

# ACT

The magazine for the crane lifting and transport industry

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**ACTEXCLUSIVE** ✓

**INTERVIEW**

**Manitowoc**

**President/CEO**

**Aaron Ravenscroft**

**PROJECT DIGEST**

**Bridges and  
infrastructure**

**PREVIEW**

**Tower Cranes  
North America**

Official  
domestic  
magazine of  
the SC&RA



## Sling easy

Below-the-hook technologies

**SHOW GUIDE**  
**SC&RA Crane &  
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**VIRTUAL  
SHOW**  
p43



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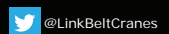


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Below-the-hook technologies make for safer lifting, including this Yale Cordage Fortis<sup>2</sup> Sling used to lift and place a power tower. See Rigging Matters on page 19.



ISSN 1555-1830



Circulation is audited by BPA Worldwide

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American Cranes & Transport is published 12 times a year by KHL Group Americas LLC, 3726 East Ember Glow Way, Phoenix, AZ 85050. This issue is mailed on September 8, 2020. SUBSCRIPTIONS: Annual subscription rate is \$345. Free subscriptions are given on a controlled circulation basis to readers who fully complete a Reader Subscription Form and qualify under our terms of control. The publisher reserves the right to refuse subscription to non-qualified readers.



Official domestic magazine of the SC&RA



Produced in cooperation with the NCCCO

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■ Manitex International's second quarter 2020 results were negatively impacted by the global Covid-19 pandemic. Net revenues from continuing operations for the second quarter were \$37.1 million, compared to \$57.4 million in the prior year's period.

■ Manitowoc reported a second-quarter net loss of \$12.7 million, or \$0.37 per diluted share. Second-quarter adjusted net loss of \$16.2 million, or \$0.47 per diluted share, declined \$49.7 million year-over-year. The loss is attributed to a decline in sales and manufacturing activity due to the Covid-19 crisis.

## Manitowoc appoints new CEO



**Aaron H. Ravenscroft** was appointed president and CEO of Manitowoc on

August 6, replacing Barry L. Pennypacker, who had held the job since 2015. Pennypacker will continue to serve the company in an advisory role through the end of the year, according to the company.

Ravenscroft joined Manitowoc in March 2016 and brings to the role more than 17 years of extensive operational, sales and marketing and international leadership experience in the industrial and engineered equipment products space. He had been serving as vice president of cranes. Ravenscroft previously worked at Gardner Denver, Process Flow Control and the Weir Group.

■ Check out ACT's exclusive Q&A interview with new Manitowoc Cranes President and CEO Aaron Ravenscroft starting on page 14.

**Manitowoc has asked the Commerce Department to level the playing field in the U.S. crane market.**



Shortly after assuming the job as president and CEO at Manitowoc Cranes, Aaron Ravenscroft publicly backed away from the company's support of tariffs on cranes imported into the United States. In December 2019, Manitowoc filed a petition with the U.S. Department of Commerce claiming that the import of mobile cranes from Europe and Japan impaired the crane business and were a threat to national security. The company said that foreign cranes damaged its business and forced layoffs and a plant shutdown. In May 2020, the Commerce Department launched a Section 232 investigation into Manitowoc's claims. If the Commerce Department rules in Manitowoc's favor, tariffs could be levied on cranes imported into the United States.

Crane rental companies, OEMs, industry trade organizations and governments from around the world took issue with Manitowoc's position, communicating to the Commerce Department that

the petition was misleading and untrue. The industry also lined up strongly against tariffs.

During the Manitowoc earnings call with investors in early August 2020, Ravenscroft stated that the company stood by its petition but was leaning against tariffs as a remedy.

"I am on Day Two of the job and we have a couple days left to submit final comments," he said "After my initial reviews, I believe that tariffs may not be the best solution. And while we believe strongly in fair trade, we surely don't want to burden our customers with additional costs, particularly in this environment. So, we've got some more work to do between now and August 10 (when final rebuttals were due to the Department of Commerce)."

In an August 10 letter to customers, Ravenscroft said, "In the current environment, we believe that tariffs would inhibit crane demand and further deteriorate already difficult market conditions."

Ravenscroft said Manitowoc is seeking to compete on a level playing field.

"Driven by foreign exchange

rates and other factors, the industry has seen a significant increase in imports over the last decade while our export of cranes from the U.S. has declined 80 percent. We do not believe that the U.S. trade situation is fair, and as a result our domestic workforce has been reduced over 40 percent."

Among the rebuttal comments made to the Commerce Department, Tadano America President Ingo Schiller (and many others) were at odds with Manitowoc about the crane market environment.

Schiller pointed out that Covid-19 should not be grounds for invoking Section 232, especially since the petition preceded the pandemic's effect.

"The Covid-19 pandemic has brought mobile crane sales to a near standstill, a distressing situation that has affected a range of industries within the United States and abroad," Schiller said. "Until the economy reboots, any action on the petition that is based on Covid-19 impacts is speculative and could damage any recovery effort."



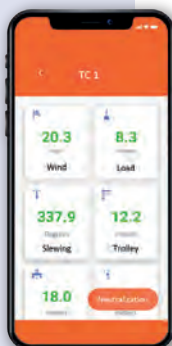
## New telematics system for site safety company AMCS

**Tailored information generated using IoT Lifting can be downloaded, analyzed and shared.**

French job site safety specialist AMCS Technologies has launched a new telematics system called IoT Lifting. The company claims IoT Lifting enables crane fleet managers to remotely monitor site productivity in real time, record crane activity and conduct remote diagnostics.

IoT Lifting is available via a web platform and as a mobile application for Android and iOS platforms. In physical form, the system comes as a SIM card that is added to AMCS's DCS 61-S anti-collision system. Once installed, the system collects information about each crane, generating tailored statistics according to each jobsite and company.

Information available to IoT Lifting users includes mapping of sites and remote viewing of screens – namely AMCS's supervisor monitoring (SUP 61) and in-cab anti-collision (DCS 61-S) screens. Information from the DCS 61-S anti-collision system, such as wind speed or slewing angle, are also available in IoT Lifting. The system can also be used to neutralize the crane's anti-collision and prohibited zone functions within a limited radius, once the permission of the operator has been obtained.



## TNT makes its case at bankruptcy court

**H**ouston, TX-based TNT Crane & Rigging has filed for Chapter 11 bankruptcy protection. The company presented a plan to refinance and restructure its capital structure.

Bankruptcy documents filed on August 23, 2020 said, "The company has sought to refinance and delever its capital structure, but \$466 million of the company's debt obligations mature in the next four months. Facing a maturity wall during the Covid-19 crisis, the company is compelled to restructure its capital structure through these Chapter 11 cases."

In early August, TNT had sought to implement a debt-for-equity exchange with its lien holders that required the participation of 100 percent of the first lien and second lien lenders. Simultaneously, TNT prepared its reorganization plan through cases under Chapter 11 of the United States



**TNT was forced into bankruptcy due to Covid-19 and falling oil and gas prices.**

Bankruptcy Code.

CEO Mike Appling said in the bankruptcy declaration that the company's scope of work is diversified, with no single industry sector getting more than 24 percent of business. He said the company had been decreasing its participation in the oil and gas sector in recent years because of the weakness of the energy market. The documents said that only 11 percent of TNT's business was oil and gas related.

On August 25, TNT received bankruptcy court approval

to tap into a \$45 million post-petition loan to fund its operations during the bankruptcy, according to an article on law360.com.

TNT said it was forced into bankruptcy after the Covid-19 outbreak and dips in oil and gas prices stopped its attempts to complete an asset sale and restructuring out of court.

One of the largest crane companies in the United States, TNT was founded in 1985. The company owns and operates some 700 cranes and employs about 1,300 people throughout the country. ■

## Manitex unveils new utility crane

Manitex International has unveiled its latest product offering, the new TC450U utility crane. A variant of the popular TC450 Series, the TC450U is tailored for the utility market and features

dual rating, an aerial work platform with intensifier, a pole guide, an auxiliary power unit and other customizable options.

The Manitex TC450U offers a 45-ton capacity,

5-section, 142-foot boom with a maximum working height of 205 feet mounted on a commercial carrier.

