud of the reputation Waggoner has had over the years as I have been managing it. While the WBE certification may open doors for new work, I stand firm that our solid reputation in the business and our performance overall, including our commitment to quality and safety is what will keep clients coming back to us.”

I have communicated with Alana Yount several times through the years, usually in May when we are compiling our *American Cranes & Transport* **ACT**100 top list of the largest crane-owning companies in North America. This year I noticed the Waggoner survey form listed Alana as owner and president.

I sent her a note and asked for this interview. She said yes right away, and I think you will be interested in what she had to say and how she leads the company her father ran for many years. Based on her answers to our questions, it’s apparent that she is a person who is quick to the point, efficient and effective and she does not waste words.

WHAT ADVICE WOULD YOU HAVE FOR WOMEN IN THIS INDUSTRY?

First, be confident. You are in the industry because you have knowledge and know your business. Try not to let feeling intimidated keep you from learning and asking questions. People love to share their knowledge. Do not let your feelings get hurt easily – business is business, it is not a man or woman thing.



“ I stand firm that our solid reputation in the business and our performance overall, including our commitment to quality and safety is what will keep clients coming back to us. ”

ALANA YATES YOUNT, President and Owner, Waggoner Equipment Rental

leader



The Waggoner team, led by Alana Yates Yount, is experienced and personable. The company's aim is to make its customers look good and represent them in the highest fashion.

WHAT IS IT YOU LIKE ABOUT YOUR JOB?

The fact that every day is different. You meet so many different people from everywhere and they end up being longtime friends.

HOW HAS COVID-19 IMPACTED WAGGONER'S BUSINESS?

We slowed down for a while when all the closures started. Keeping everyone busy and working was difficult.

WHAT HAVE BEEN THE BIGGEST CHALLENGES?

Trying to figure out how to relay what was going on with work to the employees

when you, yourself did not really know or understand the situation.

HOW DO YOU CHARACTERIZE THE MARKET FOR YOUR COMPANY/REGION?

With things being a little unsettling this year I believe things are good. The area seems to be staying steady with work.

WHERE WOULD YOU LIKE TO SEE THE COMPANY FIVE YEARS FROM NOW?

Obviously, I would like to see us continue to grow our business. I also want to be able say that we continue our solid commitment to safety and quality even as we grow. I want to continue to be known as the go-to equipment provider in our region.

WHAT DISTINGUISHES WAGGONER IN THE MARKETS IT SERVES?

We are 100 percent female owned. We are a personable company, which helps with communication. We do not have a lot of turnover in our employees, which makes a customer feel more comfortable, knowing they will be dealing with the same person.

WHAT IS YOUR FAVORITE CRANE IN THE FLEET?

Probably our 100-ton Link-Belt RTC80100. It is older but all around it is a good strong crane. Sentimentally, it

Waggoner Equipment Rental offers an extensive fleet of carry deck and rough terrain cranes.

About Waggoner Equipment

Based in Wood River, IL, Waggoner Equipment Rental has a fleet of carry deck cranes ranging from 2.5 to 25 tons capacity and a rough terrain crane fleet ranging from 35 to 160 tons capacity. All of Waggoner's operators are certified from the local unions.

With a long-term, dedicated team, customers are almost always working with a familiar face. "We pride our operations on our strong customer relations on both industrial commercial and residential construction jobsites," said Owner and President Alana Yates Yount. "We believe in excellent communication, knowledge and skillset to make the job easier for our customers. For 30 years, our goal has been to help our customers reach new heights. We restore the past and build the future, observing safe lifting practices on the ground and in the air. We aim to make our customers look good, and always represent them in the highest fashion."

was the first crane that I had input on the purchase.

WHO IN YOUR LIFE HAS BEEN AMONG THE STRONGEST INFLUENCES?

My dad would be Number 1. He has always been my biggest supporter. He pushed me to go out of my comfort zone and challenged me to achieve more knowledge and goals. He always had my back even when I failed at something, he would make me figure it out and do it again.

The other would be Jack Helmkamp. He taught me a lot about finance and analysis and he offered me experience that books cannot teach you. Being critical, he pushed me through problems and scenarios that would arise for making the best decisions.

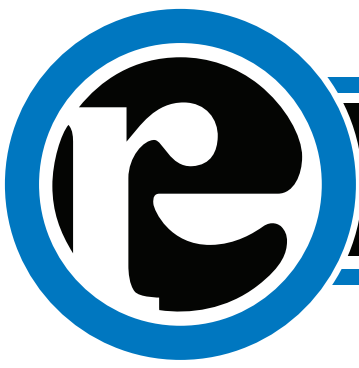
WHAT IS YOUR BUSINESS PHILOSOPHY?

Our job is to help our customer do a good job.

LOOKING BACK FROM WHERE YOU ARE NOW, IF YOU COULD GIVE YOUR PAST SELF ONE PIECE OF ADVICE, WHAT WOULD IT BE?

Do not be intimidated by learning or people. Soak in as much information as you can from those around you, including your team and the clients you are working for. You can never know too much, and listening can provide invaluable opportunities.





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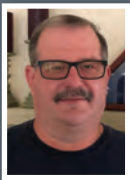
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RCL accuracy

How to verify the accuracy of a rated capacity limiter and add or modify an operator aid.

Verifying the accuracy of a rated capacity limiter (RCL) requires that the inspector verify load indication, radius indication, boom length indication and boom angle indication. To verify the accuracy of a rated capacity system, the inspector must know what the allowable tolerances are. The standard that is used to determine the accuracy of a RCL system is SAE J159. The accuracy tolerances are:

- Boom length: 100 percent \pm 2 percent of the actual length
- Radius: 100 percent + 10 percent – 0 percent of the actual radius
- Actual load: 100 percent +10 percent – 0 percent of the actual load
- Boom angle: For boom angles 65 degrees or higher the indicated angle is to be neither greater than the actual boom angle nor more than 2 degrees less than the actual boom angle. For boom angles less than 65 degrees the indicated angle is to be neither greater than the actual boom angle nor more than 3 degrees less than the actual boom angle.
- Rated Capacity: \pm 200 pounds of the applicable rated capacity listed in the load chart



THE AUTHOR

Ray Feidt is corporate inspection/training manager for Stephenson Equipment, a Manitowoc dealer in Pennsylvania and New York.

A crane operator and technician for 28 years, Feidt is a NCCCO certified operator, signalperson, rigger, crane inspector and lift director as well as a NCCCO Practical Examiner. He is a board member and past president of the Crane Certification Association of America (CCAA), past chairman of the Pennsylvania Board of Crane Operators and serves on the NCCCO Crane Inspector Program Management Committee and Lift Director Program Management Committee.



To verify the accuracy of the boom length and radius indications, the inspector can measure the radius and boom length with a tape measure. To check the boom angle, the inspector can use a level that display degrees. The actual measurements are then compared to the corresponding indication on the RCL display. The inspector must assure the RCL indicated measurements are within the allowable tolerances listed in SAE J159.

Assume nothing

To verify the accuracy of the actual load indication a known weight test load must be lifted and positioned so the test weight is at a radius that is very close to 100 percent of rated capacity. The weight of the test weight must be verified by a scale. Do not assume the weight of the object that is used as a test weight.

If the crane has a stowed jib deduction listed in the capacity chart, the stowed jib must be removed from the boom because the RCL actual load was calibrated without the jib. When the jib is stowed, the RCL weighs the effective weight of the jib hanging on the boom, so the actual load indication will include the varying effective weight of the stowed jib which makes it almost impossible to know the real load that is being applied by the stowed jib. The inspector must then verify that the indicated actual load is within the allowable SAE tolerance.

According to OSHA subpart CC, what is a repair and what is a modification? I cannot discuss every scenario that could be considered a repair or modification,



so I will include some obvious ones. The best place to find OSHA's definition of a modification is in 1926.1412(a)(1), Inspections.

Equipment that has had modifications or additions that affect the safe operation of the equipment (such as modifications or additions involving a safety device or operational aid, critical part of a control system, power plant, braking system, load-sustaining structural components, load hook or in-use operating mechanism) or capacity must be inspected by a qualified person after such modifications/additions have been completed, prior to initial use.

To understand what a modification is, look at what this paragraph says and what it does not say. Equipment that has had modifications or additions that affect the safe operation of the equipment. So, if the equipment has had some component modified (changed) or additions (something added) that affects the safe operation, then it has had a modification.

What does this paragraph not say? It does not say the equipment has had a "safety device or operational aid, critical part of a control system, power plant, braking system, load-sustaining structural components, load hook or in-use operating mechanism" repaired.

The first thing to conclude is that a modification is not a repair. A modification example is hanging a drilling or pile driving power unit on a frame attached to the counterweight. In applying this example to the regulation, does adding a power unit to a counterweight affect the capacity of the crane? Yes, it is adding counterweight which has a direct effect on the backward stability of the crane. Hanging a power unit on the counterweight of a crane is a modification. Some OEMs have written memos about the use of piggy-back power units.

How about if an owner removes a RCL system that indicates boom angle, boom length (on telescopic boom cranes), radius, anti-two block, allowable load and actual load and replaces the RCL system with a wireless anti-two block and wireless load indicator?

Is this a modification or a repair? Here is what OSHA Subpart CC says concerning operational aids, § 1926.1416 Operational aids (c). If a listed operational aid stops working properly during operations, the operator must safely stop operations until the temporary alternative measures are implemented, or the device is again working properly. If a replacement part is no longer available, the use of a substitute device that performs the same type of function is permitted and is not considered a modification under §1926.1434.

Does it perform the same?

According to OSHA, if an operational aid stops working properly, repair parts are no longer available for the existing operational aid and a substitute operational aid is installed that “performs

This article is the first in a series of three articles excerpted from the presentation “Understanding Crane Inspection Techniques & Equipment” given by Ray Feidt at the SC&RA Crane & Rigging Workshop in September 2020.

the same type of function,” it is permitted and is not considered a modification under §1926.1434.