"Manitex collaborated with a northwestern power provider to develop an application-specific machine capable of various tasks with the ability to work in remote areas and harsh conditions," said Randy Robertson, director, sales and marketing, Manitex. "The resulting product is impressive and Manitex looks forward to introducing this machine to power providers and utility contractors across North America through Manitex's dealer network." ■

**The production of this new machine will further the growth of the TC line of Manitex's truck-mounted cranes, the company said.**







■ New Jersey-based Beaver Tree Services purchased a 2010 National 9125A boom truck from Select Crane Sales.



■ Liebherr USA has added 251,000 square feet to its existing corporate headquarters in Newport News, VA. The \$60 million investment underlines to the continuous success in Liebherr's 50 years of business operations in the United States, the company said.



■ The ALL Family of Companies has purchased a Liebherr LTM 1650-8.1, which will join its fleet of five LTM 1500s next spring.



■ Crane Industry Services (CIS) now offers an introductory crane, rigging, safety and operator certification class that meets Workforce Innovation and Opportunity Act (WIOA) requirements for financial aid.

**Fully electric, the Igo T 85 A offered ultra quiet operation, which proved advantageous for the apartment complex project in Sheboygan, WI.**

# ALL adds Potains, Liebherr to fleet

**A**LL Tower Crane, a division of the ALL Family of Companies, purchased a Liebherr 125 K fast-erecting tower crane, a Manitowoc Potain MR 418 luffing jib tower crane and a Manitowoc Potain Igo T 85 A, a self-erecting tower crane.

"The Liebherr 125 K offers an additional 16 feet of jib and 20 feet of hook height over what was previously our largest self-erector," said Sam Moyer, general manager, ALL Tower Crane. "The unit also features Liebherr's Load Plus function, an advanced technology that allows the crane to increase load capacity by up to 20 percent by reducing line speed."

The Potain MR 418 is a high-speed luffing jib tower crane seeing demand in the high-rise construction



industry, particularly those involving concrete. It can operate in either 1-part or 2-part reeving, increasing its capacity or increasing its hoisting speed. The Potain Igo T 85 A builds on ALL's fleet of Potain self-erectors. The three units feature electric motors, helping customers meet emission regulations.

"We, like the entire

construction industry, must advance technologies that are greener, produce less pollution and emit less noise," said Moyer. "These new tower purchases demonstrate our commitment to customers, who rely on us for technologies that do more than increase productivity – they advance the industry as a whole." ■

## Apartment job gets a lift

Quasius Construction deployed a Potain Igo T 85 A self-erecting tower crane to build the 7 Penn Apartments complex in Sheboygan, WI. The crane's small footprint and long jib reach completed the job efficiently without street closures, driving down costs and simplifying logistics.

"Pennsylvania Avenue is a significant road for residents who want to access the lake or riverfront area, so it

was essential to minimize public disruption as well as the additional project cost and downtime that road closures would entail," said Matt Noordyk, director of field operations, Quasius Construction. "The Igo T 85 A gave us the small footprint, easy setup and long reach necessary."

Quasius used the 6.6-ton capacity crane to build the apartment complex from

the ground-up, including prefabricated walls, ceiling trusses, flooring, roofing materials and f-frame steel decks. The five-story, multi-family apartment complex will provide 66 homes, along with 92 underground parking spaces and 8,100 square feet of commercial space.

The small and constrained jobsite with a parking lot to the north, streets to the west and south and a residential property to the east, would have required partial street shutdowns for a crawler or mobile crane. However, the Igo T 85 A was the ideal solution because of its capability to reach the entire jobsite from a single location while only needing a 14.8 square foot base footprint, the company said. ■



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# Link-Belt at work on Virginia interstate

A new 120-ton Link-Belt 120|RT rough terrain crane is deployed for Corman Kokosing Construction on a \$35 million improvement project at the interchange of Interstate 64 and Airport Drive near Richmond, VA. The project includes removing two on-ramps of a cloverleaf interchange in order to add better access and egress to Interstate 64 from Airport Drive, add an additional traffic lane in each direction and add

clearance height for freight traffic. The 120|RT is driving 50-foot long PZ-27 steel sheets and 14-inch H-pile for construction of new overpass bridges.

The vibratory hammer weighs 6,000 pounds and is equipped with vibratory dampeners (for minimizing vibration to the boom) to drive steel sheeting which weighs roughly 100 pounds per foot. Corman Kokosing has made it a policy to use only 75 percent of chart capacity in the crane's

operations, so the operator, Gerald Cubbage, uses the four different crane boom modes to make sure all maneuvers are safe. The 50-foot long sheets must be placed at up to a 60-foot radius all while staying within the median between two existing bridges of Interstate 64.

"It takes experience, along with a good eye, to thread the sheeting or place the vibratory hammer clamps onto the upstanding sheets," said Cubbage. "It also helps when you have a smooth machine. You have to be careful as to what you are doing, especially when changing boom lengths frequently with a load in this area."



The working area for the 120|RT is limited to the median between two existing bridges of Interstate 64.

Corman Kokosing Construction crews have been working demolition at night as well as driving sheeting and H-pile during the day. The project began in November of 2018, with completion of all three phases scheduled for late 2022.



The Mammoet team set four precast box-girder bridge units into place in Irving, TX.

## Mammoet tackles Texas Signature Bridge job

Aiding construction on the "Signature Bridge" project in Irving, TX, Mammoet set four precast box-girder bridge units into place for the Texas Department of Transportation and its general contractor Webber. Once complete, the bridge will stretch 500 feet long over State Highway 114 and will connect the former Texas Stadium site to a planned, mixed-use development, which is set to include a new Dallas Area Rapid Transit light rail station.

The original plan was to utilize jacking and skidding equipment so the bridge could be built on top of the existing bridge and skidded over to its new foundation. Mammoet later devised a specialized solution for the units to be built directly on the ground at an off-site location, after which each unit would be picked up and self-loaded using SPMTs. This method is known as the Accelerated Bridge Construction or ABC method.

A trench was dug underneath each 120-foot long section to allow for installation of a beam under each end of the bridge unit. The sections were lifted using a 700-ton capacity gantry system. Once elevated, Mammoet's crew drove SPMTs underneath to load each piece before carefully delivering to the abutments. The route from construction site to final setting location provided some challenges for the team, including steep grades and tight spaces to negotiate.

## Registration open for virtual TCNA

Free online registration is now open for the Tower Cranes North America (TCNA) conference, which will be held in virtual format on October 22. To register, visit [www.khl-tcna.com/register.html](http://www.khl-tcna.com/register.html)

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.

Speakers and topics include- Business cycles in the tower crane market, Mike Heacock, vice president, sales, at Morrow Equipment Company; Forecasts for construction activity levels, Kenneth D. Simonson, chief economist, Associated General Contractors of America (AGC); Tower crane insurance and risk mitigation, Jeff Haynes, National Construction Practice Leader,



USI Insurance Services; Safe assembly and disassembly of tower cranes, Mike Walsh, president, Dearborn Engineers & Constructors; a round-table on crane inspections with Chris Smith, corporate service manager, Morrow; JR Moran, director of crane operations, Brasfield & Gorrie (B&G); Jeffrey Hammons, president, JHam Group Consulting; and Rental companies and contractual obligations, Stephen Jehle, president, P&J/Arcomet.

The event has four headline sponsors: Comansa, Jaso Tower Cranes, Potain by Manitowoc and Terex. The supporting sponsors are Morrow, Pintsch Bubenzer, Wolfkran and Zoomlion.



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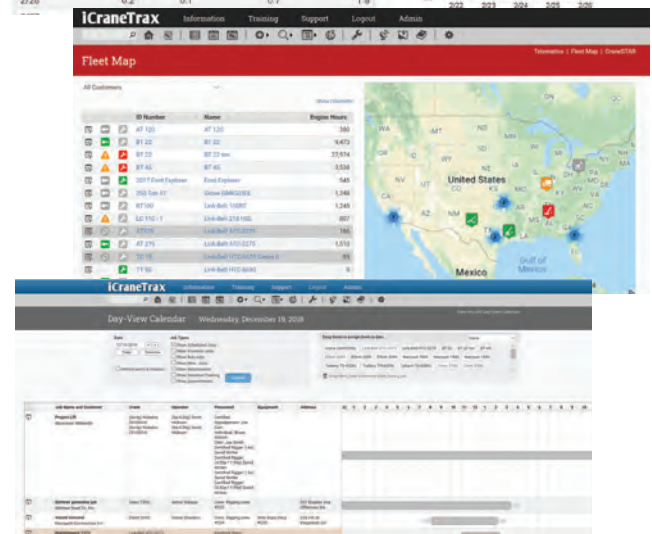
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Late July and early August gave investors a chance to see how Covid-19 had affected second quarter financials.

**ACT's Heavy Equipment Index (HEI) tracks the performance of eight of America's most significant, publicly-traded construction equipment manufacturers – Astec Industries, Caterpillar, CNH Industrial, Deere & Company, Joy Global, Manitowoc and Terex.**

# Results rebound

Share prices were still improving as the second quarter results season got into full swing, so whatever bad news hit the markets, it wasn't enough to reverse the recovery. However, the pace of recovery varied from sector to sector.

The stand-out winner has been the NASDAQ index, which is heavily weighted towards the tech sector. It's pretty clear why this segment has soared, with the lockdown forcing people to adopt more 'virtual' behaviors in their work and private lives and making much greater use of online services, from video conferencing to shopping for groceries.

This has seen the NASDAQ rise above where it was just prior to the lockdowns taking effect in Europe and North America and rapidly hit a succession of new record highs.

The other indexes have bounced back too, but at the time of writing they had failed to recover to their pre-

lockdown levels. But they made up some ground, and were generally above where they were a year ago.

Somewhat surprisingly, the heavy equipment sector, as represented by the ACT Heavy Equipment Index (HEI), has a reasonable performer. It was in the black compared to a year ago, and its rebound had been a little better than that seen by the Dow. This is unusual for a cyclical segment like construction equipment, which tends to fall further than the mainstream indicators when times are bad, and then take longer to bounce back.

## An interesting mix

Second quarter financials were of course bad for the equipment segment and some results were still coming in at the time of writing. However, performance was not as bad as it might have been, and there was a sense that results were a little better than expected.

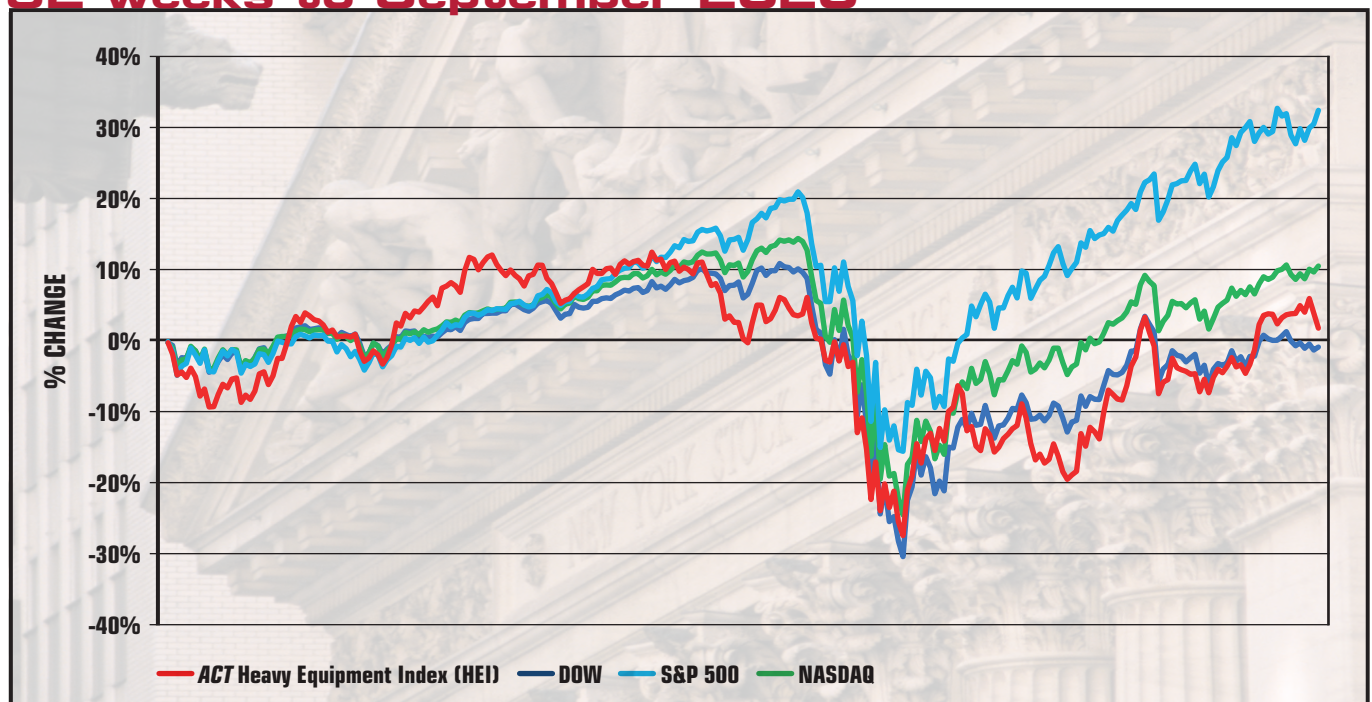
The bellwether of the industry is Caterpillar – by far

the world's largest equipment producer. Its results were an interesting mix of news, in that its revenues were not down as far as many feared, but its outlook was perhaps more cautious than expected. A complicating factor is that there is a lot of equipment inventory in the pipeline, which can muddy the waters.

Another important factor is that while most equipment markets in the world will drop sharply this year, stimulus spending in China is expected to promote growth in 2020. Specialist consultant Off-Highway Research expects the market to grow 14 percent this year despite the expectation that sales would fall as part of a general cyclical downturn in China.

This is beneficial to Caterpillar and several other equipment producers that have factories in China. But, it is most beneficial to the country's indigenous OEMs, which dominate their home market.

## 52 weeks to September 2020





**Aaron Ravenscroft**, president and CEO of Manitowoc, is prepared for market obstacles and he is looking forward to better times. **D. Ann Shiffler** reports.

# Forging

“What is interesting is, as great as it would be to have a V-shaped recovery, that may not necessarily be the best path ... In the long run, I think we need to ease back into this and get the supply chain back up. We need to be able to manage ourselves [through an upturn].”

**AARON RAVENSCROFT**,  
President  
and CEO,  
Manitowoc  
Cranes



Aaron Ravenscroft's relationship with Manitowoc is serendipitous. Early in his career he was a sell side stock analyst and Manitowoc and Terex were among the companies he followed. During that time, he toured the Manitowoc facility and ended up with a Potain tower crane model. Who knew that some 20 years later he would be appointed to the company's highest post?

But Ravenscroft did not end up as president and CEO of Manitowoc Cranes serendipitously. Considered to be smart, ambitious and amicable, he was a part of a planned succession to former president and CEO Barry Pennypacker, he said.

Ravenscroft's resume is impressive, with past jobs that include regional managing director of Weir Minerals at The Weir Group, vice president of the Industrial Products Group at Gardner Denver, vice president and president of Process & Flow Control Group at Robbins & Myers and an analyst at Janney Montgomery Scott. He earned his undergraduate degree from Bucknell University and an MBA from Carnegie Mellon University.

## After the spin-off

Shortly after Pennypacker took the job at Manitowoc in late December 2015, he recruited Ravenscroft to join his management team in March 2016.

"I started the job on March 7, just after the spin," said Ravenscroft, referring to when Manitowoc Cranes and Manitowoc Foodservices spun off as two separate companies. "I remember the day because it was the first day Manitowoc Cranes was an independent entity. It was just after our youngest daughter had heart surgery and our family had just gotten past such a hard thing."

Ravenscroft's first assignment was running the mobile crane division. Shortly thereafter he was tapped to run the tower crane division and moved to France. He was then promoted to vice president of cranes, and sometime thereafter the succession plan began.

"Barry Pennypacker and I had been talking about this for a long time," he said. "Not just this specific job. We worked



together before Manitowoc."