Based on this statement, if a not working operational aid is replaced with a substitute operational aid that does not perform the same type of function, then this would be considered a modification and would have to comply with §1926.1434.

If you modify a crane, who is required to authorize the modification? § 1926.1434 equipment modifications says the first entity to contact is the crane OEM.

The manufacturer has 30 days to review your written detailed proposal pertaining to a modification that you desire to do. If the manufacturer refuses or declines to review the merits of the modification, the owner can contact a Registered Professional Engineer (RPE) who is qualified with respect to the crane involved to review the merits of the modification.

In either case, if the modification is approved, then the approving entity, either the manufacturer or RPE, must provide updated load charts, operator manuals or any other instructions that apply to the modification.

“ If you modify a crane, the first entity to contact is the crane OEM to get their approval in writing. ”

Also, the OEM safety factor for the crane is not reduced.

Summary

If a crane owner is planning on adding to or changing a component on a crane that affects the safe operation, such as modifications or additions involving safety devices or operational aids, a critical part of a control system, power plant, braking system, load-sustaining structural components, load hook, in-use operating mechanism or capacity, then the entity doing the modification must get the crane OEM’s written approval.

If the manufacturer does not acknowledge the merits of the suggested modification, or the OEM is no longer in business, the entity doing the modification can get a RPE to approve the modification. The approval must be in writing. ■

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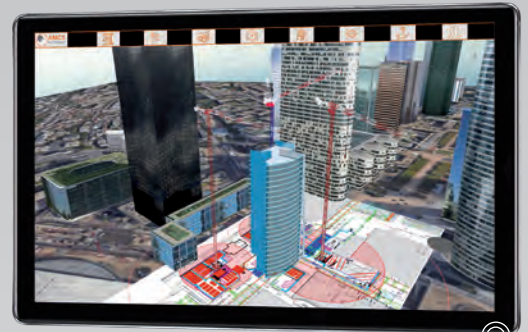
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Recovery ready

The boom truck market is poised for better days.

D. Ann Shiffler reports.

Three hurdles are in the way of a boom truck market recovery: the presidential election, the Covid-19 pandemic and low prices and demand for oil and gas. While boom trucks are busy performing jobs in a range of sectors, their owners have delayed refreshing their fleets due to these looming uncertainties.

"First we have to get past the election," said John Lukow, vice president, Load King, a division of Custom Truck One Source. "And then there's the obsession with the Covid pandemic."

While the boom truck market has not experienced a market this low in 20 years, Lukow said there are some positive signs.

"Market share reports show that new orders are substantially off," he said. "But the difference in this downturn is that the part of the market that has remained is the larger tonnage machines, 40 tons or more."

Typically, boom trucks have been mainstays in the oil patch and the power line market. Activity is down in both these sectors. Applications that are "taking up the slack" are HVAC replacement, steel erection and crane services.

"But we have had indications that the utility and power line transmission work is picking up," Lukow said.

Lukow is a boom truck market expert. He ran National Crane for several years and is now helping Load King establish its boom truck product line.

"We are in a unique situation because we are manufacturers and distributors," he said. "We don't have the same dynamic as other OEMs."

Boom truck vs. truck crane

Custom Truck One Source has one of the largest boom truck fleets in the country with more than 200 units.

"We have a long history in the boom truck business, back to 1992," said Lukow. "I guess you could say it's in our DNA. We mounted the first RO boom trucks in 1992. Our CEO Fred Ross is passionate about boom trucks. We knew we wanted to do more in the boom truck market before buying the Terex line."

Lukow said when the Terex boom truck line became available it was fortuitous, but it was the right fit.

"Instead of starting from scratch we had a base that we were familiar with," he said.

Higher capacity boom trucks have encroached on the truck crane market.

"The lines are blurred," Lukow said. "The heritage of the boom truck was that they were small, cost-effective cranes that could move rapidly down the road. But the 50 tons capacity and up is a different kind of



“When I talk to crane customers, they are actually busy. They are just in a wait-and-see mode as far as buying new boom trucks.”

JOHN LUKOW, Load King

class of cranes with different controls."

Larger capacity boom trucks need electric over hydraulics, load ratings at 10 feet, formed booms, longer booms, remote operation, operating cabs and bigger features that you get from bigger cranes, he said.

For the market to rebound, boom truck experts point to 2021 after the election, when a Covid-19 vaccine is available and oil and gas demand returns. When consumers get back on the road and traveling, that will be an instant shot in the arm for the market, Lukow said.

But the bottom line is that owners need to start refreshing their fleets.

"When I talk to crane customers, they are actually busy," he said. "They are just in a wait-and-see mode as far as buying new boom trucks."

Custom Truck One Source has been able to avoid substantial workforce reductions by moving personnel around and changing strategies.

"The same person building a Load King boom truck in March we've shifted to refurbishing some of our rental fleet assets," said Lukow.

As well, Lukow said it is a good time to work on product development.

National Cranes has reset its build schedule until the market recovers.



“What we've seen across the board is a significant decrease year over year. People are not doing the normal rental fleet replacement.”

MICHAEL HEINRICH, National Cranes

Load King is working on product development, especially in the higher tonnage classes.



"The package we bought from Terex has a proud heritage, but it went a long time without enough investment," Lukow said.

Most boom truck companies are working on product development so they can offer a fresh product lineup when the market recovers.

Evolving and improving

Boom trucks are constantly evolving and improving, according to Mike Knott, vice president of operations for Phoenix Crane Rental, located in Atlanta, GA.

"Stronger charts and longer boom lengths are removing the need for smaller truck cranes," he said. "Boom trucks typically drive down the road better over cranes, so that is another advantage."

His company's market is fairly strong.

"We are constantly investigating new configurations to give ourselves the upper hand with unique industry driven needs," he said. "I can only speak to what the demand is within my fleet. The largest boom truck we currently have is a 45-tonner. Nearly every boom truck in my fleet, from 15 to 45 tons, performs work every day."

Boom trucks are roadable, reliable and offer quick set-up and easy-to-learn operating systems, Knott said. He said the

only negative is they can be top heavy and axle configurations can be an issue if not planned properly. Phoenix will most likely start purchasing new models soon.

"When Covid first hit, we saw boom trucks and smaller crane work slow down because I think that many companies in that market were not equipped to quickly adjust to the new restrictions," he said. "Georgia has been very aggressive with keeping the economy going and I would say we are at 90 percent of our normal small crane/boom truck workload. We are looking to purchase new equipment to improve our offerings to our customers, and recovery is well under way."

Michael Heinrich, vice president of National Crane, agreed that economic and political uncertainty has meant less fleet replacement.

"When you look at the market, what we've seen across the board is a significant decrease year over year," Heinrich said. "There has also been a change in buying patterns due to this uncertainty."

In the past, a boom truck fleet owner will utilize X number of units for X number of months and forecast capital expenditures to replace those units every year or so, Heinrich explained.

"If you replace 50 percent of your fleet every year, you create a good rotation of fleet to keep it fresh and lower the cost of ownership," Heinrich said. "But today people are bypassing the systematic replacement."

Heinrich views 8 to 30-ton boom trucks



Altec boom trucks do a lot of work in the utility and power line sectors.



Elliott Equipment offers an ergonomic cab.

as a fixture in the market, as the stalwarts.

"The stand-up market is pretty mature," he said. "I think the larger swing cab units, the higher capacities, that's really the emerging and growing market."

Innovation and technological advances in higher classes have led to higher prices.

"Units that used to be \$400,000 are now \$800,000," he said. "There is a lot of penetration into the traditional truck crane market."

For the market to recover the buyer needs to have more confidence.

"At the start of the Covid-19 crisis, most companies stayed busy," Heinrich said. "Utilization numbers were strong and high in the 70 percent range. But later in the summer, a lot of rental fleets took a pretty big hit. Utilization may have gone down to 50 or 60 percent but we are hearing that utilization is creeping back up. There was a lot of doom and gloom when oil prices went to negative numbers, but thus far, boom trucks that were supporting the oil fields have not flooded the market."

"We haven't seen a rush of used equipment flowing out of this market," he said. "In 2008 when we saw the oil downturn, we saw multiple units hit the market and proliferate. We have seen some isolated cases, but it is not widespread." ■

Manitex recently launched the TC450U, which is geared to the utility market.



"I would say we are at 90 percent of our normal small crane/boom truck workload."

MIKE KNOTT, Phoenix Crane Rental

Rigged



A Demag CC6800-1 was rigged to lift 860,000 pounds.

Creative use of rigging tools and equipment are taking job performance to a new level.

Gantries, jacking systems, skates and other technologies are contributing to rigging jobs that are safer and more efficient. *American Cranes & Transport* rounds up several interesting jobs that apply truly innovative solutions using specialized rigging applications.

Lifting frame solution

Superior Cranes created a solution to remove and replace a sulfuric acid absorber tower and sulfur furnace at a chemical plant for Turner Industries. Turner and its customer wanted to remove the vessels as a whole to limit plant down time. Superior devised a plan that would allow this to happen.

The existing sulfuric acid absorber tower was the biggest hurdle because the exact weight and center of gravity was unknown. This made positioning the crane a challenge. After assessing numerous locations and assessing several obstacles, it was decided the new Demag CC6800-1 would be located on a site between two buildings.

After weeks of deliberation with the existing tank manufacturer and engineers the weight was determined to be 590,000 pounds. Superior's team then engineered a lifting frame that could carry the load without needing the center of gravity. The load, frame, rigging and block weights were incorporated into the lift plan. The preliminary lift plan was submitted to Turner for review.

The customer was concerned about the

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TOP SLINGS
SLING ANGLE 78°
SLING ANGLE FACTOR AT 78° = 1.022
651,893 LBS X 1.022 = 666,235 LBS
666,235 / 2 = 333,118 LBS PER SLING

BOTTOM SLINGS
SLING ANGLE 66°
SLING ANGLE FACTOR AT 66° = 1.094
640,700 LBS X 1.094 = 700,926 LBS
700,926 / 4 = 175,232 LBS PER SLING



RIGGING WEIGHT - 14,873 LBS
LIFTING FRAME - 50,000 LBS

RIGGING TO BE AS SHOWN OR GREATER CAPACITY.



ground conditions and if they were strong enough to hold the heavy weight. Tests were performed to see what the ground would hold, and Superior was able to keep the ground bearing pressures below the maximum limit.

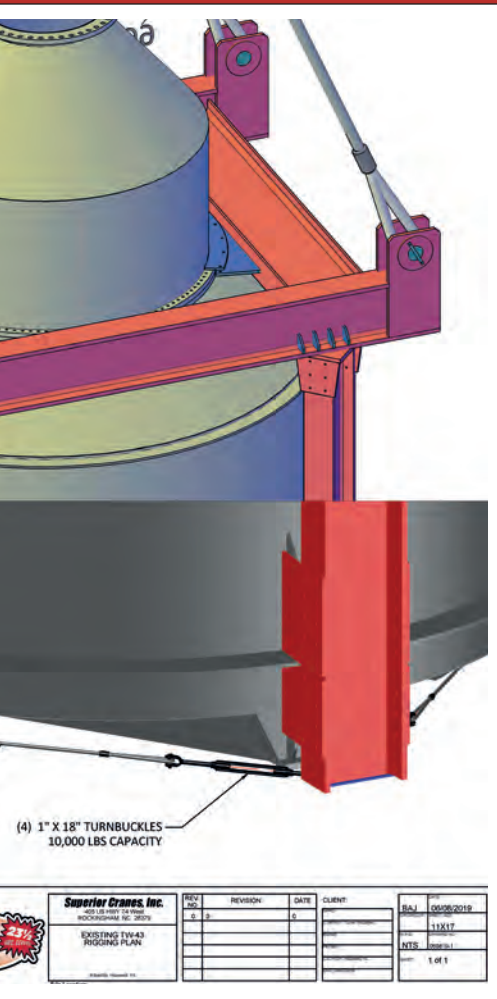
The gross load of the lift was 680,000 pounds at a radius of 128 feet. The CC6800-1 was rated for 820,000 pounds at the set radius. The customer was happy with those numbers and gave the go ahead for Superior to proceed with fabrication on the lifting frame. Pee Dee Fabricators was tasked with the fabrication of the lifting frame.

During the lift of the existing sulfuric acid absorber tower, the Superior team had to adjust the superlift weights and distances to account for chart and to avoid obstacles. This lift was performed perfectly, the company said.

The next obstacle was to create a lift plan that rotated the vessel to a horizontal position and set it on a SPMT. Superior used two layers of matting and set the vessel on its bottom saddles. The customer did not know if the brick lining in the vessel would break apart during rotation, so the mats were used as a brace in this instance. While rotating the vessel, the saddles would dig into the mats keeping around 200,000 pounds on the matting. The CC6800-1 was the main crane and Superior's Link-Belt 348 Hylab 5 was the tail crane. The rotation went without incident and the vessel was set on the SPMT and transported to the laydown area.

During transport to the laydown area there were several obstacles that needed to be overcome including manholes, making bridge jumpers to cross a bridge and

and ready



adjusting communication lines that were overhead on the route.

The sulfur furnace vessel was a horizontal unit that required four baskets to support the load. While the weights and center of gravity were known on this vessel, the real challenge on this lift was where the crane could set up. There were multiple fire lines and hydrants in the way, so the crane was moved back further so as not to damage the lines. The vessel weighed 624,000 pounds and the gross load allowed at that radius was 673,000 pounds. The Demag CC6800-1 was rigged with a capacity of 846,000 pounds at a 96-foot radius. To equalize the slings, Superior fabricated four 200-ton rigging triangles. The lift went off without a hitch.

The Demag CC6800-1 was also used for the reinstallation of the new sulfuric acid absorber tower, which was built onsite and

Custom lifting frames were the solution for lifting an absorber tower and sulfur furnace.

was determined to weigh 264,000 pounds with a gross weight of 300,000 pounds. The crane was rated at 404,000 pounds at 128 feet. During this lift, the Superior team had to adjust the superlift weights and distances multiple times to keep the crane in chart and to also avoid obstacles. Superior also designed a square lifting device for this vessel after the customer revealed that the lifting lugs on the vessel needed to be lifted no more than 5 degrees off vertical.

The final lift for the CC6800-1 was the reinstallation of the new sulfur furnace. This vessel was also built onsite and was determined to be 670,000 pounds with a gross weight of 719,000 pounds. The crane was rated for 846,000 pounds at 96 feet. This vessel also required a 4-basket rigging setup just as the existing sulfur furnace did. The only difference was the length of the top spreader bar.

Barge barrage

The Berard team faced the difficult task of loading out two bulk material E-Cranes and two bulk material hoppers in Corpus Christi, TX and then transporting them via barge to the Port of West Saint Mary in south central Louisiana. What would be a normal load out was made more challenging due to the fact that the cargo was situated on a narrow pier/rail system with very limited space. The team also contended with high winds that persisted throughout the majority of the load out process.

Berard's engineering and project management teams designed a load out plan so that all of the cargo could be placed onto one deck barge, thus minimizing costs to the client. The team began the project by performing a normal bow/steam end load operation for the two E-Cranes.

The barge was then turned parallel to the pier allowing the hoppers to be loaded transversely. Once securely sea fastened, the cargo began its trip to Louisiana. The offload site gave the team a little more working room, but more challenges arose due to a congested yard. All of the cargo



Eagle Builders produces precast concrete structures for highways and other projects.

Loyal user

Eagle Builders acquired its first Shuttlelift gantry crane back in 2007. Since then, Eagle Builders has grown substantially and so has its Shuttlelift rubber-tired gantry fleet.

As Western Canada's largest precast concrete manufacturer, Eagle Builders have five Shuttlelift cranes in their yard, including two SB50s, two ISL70Bs and one ISL50B. That is a total lift capacity of 290 tons between all the Shuttlelift cranes.

Eagle Builders is a family run Canadian based manufacturing and construction company specializing in the design, engineering, fabrication and building of precast concrete structures. Located in Alberta, Canada, Eagle Builders' manufacturing plant spans over 150,000 square feet and the company is involved in projects from Manitoba to Vancouver Island.

Eagle Builders is providing double T's, beams, panels and other pieces for the Vancouver International Airport (YVR) Parkade Project. A massive amount of concrete is being produced at the Eagle Builders. The components are loaded on rail in Alberta and shipped to Vancouver where it is being unloaded onto trucks and taken to the airport jobsite. Eagle Builders is using its five Shuttlelift cranes at its manufacturing plant and another ISL is unloading the trains in Vancouver.

Eagle Builders also produces girders for highway jobs. These are some of the largest precast concrete products in Canada – more than 55-meters long and weighing over 230,000 pounds.

was offloaded transversely due to the narrow waterway making a normal bow/stern offload impossible.

The two hoppers were offloaded first, then the two E-Cranes were rolled to the ramp location then caroused in place 90 degrees while still on the barge to



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Berard moved two marine E-cranes via barge.



orient for the roll off position. Slowly and steadily the cranes were rolled off right into another challenge of the cargo having to navigate around buildings in the yard. The cargo then traversed through the yard to the storage location.

Moving a masterpiece

Transdata was contracted to transport, erect and position onto its foundation the “Echo” sculpture created by renowned artist Richard Serra. The masterpiece that is composed of two steel frames measuring about 18 meters high and weighing 77 metric tons each. The *Echo* is the artist’s only work of art in Latin America.

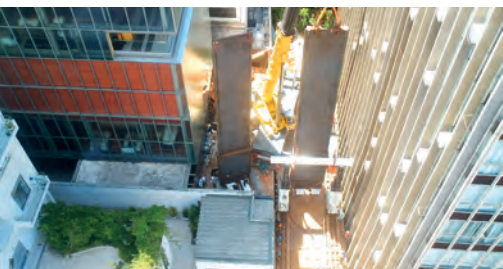
The engineering study was conducted by the Transdata team about a year prior to the project start date. It was challenging

to provide precise engineered solutions to cope with the complexity of the path, the fragility of the artwork and the confined space in which the masterpiece was to be installed.

The sculptures were secured to a SPMT system and transported on a route that provided access to the Secretary Building in Sao Paulo, Brazil. The first part of the project was preparing the frames for transport. Lift plans were developed for the precise installation of the steel structures. The foundations were installed by Instituto Moreira Sales.

To transport the pieces to the construction site, it was proposed to pre-assemble and position Transdata’s equipment to access the IMS Building by Bela Cintra Street. Many issues had to be taken into account, including the isolation of the perimeter security at the operation area and the placement of a temporary

A Grove all-terrain crane placed the sculpture on a foundation in between two buildings, making for a very tight jobsite.



Obstacle ridden project

Edwards Moving and Rigging was tasked to roll a turbine and generator off separate barges and transport the units over a winding narrow path to the new construction site. Edwards then utilized several truckloads of equipment to mitigate a floor path with multiple obstacles to allow the gantry to elevate the components from the trailer, trolley them to the elevated pedestals and then shift them into position with power links. The turbine weighed 568,000 pounds and the threaded generator came in at 900,000 pounds. Both units had to be placed on pedestals poured at a height of 15 feet 6 inches.

Transporting and installing a turbine and generator required precise rigging.



ramp over the sidewalk. Steel plates were placed over the falsework prepared by Instituto Moreira Sales engineers.

Once the all-terrain crane was assembled and set up and the gantry system was placed over the falsework structure, the team proceeded with the erection and lowering of the sculpture onto the foundation. The temporary work platform, with capacity to support a 300-metric ton crane operation, was installed, braced over

two stories of subterranean parking facilities and completed with its access ramp.