Ravenscroft termed Pennypacker as "a turnaround guy at heart."

"He got us through the spin, and he restructured the business," said Ravenscroft. "We could be in a very difficult situation had he not made the difficult decisions that needed to be made. He led us through reinvigorating our product development process. He did what he came to do and achieved his objectives. He was ready to pass the baton."

In preparation for receiving the baton, Ravenscroft has been active in board-level work and participated heavily in investor relations.

"Manitowoc has established itself as a global manufacturing leader of cranes and lifting solutions, and it is an honor to assume the role of CEO during this important time in its history," he said.

While I did not get to sit down with



# a new path



**Aaron Ravenscroft visits with the Maniowoc team at the Chakan-Pune, India manufacturing facility.**

Ravenscroft face to face, I was able to interview him on a Microsoft Teams call, which may have been just as engaging. He was sincere and genuine, even as we talked about hard subjects. And while I have met him before at various events, I do not know him very well. On this day, he was confident, forthcoming and likeable.

Ravenscroft already knows a lot of people in the crane industry, and he has grown to love the industry. It is a good bet that once the pandemic is over and the global market has stabilized, better days are ahead for Ravenscroft and Maniowoc Cranes.

## **WHAT IS YOUR FOCUS THE FIRST 100 DAYS, OR AT LEAST THROUGH THE END OF 2020?**

It is going to be interesting. There are some complications to deal with right now and through the end of the year. One is the Covid-19 situation. We continue to manage this very closely relative to the

safety of our employees around the world.

We are managing our balance sheet and the company's liquidity. We have good liquidity. We have in excess of \$300 million to help us maintain through the hard times we may be facing through the Covid crisis.

The point is getting the business growing quickly when things turn around. We have a new organization structure that is set to be announced soon. We are meeting with the Board for a review of our strategic plan. We are marching forward in a slow spot to be able to move forward quickly.

## **WHAT IS MANITOWOC'S IDEAL END GAME REGARDING THE DEPARTMENT OF COMMERCE ARTICLE 232 INVESTIGATION?**

The ideal end game, I would say there are two elements [to this]. One thing I think that is important is that our message has not gotten out. You have to look at the cold, hard facts. We don't believe the

current trade environment favors domestic manufacturing.

In the last 10 years, the cost of a 300-ton crawler has gone down 20 percent. Driven by foreign exchange rates and other factors, the industry has seen a significant increase in imports over the last decade while our export of cranes from the U.S. has declined 80 percent. We do not believe that the U.S. trade situation is fair, and as a result our domestic workforce has been reduced over 40 percent. I do not think this is just Maniowoc, but for all U.S. manufacturers.

At the same time, it is really important to put ourselves in the place of the American workers. For instance, our welders in Shady Grove. When you spend 40 hours a week welding in August and then you see your tax dollars being spent on products being built outside of the U.S., that is difficult [to face]. From our point of view, the current environment does not favor the local producer, the local product. I think we can do better in our trade environment. With respect to the Article 232 investigation, it is pretty complicated and unique. It has only been used under the Trump Administration and it is pretty much driven by the President at the end of the day. There is not much precedence for it.

I want your readers to know, the industry to know, the headwinds we have faced. We are not in favor of tariffs, but we are in favor of leveling the playing field. We do not want to inhibit the market. We want to stimulate demand. This will mean more infrastructure spending. This may mean more American-made provisions.

We believe the most effective remedy would be for the President to take concrete steps to stimulate demand, particularly for U.S.-produced mobile cranes by enhancing Buy America/Hire America provisions for federally funded construction projects. These projects are funded by American taxpayers and should benefit the hard-working factory workers who pay those taxes.

We need to see increased infrastructure spending. It has been more than a decade since the U.S. funded a major overhaul of our existing infrastructure. This would boost demand across our entire industry,

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

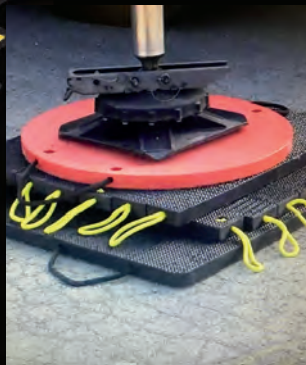
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“ As much as we are super excited to see orders, I think it would be better to see a gradual return of the market. ”

and infrastructure spending is one of the few issues on which both major political parties agree.

And lastly, provide grants for local research and development in the crane industry. We believe that these remedies would help stimulate demand in the crane industry as well as advance the industry with new technology that is developed in the United States.

**ALL CRANE COMPANIES ARE STRUGGLING WITH THE ECONOMIC IMPACT OF COVID-19. WHAT DO YOU SEE AS THE IDEAL RECOVERY PATH FOR MANITOWOC?**

What is interesting is, as great as it would be to have a V-shaped recovery, that may not necessarily be the best path. Think back to 2016, when the market was down and then back up overnight. This hurt the ability to deliver product.

In the long run, I think we need to ease back into this and get the supply chain

back up. We need to be able to manage ourselves [through an upturn]. If you are down 30 percent, you do not add 30 percent of production overnight. As much as we are super excited to see orders, I think it would be better to see a gradual return of the market.

**DURING YOUR TENURE WITH MANITOWOC, YOU HAVE BEEN MORE SALES ORIENTED AND CUSTOMER FACING. HOW DO YOU ENVISION INTERACTION WITH MANITOWOC DEALERS AND CUSTOMERS? (REALIZING THAT WITH THE COVID ISSUE AND TRAVEL BANS, CUSTOMER FACING MEETINGS ARE DIFFICULT.)**

This is a personal relationship business. I have regular interaction with all the major players. We stay in touch. We talk, we email. Connectivity is very important for the industry. It is a business that is all about confidence, and I will be working with our customers to improve our relationships and help them improve their businesses.

It is lots more fun and meaningful to be face to face, but for the time being it is Teams and Zoom calls and phone calls.

I am really amazed. It seems that the industry lives on WhatsApp, especially in Europe. In Asia it is WeChat. There are so many ways to communicate.

My goal is to build confidence in our company and our products. The crane industry is a small, heavily family owned world.

**WITH A LOT OF UNKNOWN IN THE ECONOMY, HOW IS MANITOWOC APPROACHING NEW PRODUCT DEVELOPMENT?**

For us, nothing has changed. We have continued to invest in product development in the same way we participated before the Covid-19 crisis. We are doing a lot more things virtually, but we are still doing all the things we did before. Typically, we will fly the entire product development team into Shady Grove to meet. We have found ways to do all the things we used to do to assure our new products are what our customers need. The Voice of the Customer (VOC) is still very important to us. All our plans remain on track, and we are eager to get

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“ When I look at the line up, I would like to spend more resources on the all-terrain crane market. ”

out of this and add more resources to our product development strategy.

**WHAT DO YOU ENVISAGE FOR THE CRAWLER CRANE LINE? OTHER MODELS?**

We recently launched the 100-ton and 150-ton crawlers, and we are looking at launching another model next year. When I look at the overall line up, I would like to spend more resources on the all-terrain crane market. We are eager to develop new ATs. We have a couple more machines that are high priorities.

As I said, the VOC drives our innovations. This is what happens when you are talking to the crane owners. There is no shortage of ideas in terms of what they need. This also allows us to juggle our priorities, and if the market changes,

we can make changes quickly. We have a good process in place – number of axles, capacities or boom length. We do not want to spend all the effort to launch a product and miss what the market needs.

**DO YOU FORESEE ANY CHANGES IN THE WAY THAT MANITOWOC ADDRESSES QUALITY CONTROL?**

I think we have done a good job in terms of improving our quality control. Our focus is on reliability and building reliability into the crane.

[When you build a product] that has a boom that goes out the length of a football field, you can have problems. Four years ago, we started using Ishikawa root cause analysis. This allows us not just to improve what we do on the floor, but it starts with design. There is a long list of things we have done to improve our booms, for instance.

It is like anything else in the crane business. The better we get the higher the standards get. We have made good gains and we continue to make gains in quality. We are constantly looking at what we can do to further drive the reliability of our machines.