The second stage of the project consisted of hauling the masterpiece. The route of about 15 kilometers traversed through seven districts, one highway, three bridges and required the partial closing of

Paulista Avenue (which has a traffic flow of nearly 7,000 vehicles per hour and 1.5 million people per day). All transportation was performed with SPMT systems.

The final part of this project was accomplished by the lifting of the masterpiece. The lifting and installation of the steel frames occurred in a very confined space. The erection of the sculpture was performed by tandem lifting with the all-terrain crane and a gantry crane.

Equipment used included two 500-ton SPMTs, a Grove GMK 5220 AT, a Palfinger PK 100.002 knuckleboom crane, a 20-meter lift-platform and a 7-ton forklift. The crane was used to position the sculpture onto the foundation. The installation of the saddle frame, levelling and final adjustments was performed by IMS personnel.

Taking into account all of the challenging the variables and the value of the sculpture, Instituto Moreira Sales was very satisfied with Transdata’s work. The



The entire upper works of the electric rope shovel was lifted so that it could be inspected and maintenance performed.

sculpture was delivered and installed safely with no incidents and completed ahead of proposed schedule, according to Transdata.

Undecking a rope shovel

Elko Wire Rope, a privately-owned provider of manufactured rigging products in the mining industry, was looking for a sophisticated solution for its heavy lifting jobs. One particular application was lifting of the entire upper works of an electric rope shovel in a copper mine for routine maintenance and a bearings inspection.

The machine weighs approximately 1,500 tons, requiring lifting with significant force and control. Typically, the solution for this kind of lift is using custom long stroke cylinders or doing a staged lift, which gets the job solved, but not entirely.

An Enerpac jack-up system was recommended to the Elko team as the solution. After analyzing all the information and talking through the features, benefits, capabilities and ease



of implementation and mobilization in the field, Elko chose to invest in a new Enerpac JS500 Jack-Up System to improve their process.

The Enerpac JS500 jack-up system is truly an innovative solution to use for undecking, according to Elko Wire Rope. The automation is smooth and safe, and barrels can be added to the system to go

as high as needed. While other products have set limits, the Enerpac JS500 jack-up system can go as high as 40 to 50 feet, Enerpac explained.

The Enerpac JS500 also has a lifting capacity of 2,000 metric tons, giving Elko Wire Rope plenty of options when it comes to different heights and weights on future projects. ■



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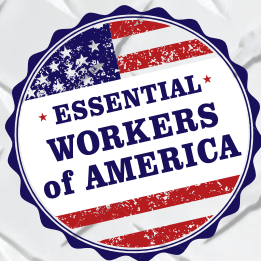
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As Covid-19 continues to impact everyday life, training companies and programs have been forced to evolve and implement new technology-based learning.

Outside

Due to travel restrictions, the confined spaces typical of training classrooms and the overall health/safety concerns that come with navigating a global pandemic, in-person training in the crane and rigging industry is no longer a viable option. But as work continues, so does the need for maintaining and teaching skills and equipment operation.

“Training is vital during this unprecedented time,” said Tom Zanone, training instructor, WIKA. “The industry continues to move and there is an inordinate amount of change not only in the industry, but to all of us personally. It is a new environment for many of us to navigate through, so we are all learning new and creative ways to provide the needed information to our customers.”

Simply put, the training industry is more important than ever before.

“The pandemic has created a unique opportunity for employers to address training that companies may have been lagging behind on due to workloads,” said Chris Smith, corporate service manager, Morrow Equipment. “Training, however, needs to be flexible enough to reach out to trainees in non-traditional methods. Trainers will need to think outside of the box to ensure they are meeting Covid restrictions, yet providing training that is relevant and effective.”

Training and retaining

It's not news to anyone in construction that the skills gap is a worrisome issue the industry will be facing in the coming years. Whether through retirement or career changes, the industry sees natural



turnover. But when you add the obstacles of a global pandemic into the mix, things unfortunately only get trickier.

“Our view is that proactive industrial workforce development is primarily motivated by two foundational organization-wide objectives – safety and productivity,” said Zack Parnell, president and CEO, Industrial Training International. “Covid-19 has elevated the importance of both of these objectives in every organization overnight. The industrial and construction workforce has had to figure out how to continue creating value in increasing safe ways that can conflict with productivity.”

Parnell also noted that while the industrial skills gap has only continued to widen, unemployment has also risen in lower-skilled arenas like retail, restaurants and hospitality.

“I recently learned that the U.S. national

election this Fall (2020) will be the first in which people born after 1980 (Millennials and Gen-Zs) will represent more of the electorate than prior generations (e.g. Baby Boomers),” said Parnell. “This is another indicator that we are in the midst of the largest skilled labor brain drain from the industrial workforce ever experienced. Many of our customers in general industry environments have predicted that they would retire roughly 40 percent of their maintenance staff by 2025.”

When Covid-19 hit, WIKA was among many other companies determined to find a way to stave off the widening skills gap by ensuring that students and future operators would be able to continue to develop their knowledge and skills. WIKA has now transitioned to a live online webinar format as an alternate solution to physically being in a classroom. Each four-hour online class features service training on a different LMI system.

“We have fully operational simulators to provide a visual component as well as virtual classroom instruction and interaction between the instructor and the students,” said Zanone. “Our feedback so far has been extremely positive. Students

“ The whole point is to continue training, but doing it in a decentralized, cost-effective and sustainable way. ”

DREW CARRUTHERS, Director of Product Strategy, CM Labs

of the box



Operator training is evolving as both in-person and virtual trainees must adapt to new standards while continuing their skills development.



benefit from having the opportunity to join classes remotely from their own location, and this new format also reduces costly travel expenses that might typically be incurred when physically attending a class.”

Digital construction

WIKAs Zanone also emphasized the importance of staying on top of changes within the tech industry, including researching what tools may help companies provide better information to keep customers productive. While virtual reality technology had already been seeing a steady growth in popularity, the demand has increased even more since training companies were forced to adapt to the Covid-landscape.

“Virtual reality headsets will continue to make strides in graphics and computing power which will equate to better realism, increased depth-perception (think a NCCCO ball-in-barrel at 90 feet), and

improved stand-alone VR experiences,” said ITI’s Parnell. “Content development is also becoming less expensive and more impressive as development engines like Unreal and Unity grow in their features, delivering developers with more robust and time-saving tools – the arms race between these \$20B+ companies is fun to watch. Also, with the rapid expansion of VR solutions, the workforce of developers and artists is expanding rapidly which also drives prices lower.”

Parnell predicts that the equipment operator will likely be one of the first crafts to experience augmented reality in a major way. Hook cameras have existed for quite some time delivering a video feed to a screen in a cab, but in pursuit of creating the “digital construction twin,” the screen can now overlay virtual objects such as the jobsite plan, grade and depth of the dirt, or where to place the I-beam.

“It is reasonable to expect the jobsite to be augmented for equipment operators through a screen or headset with value-creating information like measurements of grade that still need removed with an excavator or placement of a I-beams with a crane,” said Parnell.

Bonna Hastings of America Crane

Starter simulator

At ConExpo this year, CM Labs unveiled the Vortex Edge Max, which serves as an entry level simulator aiming to develop transferable operator skills. This technology is ideal for companies new to using simulation or for those who need to pivot quickly to simulation training due to Covid-19.

The Vortex Edge Max comes bundled with a full fleet of cranes, a complete earthmoving catalogue, or both, for a total of 10 machines on one simulator. Its heavy-duty controls are designed to run any machine, and the screen rotates to provide an optimal field of view for every piece of equipment.

Incorporating the Vortex Edge Max simulator into training reduces fuel emissions compared to training on real equipment and teaches operators how to operate machines efficiently and with minimal idle time.

Vortex Edge Max from CM Labs is an entry level simulator.



Training Services voiced that while there are some items virtual training methods suit, it’s important to remember that it will not be able to replace actual hands on demonstrations and testing.

“I think that items like virtual reality are a great training tool to give people a feel for a task or equipment before using them in real life but should not be a replacement,” said Hastings. “If there are operator aids that can provide biometric feedback and help with the learning process, that would be a great option if in-person cannot be done safely, but training needs to be completed.”

Unexpected benefits

However, as more companies begin looking into transitioning out of in-person training methods, there are actually a multitude of benefits to utilizing advancing technology and getting

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“Simulators are very easy to disinfect,

“You can have a really complicated, robust training session and never even approach that person,” added Carruthers.



And moving forward is exactly what the industry appears to be doing. While thousands of companies, not to mention the entire world, still have a long road to recovery, the resilience and versatility of the crane, rigging and specialized transportation industry continues to shine through. ■

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Trans American Trucking tackles an impressive Pennsylvania hauling project. **Hannah Sundermeyer** reports.

TransAmerican Trucking Service was tasked with picking up seven oversize pieces from Industry, PA and transporting them by river and road to New Castle, PA.

Close coordination

Since 1976, Trans American Trucking Service has been moving heavy cargo, freight and machinery across the U.S and Canada. The company was recently tasked with a 33-mile journey that involved picking up seven machine presses from a plant in Industry, PA and then transporting them to New Castle, PA via barge across two rivers before an over-the-road trip to the final destination.

The team at Trans American utilized both 13 and 19-axle Trail King trailers for this complicated transport project. The

Trans American used 13-axle and 19-axle Trail King trailers for the hauling project.

largest machine press measured 39 feet 5 inches by 23 feet 4 inches by 9 feet 8 inches and weighed a whopping 206,129 pounds. The smallest press weighed 95,568 pounds and was 20 feet 9 inches long.

Ideal solution

The project required that all the trucks be positioned to facilitate direct discharge as well as close coordination with the barge operator and the crane operators. Another challenging factor was the limited space to marshal all the super load trucks in the loading area.

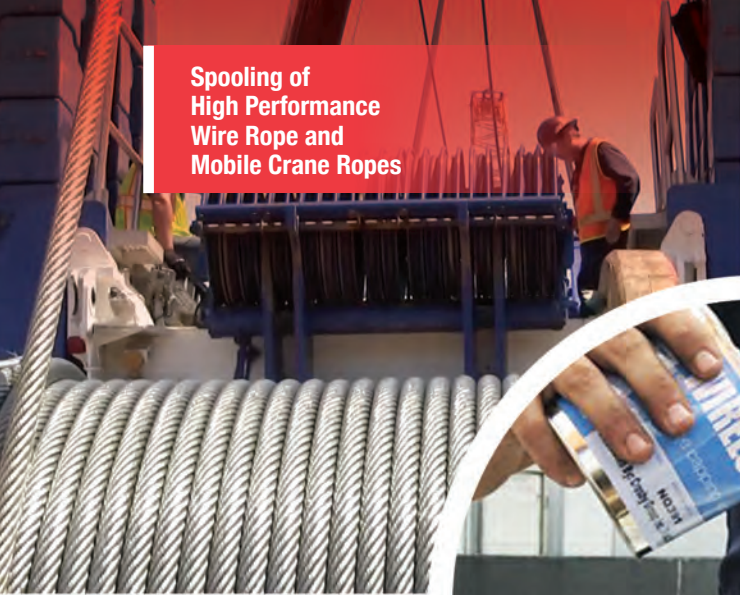
"The actual truck transport involved the use of mostly secondary area roads in Pennsylvania, but having done the route

survey in advance, our drivers were well prepared for the task at hand and it went off without a hitch," said Tom Jensen, sales director, Trans American Trucking.


It's also important to note that the initial preparation and transport of the loads took place at an active facility that could not have its operations interrupted.

"It was an interesting journey for these seven pieces," Jensen said. "They were shipped to the Port of South Louisiana from Germany [Pennsylvania] and then barged up the Mississippi River and then down the Ohio River to where they were loaded onto our trucks in Industry, PA for the final over-the-road portion of the trip to New Castle."






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Mountain Crane completes a bridge replacement along on Idaho's Snake River.

A fork in the river

The gurgling waters of the Snake River paint a scenic picture for fishing enthusiasts. With a contract five years in the making, the Ora Bridge replacement project has been a long-awaited update to a world-famous fishing destination that attracts anglers, fly fishermen and rainbow trout alike.

Cascade Bridge, a heavy-highway general contractor specializing in bridge construction in Washington and Oregon, recently teamed up with Mountain Crane to tackle the replacement of the new Ora Bridge, located just west of Ashton, ID, along the Snake River. The project included installation of the new bridge approximately 600 feet downstream of the current bridge, followed by the removal of the existing bridge.

According to the Henry's Fork Foundation, a conservation organization protecting the natural resources of this watershed, the project improves horizontal curves approaching the bridge, reduces roadway vertical grades and widens the roadway to allow for two-way traffic without encroaching into opposing lanes from agricultural equipment or other large trucks. As well, the project required special considerations for monitoring water levels and aquatic wildlife, while also avoiding any disruption to fishing access.

Two Link-Belt crawlers were used to lift and place 20 precast concrete girders.

A popular fishing destination, the construction team had to monitor water levels and wildlife.



Cascade Bridge teamed up with Mountain Crane to tackle the replacement of the Ora Bridge near Ashton, ID.

Easy does it

Ryan and Chandler Bingham, the father-son duo behind Mountain Crane's Idaho division, were tasked with setting 20 precast concrete girders that were 105 feet long and weighed 90,000 pounds. With four spans, all girders were set from a construction bridge. Each girder was set in place by two cranes, a 300-ton Link-Belt 348 crawler and a 110-ton

Link-Belt Hylab 218 crawler.

"The riverside location did pose difficult problems," said Ryan Bingham, heavy lift engineer, Mountain Crane. "The west span could not be accessed because of limited area and a new overhead power line. With that, we had to orchestrate the bridge girder set with two cranes, and a heavy haul truck all from the working bridge which was on the north side of

the new bridge piers. This meant picking the girders off the heavy haul truck, moving the truck, and walking with the girder and crane on one end and multi-functioning the crane on the other end to ensure the girder was placed safely and efficiently. Mountain Crane Operator Chase Sorochuk did a phenomenal job making sure that the plan and process on paper, played out perfectly in the field."

Using the retracted sideframe chart for the Link-Belt 348 left the team with two inches of deck space on each side. Bingham said the toughest pick was the first bridge span to the west. The Mountain team had to carefully weave the precast girder between both machines.

"Another challenge we had to overcome was maneuvering the bridge girders once both cranes had weight on them," said Chandler Bingham. "We had a small work bridge that the cranes had to work around in order to make the pick."





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CCO Articulating Crane exams now available in Spanish

In response to numerous industry requests to serve the growing Spanish-speaking construction labor force, the National Commission for the Certification of Crane Operators (NCCCO) is making available its CCO Articulating Crane Operator written certification exams in Spanish, effective October 1, 2020.

In compliance with OSHA Subpart CC regulations, NCCCO is releasing Spanish-language exams that are direct translations of the English-language CCO Articulating Crane Operator exams, based on identical content outlines and containing the same number of questions. All exam parameters are the same as the English-language exams, including length of time permitted and passing score required.

Candidates have the option of taking one of three written exams, depending upon the certification designation(s) they are seeking. Operator candidates are given 90 minutes to complete each of the

following written examinations:

- Articulating Boom Crane (ABC)
- Articulating Boom Crane w/Winch
- Articulating Boom Loader (ABL)

Candidates meeting the eligibility requirements may take either the Written Examination or the Practical Examination(s) first.

NCCCO has prepared a Spanish language supplement to the Articulating Crane Operator Candidate Handbook as well as the load charts used on the exam and an English-Spanish glossary of crane-specific terminology used in the exams to assist candidates and the training community in preparation for the certification exams.

For more information and access to all candidate and reference materials, provided in both English and Spanish, go to nccco.org/Spanish. Spanish-language exams are initially only available as paper/pencil tests. Training providers or employers may schedule test

administrations immediately using the forms at nccco.org/Spanish.

Bilingual expert panel

Release of the Spanish-language CCO exams marks a massive effort of development work by NCCCO's Spanish Technical Review Group. This panel of bilingual crane experts assisted in the process of crafting the language to ensure only "operator terminology" was used and was careful to follow international standards on the process of translating certification exams. "NCCCO is committed to maintaining the same standard for all its candidates, whether they are English-speaking or Spanish-speaking," noted NCCCO Director of Certification & Credentialing, Bob Mahlman.

OSHA compliance

The new Spanish-language exams are likely to provide valuable assistance to employers desiring to ensure their Spanish-speaking operators meet the OSHA 1926 CFR Subpart CC crane operator certification requirement. The OSHA crane rule allows for tests to be administered in any language the operator candidate understands, but it requires the certification card indicate the language the test was given in.

Employers must understand, however, what their obligations are for using certified operators who have tested in Spanish. According to OSHA 1926.147(h)(2), "The operator is only permitted to operate equipment that is furnished with materials required by this subpart, such as operations manuals and load charts, that are written in the language of the certification."

Further, according to OSHA 1926.1421(c), "The operator, signal person, and lift director (if there is one), must be able to effectively communicate in the language used."

Please visit www.nccco.org/Spanish for more information about Spanish-language CCO exams.

Liebherr continues sponsorship of NCCCO calculators

For the fourth consecutive year, Liebherr USA, Co. is generously providing sponsorship of calculators for NCCCO candidates to use on approved written certification exams at paper-pencil test administrations. For security reasons, candidates are not permitted to bring their own calculators into the testing room, so they are provided with basic four-function calculators at no cost when taking certain paper-and-pencil specialty written exams.

Calculators have been supplied for Mobile Crane Operator specialty exams since 2012, after NCCCO conducted a study that concluded that use of calculators on load chart calculations would be appropriate, as long as basic arithmetic was being tested without calculator use on the Core exam. Since that study, many newly developed certification exams also allow use of a calculator, including the Digger Derrick and Dedicated Pile Driver operator, Mobile Crane Inspector, Mobile and Tower Crane Lift Director, and Rigger Level II exams.

"Liebherr is proud to support the CCO certification programs offered by the National Commission for the Certification of Crane Operators (NCCCO). Through this sponsorship, we hope to contribute to certification programs that play such a big role in equipment safety and help prepare the next generation of crane operators," said Bret H. Jacobson, Liebherr General Manager—Sales Administration & Product Marketing. "This highly visible sponsorship opportunity demonstrates Liebherr's commitment to NCCCO's primary mission of promoting safe lifting practices." Liebherr Mobile and Crawler Cranes, division of Liebherr USA, sells and markets Liebherr all-terrain and larger crawler cranes in the United States.





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Cost control measures

Lauren Fronczek discusses how to control workers' compensation claims.

Without a doubt, your employees are your biggest asset. And you should be doing everything you can to protect them. Treating them right, and doing all that you can for them, is critical to not only having fulfilled employees but also for the long-term success of your operation. What can be overlooked, however, is the importance of workplace safety, and the cost and disruption caused in the event of a workplace injury.

There are many tools available to help mitigate this risk, including actions you can take prior to hire, adopting policies to help prevent incidents from occurring and putting strategies in place to support your employees if they do get hurt on the job. Your insurance advisors should have an abundance of tools to help you control worker's compensation claims - do not forget to utilize them!

Physical abilities testing

A physical abilities testing, or PAT, program is one of the best ways to physically qualify job candidates to ensure they can meet the physical demands on the job. Additionally, a PAT allows an operator to determine if an employee returning from disability or injury leave can resume normal job duties upon return. If you have not implemented PATs, but your competitors have them in place, there is a high likelihood that you may be hiring someone who is not fit for the physical demands of the job and has already been denied employment by your competitors that perform this testing.

Conducting physical abilities testing (PATs), or a functional capacity exam, allows an employer to physically qualify candidates to ensure they can meet the

physical demands of the job they are being hired to perform. While requirements can vary greatly from operation to operation, you are hiring for physically demanding jobs. It is incredibly important to your employment retention strategy to know that the individuals you hire can perform these tasks, and to keep them healthy and uninjured as long-term employees. How to PATs work?