**IN THE SECOND QUARTER EARNINGS CALL, THERE WAS A QUESTION ABOUT MERGERS AND ACQUISITIONS. WHAT IS YOUR THOUGHT PROCESS ABOUT EXPANDING THE COMPANY'S REACH THROUGH MERGERS OR ACQUISITIONS?**

This is something we have been working on, but we have not been able to get across the finish line. I think an acquisition is something we need to do. It would be a shot in the arm. There are some good acquisition opportunities in the crane business. We are excited to get back to normal business so we can do a deal.

We spent four years doing debt renegotiation. Now that that is done, it gives us a lot more flexibility. Prior to that, the covenants were so strict that we could not really entertain any acquisitions. We do have a dedicated thought process to acquisitions when the time is right.

**WHAT IS YOUR BUSINESS PHILOSOPHY?**

We have to get a little bit better each day.

**WHAT DO YOU TO UNWIND IN YOUR LEISURE TIME?**

I have four kids, ages 16, 14, 12 and 8. We are hopeful that things loosen up by ski season because we all love to ski. ■



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# Safe and secure

Below-the-hook technology serves a crucial role in load securement and lifts. **Hannah Sundermeyer** reports.

**W**hen it comes to securing and controlling loads and ensuring job success, slings, hooks and other below-the-hook (BTH) components serve an integral purpose in machine performance. As the market evolves and machinery becomes more advanced, components and technology must also be constantly adapting alongside it. *ACT* surveyed manufacturers and distributors across the industry to round up the latest in below-the-hook innovations. Keep reading to get up to date on the newest innovations available today.

## Lift-It Manufacturing

Green Pin Tycan Synthetic Chain is revolutionizing load handling and securement activities. One adjustable GP Tycan Chain assembly replaces multiple fixed length slings. Heavy metal turnbuckles and shackles are no longer needed to adjust sling length. With less inventory and less equipment to transport, coupled with incredible labor savings makes the value proposition for GP Tycan synthetic chain slings an undisputable one, the company said.

Users save time and money utilizing GP Tycan chain slings to rig asymmetrical loads. When cranes are not an option, GP Tycan Synthetic Chain takes the “bull” out of bull rigging, Lift-It said. GP Tycan textile chain slings are available in single, double, triple and quad leg assemblies. A quad-leg bridle assembly fabricated from 13 by 30-foot chain has a rated capacity of 23,366 pounds at 60 degrees.

Customers can easily carry a 60-foot

length of GP Tycan Synthetic Lashing Chain; which is quite unusual when compared to a traditional “heavy metal” chain. A 52-foot long Tycan Chain (44 tons MBL) only weighs 23 pounds. GP Tycan Textile Lashing Chain is efficient and cost-effective. Port time (lashing and releasing cargo) is decreased because more is done in less time with fewer personnel. Considerable funds are saved when damage claims, medical treatment, rehabilitation and insurance claims do not occur.

## Peerless Industrial Group

Peerless Industrial Group offers its SSLB Short Span Lifting Beam which is available from ¼-ton through 195-ton capacities with outside spreads of 12, 24 and 36 inches. Additional sizes and capacities are available.

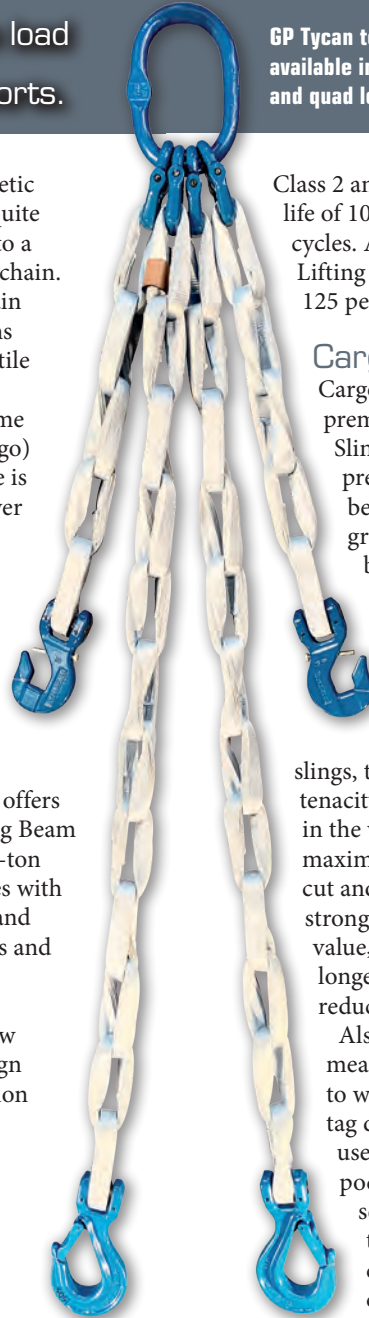
The SSLB Short Span Lifting Beam features a low headroom plate style design that incorporates a precision machined bail to ensure a secure connection to the saddle of the hook. Two lift points include heavy-duty shackles to control the load’s movement. Additional lift points and hardware are available as

options. The SSLB is engineered and manufactured to ASME B30.20 & BTH-1 Design Category B Service

**Peerless Industrial Group offers their SSLB Short Span Lifting Beam which is available from ¼-ton through 195-ton capacities with outside spreads of 12, 24 and 36 inches.**



**GP Tycan textile chain slings are available in single, double, triple and quad leg assemblies.**



Class 2 and has a specified fatigue life of 100,001 to 500,000 load cycles. All HSSLB, Short Span Lifting Beams are proof tested to 125 percent capacity.

## Cargo Lift

Cargo Lift’s Cargo Edge premium polyester Web Slings stand out from other premium edge slings because of their flashy green lime color with a black edge protection that is literally built into the sling.

The Cargo Edge slings are 50 percent tougher to cut than standard webbing slings, thanks to the high-tenacity twisted tire-cord yarns in the webbing which provides maximum resistance to wear, cut and abrasion. They’re also stronger and provide better value, since the slings last longer, the cost per use is reduced, the company said.

Also, Cargo Lift’s pocket tag means customers won’t have to worry about the inspection tag disappearing during use. Cargo Lift uses a PVC pocket with continuously sewn stitching to protect the laser printed tag in color, that includes a QR code that can be digitally scanned to see in real time

all the sling information in the Check Lift inspection portal. Finally, even if the inspection tag is missing or illegible, and the sling must be taken out of service, Cargo Lift includes an RFID chip that goes inside the stitching of the sling, to keep all the sling’s information save.

## Tandemloc

When riggers hear the term ‘spreader beam,’ a familiar piece of equipment quickly comes to

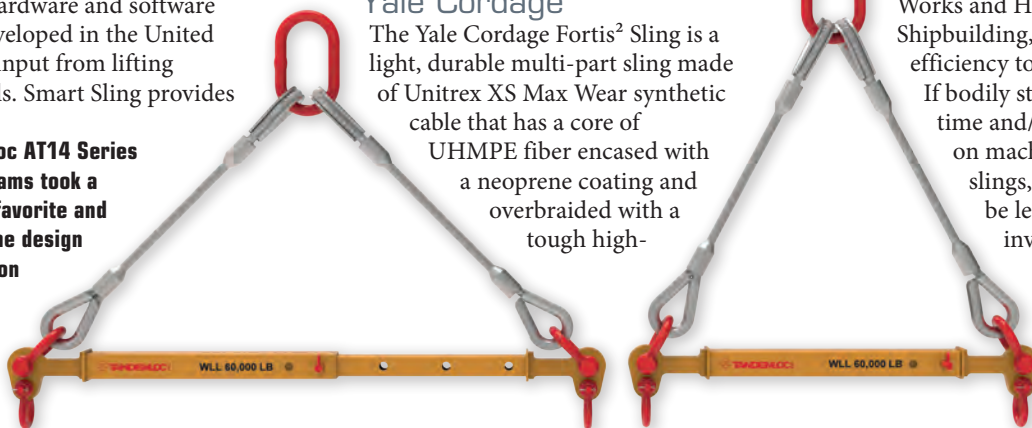
mind: a length of bar with top rigging and shackles attached. But what isn't necessarily thought of in that moment is the importance of a device that not only meets the physical need to lift product, but also the safety requirement associated with a well-built, proof tested and stand-the-test-of-time design.

The Tandemloc AT14 Series Spreader Beams took a rigger's old favorite and re-vamped the design to cut down on weight, increase size and capacity versatility and decrease manufacturing delay when the job start date is on the line. With capacity ratings from 2,000 pounds to over 100,000 pounds at a massive up-to 40-foot length, all AT14 beams include telescopic features that quickly and efficiently adjust at standard 6-inch increments, with 3-inch to 12-inch increments as needed due to physical size limitations. Rigging shop friendly, the spreader beams are sold with or without top rigging setup. Many of the 200 plus various sizes are kept in stock, ready to ship; however, if unavailable, all sizes are manufactured and ready to ship within five to seven working days of order placement. In addition to meeting the applicable ASME B30.20 and BTH-1 design standards, each individual spreader beam is proof tested in a patented, video time-stamped testing stand.

## Slingmax

Smart Sling Technology is the world's only electronic overload monitor for lifting slings, engineered specifically for the overhead lifting industry. Developed by Slingmax Rigging Solutions, Smart Sling is designed to deliver immediate, definite and life saving alerts in the event of a severe sling overload. The Smart Sling system utilizes a proprietary radio frequency protocol for maximum reliability. The system includes custom computer hardware and software that was developed in the United States with input from lifting professionals. Smart Sling provides

**The Tandemloc AT14 Series Spreader Beams took a rigger's old favorite and re-vamped the design to cut down on weight and increase size and capacity versatility.**



peace of mind without over complicating a customer's lift.

Smart Sling is only available in Twin-Path High Performance Roundslings and constantly monitors those Twin-Path slings for severe overload. If an overload is detected, an alert is immediately sent to designated users. Smart Sling is a hybrid system, combining digital and mechanical technologies to create a solution that is accurate and does not rely on latency or refresh rates. Inside the Smart Sling there is a weak link, independent from the load-bearing core yarns, that reacts when the sling is severely overloaded. This indicates that the sling may have experienced a load significantly higher than its rated capacity and a repair evaluation is needed.

## Yale Cordage

The Yale Cordage Fortis<sup>2</sup> Sling is a light, durable multi-part sling made of Unitrex XS Max Wear synthetic cable that has a core of UHMPE fiber encased with a neoprene coating and overbraided with a tough high-

tenacity polyester jacket. Because the core fiber in Unitrex is parallel laid to eliminate torque and then sealed in place with latex and the neoprene layer, the fiber retains its optimal strength and exhibits stiffness comparable to wire.

This patented, heavy-lift synthetic sling has the tensile strength of a wire sling but at only 1/6 the weight. These weight savings directly translate into faster rigging times, improved efficiency on the worksite and reduced risk of injury on the job. And in another stark contrast with steel, the synthetic Fortis<sup>2</sup> slings don't rust, freeze or corrode which eliminates a major maintenance concern and a lot of headaches.

Yale's Fortis<sup>2</sup> technology is currently used in major shipyards such as Bath Iron Works and Huntington Ingalls Shipbuilding, and can bring efficiency to any large project.

If bodily strain is a risk factor, time and/or money is spent on machinery to move slings, or slings need be left outdoors, an investment in Fortis<sup>2</sup> multi-part slings can pay off in time savings, equipment costs and worker safety.

**The Yale Cordage Fortis<sup>2</sup> Sling is a light, durable multi-part sling made of Unitrex XS Max Wear synthetic cable that has a core of UHMPE fiber encased with a neoprene coating.**







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**Crosby's new Offshore HDG Safety Hook features high visibility color increasing the safety for operating personnel while the HDG coating provides corrosion resistance.**

### The Crosby Group

The Crosby Group recently introduced a new, unique DNV type approved offshore safety hook with dual surface treatment – the Gunnebo Industries Offshore HDG Safety Hook. It provides all of the benefits of the original BK Safety Hook and is designed to meet the specific challenges of corrosive offshore environments. This results in a longer lifetime and makes maintenance easier and quicker than on standard products, the company said.

Crosby's new Offshore HDG Safety hook is hot dipped galvanized (HDG) in accordance with standard ISO 1461-2009 and thereafter powder coated in fluorescent yellow. The high visibility color increases the safety for operating personnel while the HDG coating gives outstanding corrosion resistance. The average coating thickness is 70µm, providing far longer lasting protection than other, thinner coatings such as the one created by thermal diffusion. The hook is designed with high impact strength at low temperatures, down to -20°C.

**Safety Clamps Inc. has unveiled new Model PH clamps in two jaw sizes. The clamps are designed for lifting plate and plate bundles and must be used in a double, triple or quad leg sling.**

The Crosby Group's offshore products are manufactured to meet harsh demands of offshore operations while creating a long-lasting product and avoiding hydrogen embrittlement in the material. The risk of hydrogen embrittlement and stress corrosion cracking is minimized through the use of high-quality steel, thoroughly controlled production process and low hardness (<38 HRC) in the finished product.

The WRIN STR Handle is a safety handle that provides additional safety to the Gunnebo Industries BK Safety Hook family.

With this unique handle, the operator can open and close the safety hook without placing any hand inside the hook, reducing the risk of personal injury on worksites. The handle is easily mounted on the BK Safety Hook, without compromising the integrity of the design and capabilities of the hook, as not load bearing components are altered in the attachment of the handle to the hook.

### Columbus McKinnon

Ideal for use with synthetic slings, CM Quick Connect Hooks are the quickest and easiest way to add hooks to any synthetic sling, the company said. CM Quick Connect Hooks allow for quick sling-to-load connection without relying on a choker or basket hitch, thus eliminating the need for longer, more expensive slings.

Designed with a large bearing surface, these hooks prevent the sling from bunching, allowing the sling to be used at full capacity. Smooth, flat bearing



**CM Quick Connect Hooks allow for quick sling-to-load connection without relying on a choker or basket hitch, thus eliminating the need for longer, more expensive slings.**

surface prevents abrasive synthetic sling damage. Hook design also protects the sling, eliminating wear caused by sharp load edges and the need for additional edge protection.

CM Quick Connect Hooks are made in the USA and color coded for easy selection, matching common industry synthetic sling capacities and embossed for worldwide use. Forged for optimum strength and durability, each hook is individually proof tested to two times the working load limit.

### Safety Clamps

Safety Clamps has unveiled new Model PH clamps available in two jaw sizes. The clamps are designed for lifting plate and plate bundles and must be used in a double, triple or quad leg sling. Rated capacities are per pair.

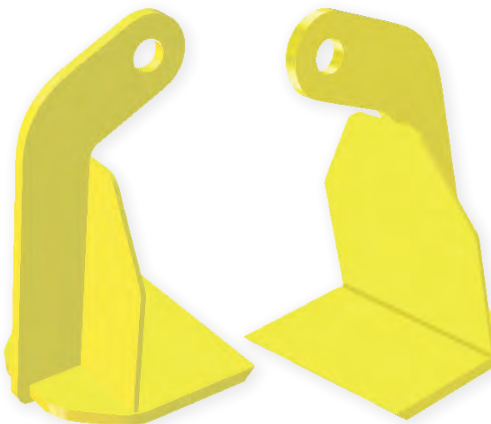
All plate hooks are load tested to 300 percent WLL and sent with proof of load test certification. The top angle must be between 60 and 90 degrees. The clamps are also available with a handle for ease of placement.

### Modulift

The Modulift Trunnion Modular Spreader Beam offers many benefits to high capacity lifting operations, including significant time savings when compared to similar applications using standard rigs below the hook, taking only half the duration in the rigging up phase, tests suggest, the company said.