Initial steps: In the beginning phase, a company will share job descriptions and requirements with the PAT vendor to create the performance tests. A conversation will take place between the hiring company and the PAT vendor to discuss these items in more detail to fully understand the positions and the necessary tasks and requirements needed to fulfill them.

Implementation phase: An occupational therapist will perform the on-site functional job analysis overseeing and analyzing current employees in these positions to create an accurate and effective functional job description. The functional job description will be used during the testing of each potential employee in the future hiring process.

Testing phase: Once the hiring company is prepared to offer a candidate the position, the offer is made contingent on the ability to pass the PAT, similar to how a company currently requires a drug test and a U.S. Department of Transportation (DOT) physical.

Vetting your PAT

Keep the following in mind when vetting your PAT provider to determine if they can provide an effective PAT for your company:

- PATs and DOT physicals should not be performed by the same person. They are two different types of tests that should be conducted by different types of medical professionals.
- Ensure someone will be available on-site to evaluate employees in the positions before creating the testing criteria.
- Determine if they are a family care physician or a qualified occupational therapist. This is as important as qualifying the person who conducts your DOT physicals; using the right

type of physician that understands physical capabilities in your industry versus someone who primarily treats families can have a significant impact.

- Make sure the vendor is compliant with Equal Employment Opportunity Commission (EEOC) regulations.

Making the upfront investment in a PAT program is a wise move. Hiring the right employee for the right job the first time could save your company from potential future workers' compensation claims caused by an unqualified candidate hired to perform a job they physically could not do.

What is an IIPP?

The Occupational Safety and Health Administration (OSHA) states, "An injury and illness prevention program, is a proactive process to help employers find and fix workplace hazards before workers are hurt. We know these programs can be effective at reducing injuries, illnesses, and fatalities."¹

An IIPP is a basic written workplace safety program that can improve the safety and health in your workplace and reduce costs by good management and employee involvement. The key elements common to successful programs are management leadership, worker participation, hazard identification/assessment, hazard prevention/control, education/training and program evaluation and improvement.¹

Benefits of implementing an IIPP include:

- Lower number of injuries
- Reduce absenteeism & turnover
- Increase productivity & quality
- Increase morale & job satisfaction

For every dollar you spend on the direct costs of a worker's injury or illness, you will spend much more covering the indirect and hidden costs.

Return to work programs

Did you know that when your employee is out of work due to a work-related injury for six months, there is only a 50% chance they will ever return to full duty? And, if the disability reaches one year, the chances of the employee returning to work drops to 25 percent, and there is virtually no chance the employee will ever return to work if the disability lasts two years.²



THE AUTHOR

A graduate of Penn State University, **Lauren Fronczek** is senior marketing manager of National Interstate

Insurance based in Richfield, OH. National Interstate Insurance is rated "A+" (Superior) by A.M. Best (rating affirmed on September 11, 2019.)



Reducing post accident injuries

- Establish and communicate RTW Programs: An RTW program encourages workers to return to employment sooner and lowers business costs.
- Establish clear procedures for employees: Provide employees with your company's RTW program guidelines, preferred providers and information about what happens after they report an injury.
- Establish and maintain positive communication with employees: Employers should actively become involved in every claim and communicate on a regular basis with employees during medical treatment.

This should be enough to make you want to implement a return to work (RTW) program immediately!

Having an RTW program in place reduces the length of an injured employee's absence by an average of 3.6 weeks³ and helps with increasing claims control, decreasing unnecessary costs of missed

days and disability, lowering the exposure of permanent disability and promoting employee health, wellness and morale

It is important to work with your insurance advisor to identify what will work best for your company's needs. Here are some of the most common options:

Employer's in-house RTW program: Your insurance carrier may offer resources to assist in developing a job analysis for an on-site transitional work program that fits the injured worker's specific level of restrictions, that can be updated as their restrictions change to keep your employee working.

On-site telecommunication: Different RTW service providers may offer transitional work through non-profit agencies at your business location. This allows you to keep your employee engaged during the recovery process by maintaining a day-to-day relationship.

Community non-profit: If you cannot accommodate an on-site program, some RTW service providers will arrange a volunteer assignment with a local non-profit agency. This option keeps the employee moving towards recovery while providing community support and

goodwill for the non-profit organization.

Remote telecommunication: Some programs will place telecommunication equipment for remote assignment at the employee's residence. The technology ensures compliance with the program.

After implementing a RTW program, organizations have experienced significant reductions of 25 to 50 percent in lost time payments and lost days due to disability from workplace injuries.⁴

By establishing procedures around protecting your employees and working with your insurance advisors to implement the right tools, you will be treating your employees as your greatest asset. ■

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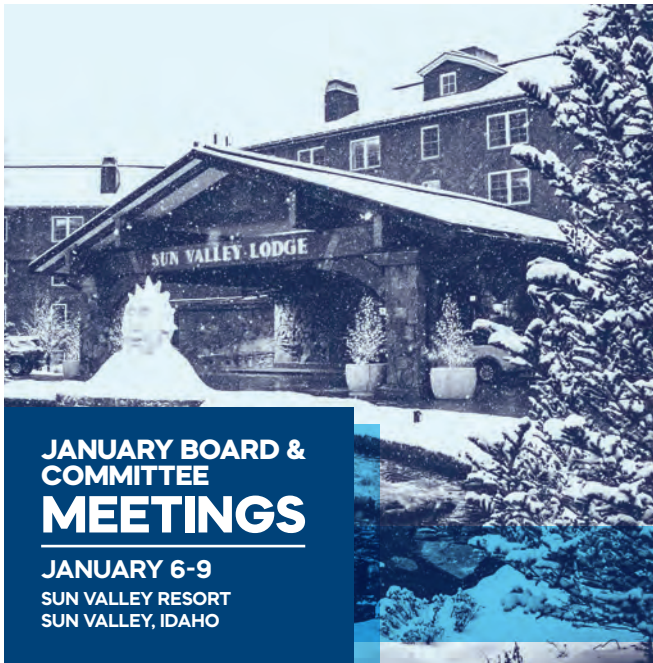
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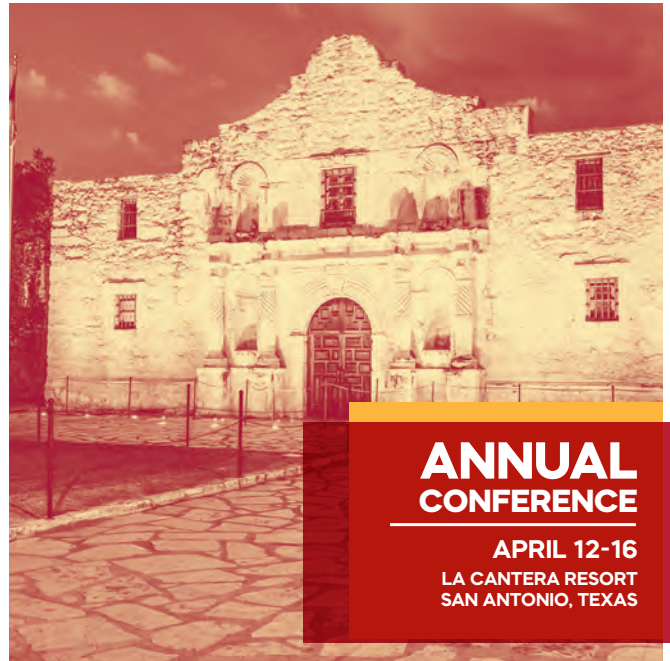


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Fresh point of view

Looking for a competitive advantage? Start hiring women.

A good salary, decent benefits and an opportunity to pursue a long-term, worthwhile career certainly isn't gender specific nor industry specific. Men and women alike desire the chance to work within a job that pays well and provides a sense of both purpose and fulfillment. It's long been known to those already in construction and transport careers that these types of jobs provide all of the above, but women only make up about 10 percent of these industries overall.

With research pointing to the fact that companies who leverage a more diverse workforce almost always realize improved financial performance – and with organizations industry-wide still in search of reliable, motivated workers – now is the perfect time for companies to start thinking about how to bring more women into the ranks.

Ultimately, the construction and transport industries have the opportunity to recruit, and retain, more women – for the better. Women can bring impressive physical labor skills, new ideas and perspective, along with other humanitarian considerations, to a workplace.

But what could be different is how we go about attracting and recruiting women overall. First and foremost, job listings should emphasize your company's commitment to diversity and inclusion, even going the extra mile to point out benefits like parental leave and child-care subsidies. It's also important to note that a job description is often the first

interaction/engagement you're going to have with a potential employee – male or female – so give careful thought to your audience. One example comes from LinkedIn's Talent Blog – which warns about using words like "rock star," "ninja" or "stud," or even industry speak that could confuse and/or intimidate.

To that end, women are more apt to not apply for industry work because they don't feel they're qualified. Which informs us that we should be reaching out more to them in an effort to dissolve some of those fears and open up avenues of communication. It's not uncommon for a man to look at a job description and know that he's done "most" of these things, so he can likely figure out the rest via training and onsite work. But for females, there's often a tendency to feel that they need to have 100 percent mastery of the requirements, or they shouldn't even apply.

Equally available

There's also a lot to be said for knowing what to look for – and remaining open to possibilities beyond what we conventionally seek out in a candidate. Obviously, there are certain technical boxes to check off, but we should pay attention for other valuable qualities, like leadership instincts, interpersonal skills, positive energy and a desire to understand and evolve within the role.

Another effective way to reach out to potential female candidates is to include women in the hiring process. Perhaps, if possible, some or all of the company

reps handling a certain part of the interview process are women. It will make it easier for candidates to see themselves working in this environment – or the industry overall.

Culture is another key facet: it should be apparent that your efforts to attract, hire and hopefully retain female employees isn't just window dressing – but rather, permeates through the company overall and remains a priority at every level.