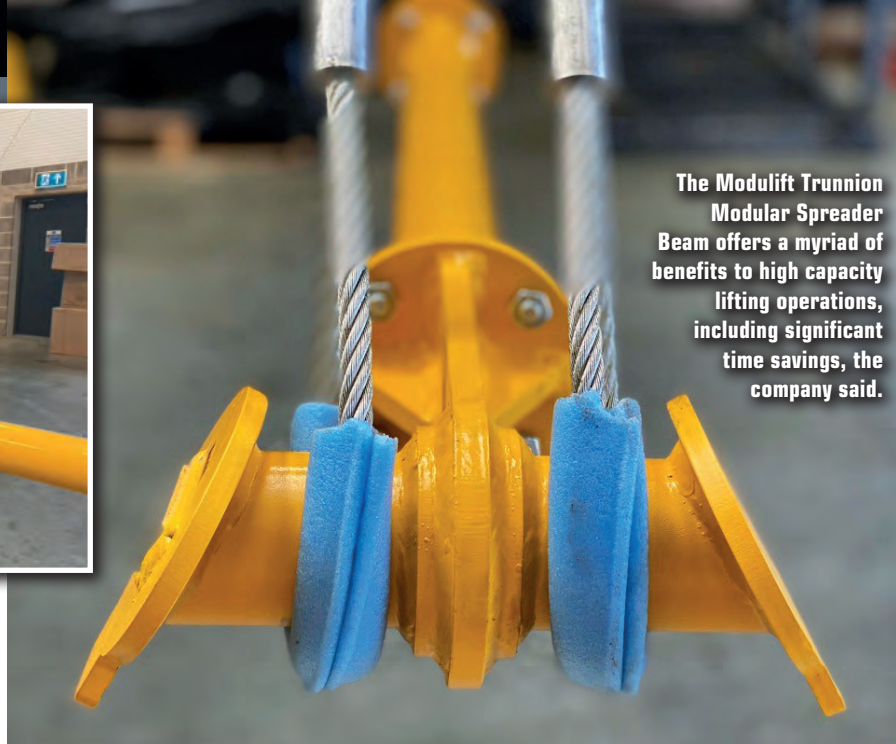
The Modulift spreader has been modified and the drop link removed to make way for the trunnion pin and cross pins. This allows for direct connection of slings to the spreader beam. Other features of the trunnion modular spreader beam include improved safety, given there are no heavy shackles and drop links to maneuver; time saved due to more efficient rigging; cost efficiency over standard spreader rigs; and the Modulift hallmark of modular design as the Trunnion End Units can be used with the existing fleet of struts from the modular spreader beam range.

The Modulift Active Link was developed in partnership load





monitoring and load cell equipment specialist Straightpoint to integrate its strain gauge technology. It provides wireless real time data by measuring the load at either end of the spreader beam and is ideal for both weighing and dynamic load monitoring. Data is transmitted wirelessly up to 700 meters to a USB transceiver that must be connected to a Windows computer or tablet with a spare USB port. The Active Link, which replaces the standard drop link component, presents a myriad of benefits with time, cost and weight savings all



The Modulift Trunnion Modular Spreader Beam offers a myriad of benefits to high capacity lifting operations, including significant time savings, the company said.

attributable to the fact that measurement technology doesn't have to be sourced as an additional rigging tool. Another standout feature is that the height of rigging is significantly reduced, especially beneficial in low headroom applications.

"Its interesting to note how some products are an immediate success

whilst others (and often the ones we think will be an immediate best seller) can take longer to become industry staples," said Sarah Spivey, managing director, Modulift. "We're confident that once these become well established in the market they are set to become firm favorites with our customers."

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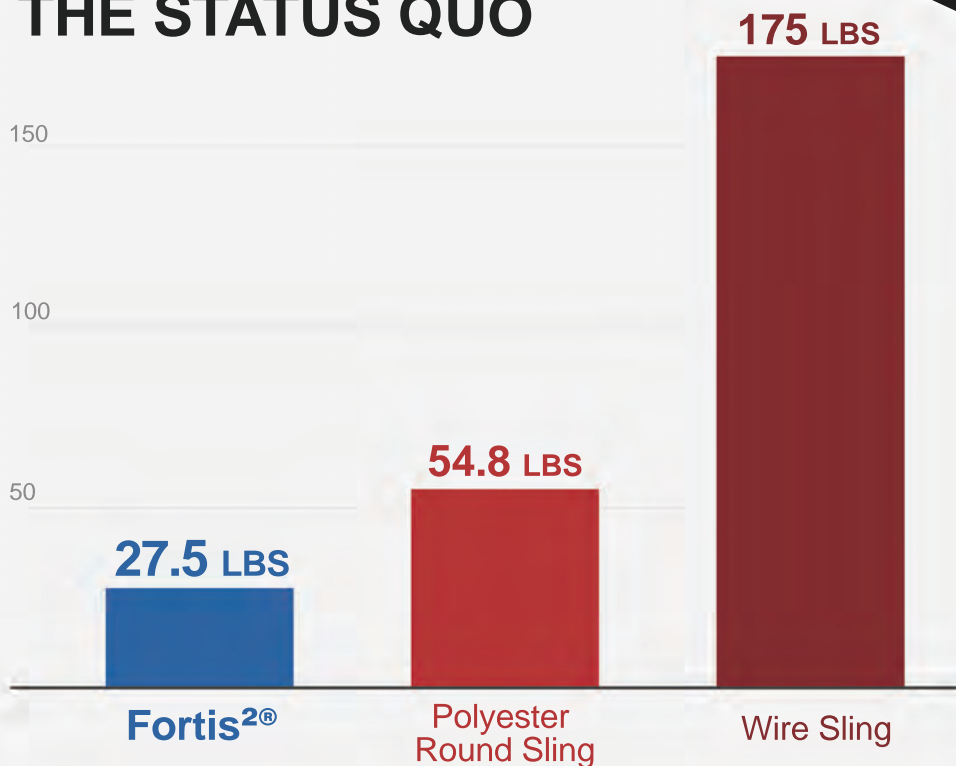


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# Mainstream machines

Fifteen years ago, telescopic crawlers were a niche product. Today these cranes perform admirably in a range of high demand markets.

It has been described as the Swiss Army knife of cranes, a multi-purpose lifting machine with a unique range of capabilities. The telescopic crawler is a hybrid crane that combines the strength and agility of a crawler crane with the flexibility and ease of operation of a crane with a telescopic boom. Originally, this crane exclusively served the power line market.

Scott Powerline, based in Monroe, LA, has made its mark in the power line market with telescopic crawlers as the crane of choice for this type of work. The company installs and maintains powerlines throughout the southeastern United States.

“Telecrawlers are ideal cranes performing powerline work because of their ease of set-up (no outriggers), pick and carry capability, low ground pressure and mobility in adverse ground conditions,” said Jeff Johnson, president, Scott Powerline.

Fifteen years ago, only two crane companies were producing telescopic crawlers for the North American market: Tadano Mantis (then Mantis) and Liebherr. Today four companies compete in this market – Tadano Mantis, Liebherr, Link-Belt and Manitowoc. Maeda actually makes a smaller capacity telescopic crawler, but the *American Cranes & Transport Sourcebook* categorizes Maeda’s CC1485 in the mini crane category since its top capacity is about 7 tons.

The conventional telescopic crawler market spans cranes with capacities from 30 to 250 tons. The Link-Belt TCC range has five models from 50 to 250 tons capacity, while the Tadano Mantis GTC range has five models with capacities from 35 to 172 tons. Liebherr



**A Scott Powerline Tadano Mantis GTC-600 works at a powerline jobsite in Alabama.**

makes three telecrawlers in its LTR range with capacities from 66 to 242 tons. Manitowoc’s Grove GHC line features six cranes with capacities from 30 to 140 tons.

“The popularity of telescopic crawler cranes continues to grow,” said JJ Grace, product manager of telescopic cranes for Manitowoc. “And as the market evolves, we’ve continued to build our product range.”

Typical applications include utility work and infrastructure projects, he said.

“Users really like how [these] cranes combine the advantages of a fast telescopic

boom that would typically feature on a mobile crane, with the stability of a crawler crane and an ability to cover rough ground,” Grace said.

## Bridge asset

The Texas Department of Transportation (TXDOT) awarded Austin Bridge & Roads, based in Irving, TX, a \$71.5 million contract for expansion of Highway 82 through Fannin County. Construction includes widening the road to a four-lane highway with a depressed median and multiple new bridges.

Austin Bridge rented the largest telescopic crawler in the Link-Belt range, a 250-ton TCC-2500 telescopic crawler crane and 140-ton TCC-1400 from Holt Crane & Equipment.