Once hired, challenging roles and opportunities for growth should be equally available to both men and women employees. Not only will this strengthen the internal structure of your workforce, but word will get out, and you'll likely see more women candidates as a result.

At the end of the day, women bring a fresh point of view to construction and transport ideas, plans and projects – enabling a company to serve a wider population. It's noteworthy that we're seeing a more diverse client base in construction and transport, with a wider range of needs. Gender-inclusive teams will have an easier time discerning those needs. And you'll likely enjoy an easier time securing business as a result. ■

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Workforce development

SC&RF continues to build the industry's future.

October is Careers in Construction Month – a nationwide celebration and recognition of the career opportunities that exist in the construction industry. In an effort to highlight the initiative, the SC&RF (Specialized Carriers and Rigging Foundation) has partnered with SC&RA to host an October photo contest – which focuses on kids in the industry: kids in cranes, tots (or teens) in trucks and rugrats in rigging. In conjunction with the Careers in Construction theme for the month, the Foundation sees this effort as a fun and creative way for participants to involve both family and community members in their day-to-day.

Those taking part can post their picture on the SC&RF Facebook page (@SCRFoundation) with the hashtag #CICmonth2020, and their name and company will be placed into a drawing to win a crane or trailer model.

Jonelle Anderson (Ness Campbell Crane & Rigging), chair of the SC&RF Communications and Development Committee, explained that it's all part of the bigger motivation. "We've made a push on social media and want to increase awareness on workforce development. Committee members have been sharing videos of stories that they find throughout the industry – of individuals that are willing to share their pathway into their trade. We're always brainstorming how we can increase awareness and share those



opportunities with others to bring our youth into the trades."

Committed despite COVID

Building off of a successful 2019, SC&RF entered 2020 with high hopes and ample momentum. And while COVID disrupted much of the industry, the Foundation has maintained a 100 percent commitment to funding scholarships as it would in any normal year.

To that end, applications have tripled in 2020, with many of the applicants out of work – mostly related to COVID – and hoping to improve upon their situation while they wait to return. SC&RF acknowledges with great appreciation that, while revenue is down and need is up, its Partners in Education organizations have remained committed and continue to offer free or reduced tuition – with ITI (Industrial Training International) now offering unlimited seats within its courses.

"We are delighted to see the number of vocational-technical applicants increase in recent months since the pandemic," said Foundation Scholarship Committee Chair, Debbie Evans (Aspen Custom Trailers). "We're finding that those who might be without a job are looking to better their skills during this time – in order to go back into the marketplace with even more to offer."

There have also been requests from educators for curriculum – virtual content – whereby the SC&RF board and research committee has responded by working to develop a course that would be appropriate for CTE (career and technical education) students and others interested in jobs skills prior to graduation.

Foundation President Dave Wittwer (Hays Companies) added, "COVID-19 has certainly presented unprecedented

In celebration of Careers in Construction Month, SC&RF partnered with SC&RA to launch an initiative promoting kids in the industry – involving submitted photos where the winner takes home a prize.

Despite disruptions due to COVID, the Lift & Move USA event at CONEXPO-CON/AGG 2020 was still well attended and considered a success.



challenges not only for SC&RF, but for SC&RA members. The Foundation's board of directors has met the challenges head on – with actions that include realigning program funding, prioritizing budget expenditures and, candidly, cutting expenses wherever possible. But most importantly, the Foundation board has been able to keep funding for vocational scholarships at a level that is unchanged – which directly feeds the workforce development initiative."

Lift & Move in a Box

While the fall 2020 Lift & Move USA live events have been cancelled, the newly formed Lift & Move Governing Committee is working to provide relevant tools in this new virtual environment.

In honor of Careers in Construction month, the committee will be releasing "Lift & Move in a Box." Work-based learning is education's equivalent to industry's "on-the-job training," and companies in the industry can support their local schools in a variety of ways, including classroom visits (in-person or virtually, project-based activities and/or internships).

Lift & Move in a Box includes: the guidebook *Understanding the CTE Community, Work-Based Learning, and Ideas for Industry-Education Partnerships/Lift & Move Hosting Manual* with planning and best practices for executing in-person events/sample station scripts/"What is Specialized Transportation, Crane & Rigging" – a



commitment continues



15-minute slide show with script/links to various SC&RA and SC&RF videos explaining careers in crane, rigging and specialized transportation/and sample handouts. For access to Lift & Move in a Box materials, email Lift & Move Director Tracy Bennett at tbennett@scranet.org.

Launched in 2015, Lift & Move's current supporting organizations include SC&RA, SC&RF, NCCCO Foundation and KHL – media partner. The program now resides under the SC&RF 501(c)(3) umbrella to provide continuity as the supporting organizations work together to impact workforce development industry wide. The Lift & Move Governing Committee is responsible for the program, vision and future growth of the events and activities of this initiative.

"Since Lift and Move has been created, thousands of students, vocational as well as high school, have been introduced to what our industry has to offer through live events provided by SC&RA member companies," explained chair of the Governing Committee, Stephanie Bragg (Bragg Companies). "During this unprecedented time in our country, our industry faces a new challenge. Industry members will be provided the tools to keep their companies front and center in the public eye with Lift & Move in a Box."

To that end, Lift & Move USA announced a new website in June with extended resources for both educators and students – with a focus on introducing the industry and providing career-path graphics, information on labor-gap

locations and access to video and photo archives of events, training links and more. Visit www.liftandmoveusa.scr-foundation.org to access resources and sign up for their newsletters.

Encouraged to apply

Launched as a nonprofit arm of SC&RA, SC&RF is guided by a board of directors and committees comprised of volunteers, with an overall mission to serve the crane, rigging and specialized transport industry, support workforce development, provide educational assistance and conduct research to advance growth and opportunities within the industry.

Individuals looking to gain skills to advance their career are encouraged to apply for a Vocational/Technical or Partner in Education scholarship by October 31. Applications for collegiate scholarships will be accepted beginning October 15. Additionally, one final deadline remains for 2020 – December 31.

Of particular note in 2020, SC&RF established a scholarship award in memory of Jay Shiffler, who passed away on December 26, 2019. A beloved friend of many in the Association, Shiffler's memory will go on, and this scholarship, funded by friends and colleagues, represents just a piece of his profound and lasting legacy.

Accordingly, 2020 SC&RF award winners included – in the Collegiate category: Jessica Rios, Combined Transport Inc. (George Bragg Memorial

Scholarship); Jacqueline Shrader, A1A Software (George Young Memorial Scholarship); Amanda Quintanilla, Buchanan Hauling & Rigging (IUOE Continuing Education Scholarship); Grace Erlinger, Link-Belt Construction Equip. (Jay Shiffler Memorial Scholarship); Elise Freuh, Fruhquip, Inc. (Terex Continuing Education Scholarship).

Receiving Vocational/Technical Scholarships were: Caiden Lee (Anderson Trucking Continuing Education Scholarship), John Bible (JK Crane Continuing Education Scholarship), Lawrence Franco (Heartland Communications/Crane Hotline Continuing Education Scholarship) and Osiel Alonzo (White Brothers Continuing Education Scholarship).

Partner in Education – CICB recipients include: Arielle Simms, Jennifer Marotta, Joshua Samuel, Brandon Manning, Elisabeth Eggelton and Ishmael Muhammad. Moreover, Andrew Brosnac was awarded a Partner in Education – Morrow Equipment Company scholarship.

Additionally, the Taylor Foundation and the McTyre Family have named scholarship commitments and awards in their name – to be awarded in 2020.

SC&RA members are also encouraged to visit the SC&RF website and get involved. Donations will only make the Association and the industry stronger. Interested members can find out more at www.scr-foundation.org.



In honor of October's Careers in Construction month, Lift & Move USA has released "Lift & Move in a Box" – a way for companies throughout the industry to learn how to host their own Lift & Move events on a scale that works best for them.



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www.khl-tcna.com**CANCELLED****November 3-5 2020****Breakbulk Americas**George R. Brown Convention Center
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January 6-9, 2021**SC&RA Board & Committee Meetings**Sun Valley Resort
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XL Specialized expands sales team

XL Specialized Trailers has promoted Matt Brunscheon to regional sales manager and hired two new members to the same position, Isaiah Adams and Ryan Piana. As regional sales managers at XL, Brunscheon's, Adams' and Piana's main responsibilities are supporting their territory dealers and servicing the needs of customers in their respective regions.

Overseeing the Great Lakes region, Brunscheon has been

**Matt Brunscheon**

part of the XL team for nearly 20 years, serving in an inside sales role and as a customer account specialist. Adams has spent the last six years selling heavy equipment and will represent XL in the south-central region. With eight years of heavy haul

**Isaiah Adams****Ryan Piana**

experience, Piana joins XL as the new western region sales manager with experience in operational risk.

"We are very excited to bring both Isaiah and Ryan on board with us at XL, and so happy for Matt to step into his new role," said Tom Hiatt, director of sales, XL Specialized Trailers. "With their prior experiences, we have no doubt they will be a great asset for us and great representatives to our customers."

Robertson joins Maxim Denver

Maxim Crane Works has appointed Travis Robertson as a service technician in the company's new Denver office.

Maxim COO Frank Bardonaro called

**Travis Robertson**

Robertson one of the most highly trained and experienced tower crane and hoist technicians in the Rocky Mountain region, and said he is a key member of Maxim's new team there.

Maxim CEO Bryan Carlisle said, "We are extremely proud and excited to introduce our newest team to the region. We look forward to continuing to provide the most highly trained and skilled team members in the market to ensure our customers receive the best fleet, service and safety available in the region."

"Travis has been the go-to guy for some of the most challenging projects throughout Colorado, Montana, Wyoming and other nearby states for years," added Bardonaro. "His 15 years of industry experience and factory training are extremely valuable for Maxim and our customers as we continue to expand via acquisitions and

organic growth throughout the entire region."

NCCCO Forum transitions to virtual event

The Fifth Annual Industry Forum on Personnel Qualifications has been rescheduled for Thursday, October 29, 2020 as a virtual event, according to the NCCCO Foundation. Scott Ketcham, director of OSHA's Directorate of Construction, will once again provide the keynote address and participate in a Q&A session that will conclude the conference.

The Forum will build on the success of previous events and focus on the latest developments in regulations and best industry practices as they pertain to the qualifications of personnel working in, with, and around cranes and other types of lifting equipment. "In light of the imminent publication of OSHA's Compliance Directive, we anticipate the session on the Foundation's newly-published Most Similar Certifications Directory to be highly popular," said Graham Brent, CEO, NCCCO Foundation.

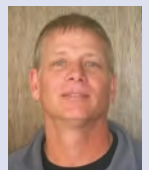
"We pack a lot into a five-hour window," added Brent. "With no fewer than 11 separate presentations we ensure there's always something for everyone."



Scott Ketcham, director of OSHA's Directorate of Construction, will once again provide the keynote address.

Dan Swiggum

has been appointed business development executive at Accredited Safety Solutions. Swiggum previously served as business development manager for ATS Specialized Training.



Filippo Baldassari has joined Bernd Schwengsbier in jointly managing the sales and service organization of the Transporter Industry International Group (TII Group), a company of the Otto Rettenmaier family of entrepreneurs.



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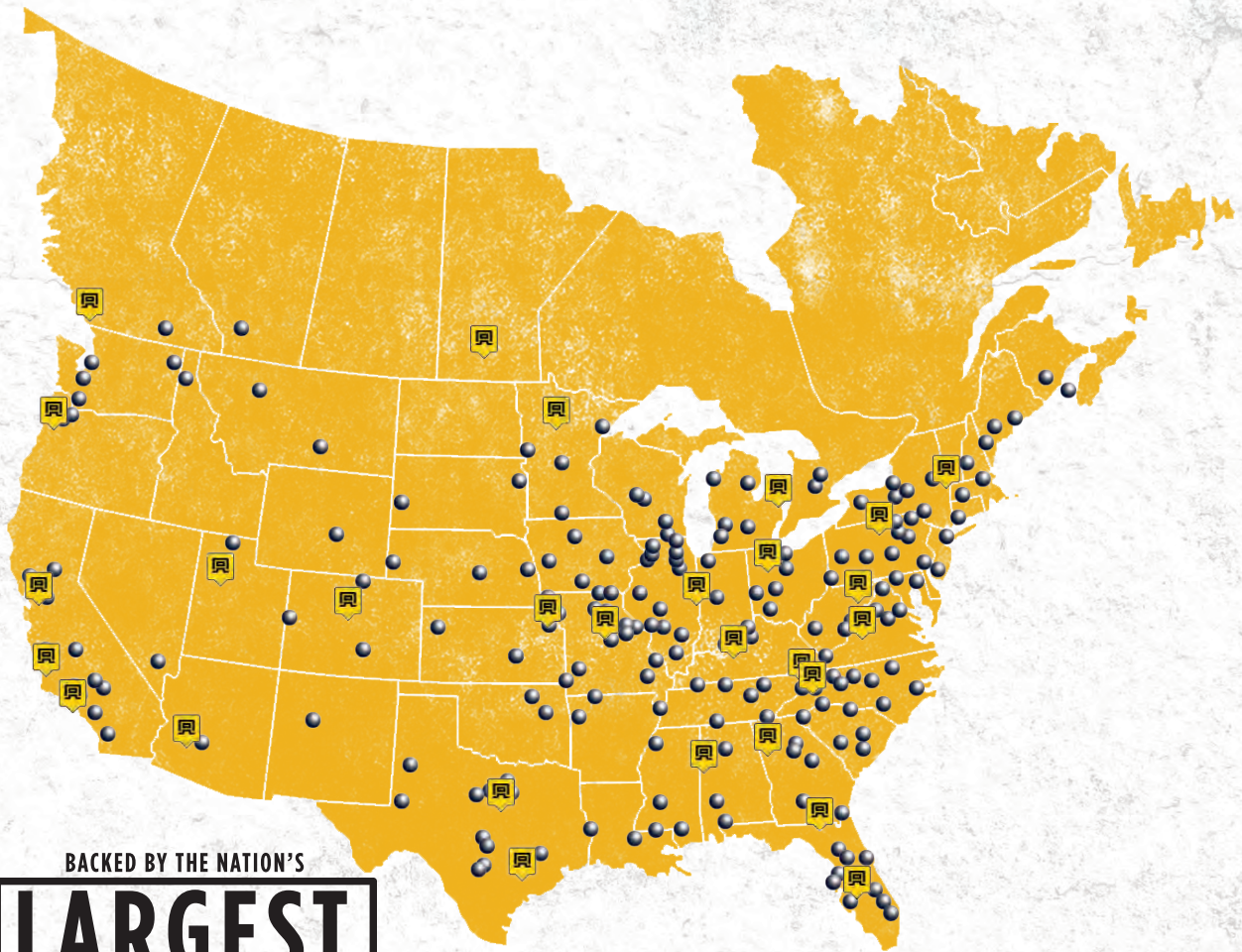
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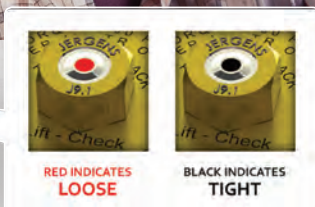
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Upper hours	2,262 h
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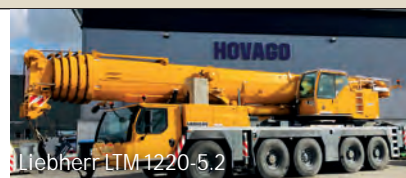
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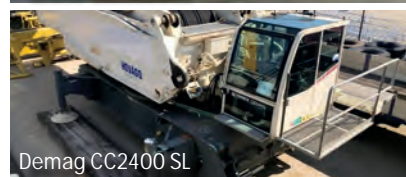
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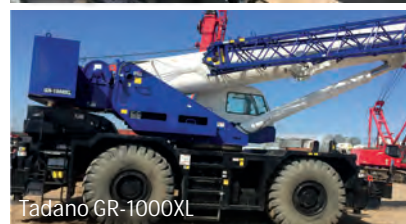
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Self-made and selfless, **James Lomma** loved being a part of the crane and rigging industry. **D. Ann Shiffler** reports.

It is hard to imagine a crane and rigging industry without James “Jimmy” Lomma, but it has been just that since July 2019 when he passed away. Lomma was an industry stalwart, founder and owner of J.F. Lomma Inc., TES Inc. and New York Crane. He was a man of many interests, but his top priorities were his family, his employees and his colleagues.

Self-made and hardworking, Lomma built his businesses from the ground up, providing cranes, trailers and equipment that built landmark structures throughout the United States, and especially in the New York City region.

Lomma was a consummate professional and a well-known leader in the crane and rigging industry. He is a previous president and chairman of the SC&RA, and he stayed involved in the Association that he believed made the industry safer and better. He was a recipient of the SC&RA's prestigious Golden Achievement Award.

Operating cranes in New York City is not for the faint of heart, and with profound compassion and dignity, Lomma faced these challenges head on. He diligently rebuilt his companies when financial issues threatened their livelihood.

“If a true measure of a person is how we deal with adversity, Jimmy is atop the ladder,” SC&RA CEO Joel Dandrea told ACT. “In all his successes and defeats, he always remained humble and optimistic.

Editor's note

Last month, like every September since 2001, our nation commemorated the 9-11 attacks on the United States. In marking this tragic day, the staff of *American Cranes & Transport* also remembered James Lomma and his valiant efforts at Ground Zero.

“ We learn so much from the actions of our heroes, and one thing is for sure, there's no such thing as too much kindness. ”

JENNIFER GABEL, President, JK Cranes

We truly lost a legend.”

Lomma was an advocate for his industry and he was known as a staunch supporter of crane safety and crane operator certification. Graham Brent, CEO of the NCCCO Foundation, said Lomma worked tirelessly to improve attitudes toward lifting practices.

Grueling assignment

While he never sought the limelight, Lomma is often remembered for things he did and stories about his cranes. But he will forever be associated with the terrorist attacks of 9-11. In an interview with ACT in 2011, Lomma recalled his work at Ground Zero. Despite bad phone service, Mayor Rudolph Giuliani got through to Lomma and asked him to dispatch the first cranes to Ground Zero. Lomma worked around the clock with firemen, policemen, ironworkers and others to rescue survivors. Lomma was in charge of all crane operations. It was a grueling assignment.

On the 10th anniversary of 9-11 Lomma said, “We worked hard. America does that. It's an American thing. We always fight back. They didn't win.”

This year on 9-11, Lomma's daughter, Jennifer Gabel, who followed her dad in the crane industry and owns JK Cranes,



James Lomma received the prestigious SC&RA Golden Achievement Award in 2014.

remembered her father's efforts at Ground Zero in an Instagram post.

“My dad would spend 24 hours at a time on site where the twin towers used to be,” she said. “He'd come home covered in a thick layer of white dust, sleep and go back for another 24 hours. His cranes were on site for a long time, and most people don't know this, but he didn't charge them for months. He wasn't the type to say, ‘look how nice I am.’ He was more the type to think ‘Be nice and don't get caught.’ We learn so much from the actions of our heroes, and one thing is for sure, there's no such thing as too much kindness.”

Lomma's cranes worked at Ground Zero for many years. It was a proud day for him when the Freedom Tower topped out in 2014. Two of his company's tower cranes carefully placed the spire at the symbolic height of 1,776 feet.

Lomma was widely known and respected for his humanitarian efforts. While he never wanted to take credit for his many acts of kindness and charity, he often went to extraordinary lengths to help family, friends and associates. ■

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

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Jeff Haynes, USI Insurance Services

Safe assembly & disassembly of tower cranes

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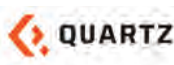
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