According to Austin Bridge Senior Project Manager Thomas Burr, the two telecrawlers were chosen in large part because of the ground conditions around the bridges being built.

“The biggest advantage is the cranes are tracked rigs, which allows us to mat out the area where the cranes will work and travel,” Burr said. “With the large tracks, there is a lower psi ground bearing pressure in comparison to the four small areas at the outrigger pads of a mobile crane, and these telecrawlers are able to move with a load.”



**A Link-Belt TCC 2500 works in tandem with a TCC-1400 to lift precast concrete beams weighing up to 68,400 pounds in Fannin County, TX.**





Northern Crane used a Liebherr LTR 1220 and LTR 1100 at a natural gas compressor station.

Precast concrete beams weighing up to 68,400 pounds are lifted in tandem with the TCC-2500 and TCC-1400 for each bridge – five beams are spaced 8.5 feet apart. The three longest bridges of the range from 940 to 440 feet in length.

“It saves us time by being able to take just the counterweights off of the TCC-1400 and move the crane with tracks, boom and all,” Burr said. “If it were a lattice boom crane, we would have to lower the boom, take the boom completely apart and use multiple trucks per crane to transport the boom alone. It would also take us at least a day, sometimes two days, to disassemble and reassemble the crane.”

Right-of-way for the project includes 60

feet of space for a haul road to bring in the beams. The TCC-2500 was able to setup alongside newly formed bridge piers and lift beams straight up and into place.

“The overall swing on this machine is smooth,” said Kevin Wallace, crane operator of the TCC-2500. “It’s so stout and strong with no jerking. It is all just so smooth and has a fluid motion. It handles great for picking and carrying, and it handles a load very well for such a big crane.”

## Hammer down

In recent years, hurricanes have severely impacted Eastern North Carolina with flooding that has caused extensive damage to the power grid. Edwards Inc. has been working on a project to install sheet piles around the perimeter of a 230 KVA substation to prevent flooding during severe storms.

“We are hopeful that this project and others like it will help stop this damage from occurring,” said Edwards Crane Division Manager Jamie Ezzell.

For this project, Ezzell chose a 66-ton GTC-600 Tadano Mantis due to its small footprint, ability to crawl with full load and the heavy lift jib.

“The jib was needed to keep the hoist lines separated while standing up the piles,” he said.

The crane was rigged with a 65.5-foot main boom with a four-part line and the 8-foot 2-inch heavy lift jib with a single line. For rigging, the Edwards team used two 1-inch by 6-foot steel slings to connect to the ICE Model 50 vibratory hammer. Total weight lifted (with sheet pile) was 30,000 pounds.

“The biggest challenges were working in the energized substation and keeping

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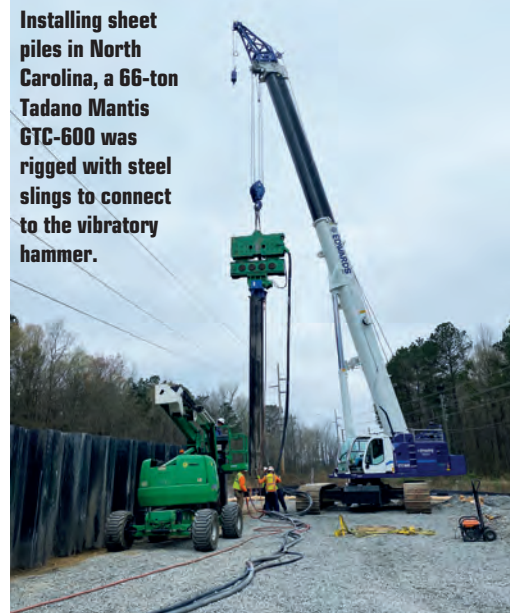
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Installing sheet piles in North Carolina, a 66-ton Tadano Mantis GTC-600 was rigged with steel slings to connect to the vibratory hammer.








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to the owners production schedule,” said Ezzell. “Ground conditions were good since we were working inside an existing substation, however the machine had to crawl with boom extended and the load of 30,000 pounds numerous times a day. We had to crawl around inside the substation, with load and navigate numerous obstacles and power generating equipment.”

Ezzell contends a telecrawler is the only crane to properly perform this job. “Due to having to travel with full load, the small footprint and having the ability to extend and retract the boom numerous times a day, this was the very best crane,” he said.

## Great travelers

Palmer, MA-based Northern Crane recently used two Liebherr telecrawlers, a LTR 1220 and a LTR 1100, to assist in repowering and updating a natural gas compressor station. With capacities of 242 and 110 tons, the two cranes were rigged with a main boom of 197 feet and 171 feet, respectively. Rigging changed depending on the component lifted.

“The biggest challenge with any industrial site such as this is the lack of space and congestion on site,” said

**A Grove GHC75 assembled a Manitowoc MLC165-1 on a jobsite in Pennsylvania.**



Northern Construction’s Alex Rahkonen. “The terrain was generally level with some hills exceeding 10 degrees.”

The machines travel often around site to make lifts in different locations throughout the day.

“We find that telecrawlers greatly improves the efficiency of the jobsite over RTs or ATs given that they travel easily and do not require outriggers once on location,” Rahkonen said. “They also offer the ability to perform lifts out of level.”

The ability to move throughout the site

quickly with a relatively small footprint is second to none, he said.

“Throughout a day’s work different booms lengths can be required which is not possible with a similar capacity lattice crawler,” Rahkonen said. “In the past, a large all-terrain was brought in to set the heavier components such as the gas turbines. The Liebherr LTR 1220 has the capacity and boom length to perform any lift on the project all while keeping a footprint of not much larger than a 100-ton rough terrain crane.”

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# Stabilized!

When concrete chunks started falling off the Roosevelt Bridge, FDOT took quick action to repair the unsafe viaduct. **Julian Leek** and **Mary Kanian** report.

In the early morning hours of June 17, 2020 the United Coast Guard issued a dire warning to boaters via marine radio concerning the St. Lucie River Roosevelt Bridge: “All stations, all stations, this is the United States Coast Guard Center Miami, Florida. All vessels are required to keep clear of the Roosevelt Bridge until further notice, due to the risk of imminent collapse break.”

## Risky situation

Chunks of concrete had fallen off the bridge, causing a large crack along the southbound bridge, which put the bridge at risk of imminent collapse. Immediately all six lanes of the bridge over the St. Lucie River in the city of Stuart were closed by the Florida Department of Transportation (FDOT), including the old US 1 highway that runs under the south end of the bridge. The initial inspection found a large crack in a section of the segmented bridge under the south bridge area. Both sides of the bridge were closed until the extent of the damage could be determined.

It was quickly assessed that only the

southbound part of the double bridge was affected by the problem span, which exhibited severe corrosion and ruptured steel tendons. These steel tendons could potentially be the “Achilles heel” that could cause catastrophic failure of the entire span if not addressed properly to

restore the full integrity of the bridge.

FDOT sprang into action immediately and contracted with Beyel Brothers, a local crane and rigging company, to stabilize a section of the bridge using eight massive 1,100-ton gantry jacks to stabilize the structure and minimize further strain until a thorough inspection could be made and a solution worked out.

Within a matter of days, the northbound side of the bridge was determined to be sound and usable and was converted into a four lane highway with two-way traffic complete with striping and bollards down the center to minimize the danger of head-on collisions. As of early July, the Dixie Highway was also opened, and tolls were waived on parts of the Florida Turnpike to help ease traffic congestion caused by the sudden closure.

## Restoration starting

FDOT has completed the design plans to restore six lanes of traffic on Roosevelt Bridge and construction is beginning. The estimated cost of the project is \$9.3 million. Work on the Roosevelt Bridge project will be conducted seven days a week and is expected to be completed by



PHOTOS: © JULIAN LEEK

The gantry legs and jacks stabilized the bridge and minimized further strain until a thorough inspection of the bridge could be made.







**FDOT sprang into action immediately. Beyel Brothers Crane & Rigging stabilized the bridge section using eight massive 1,100-ton gantry jacks.**

the end of December 2020. The project timeline is contingent on the weather.

Repairs will be made to one span of the southbound bridge and minor work will be completed inside both bridges. The medians on U.S. 1 will be restored at each end of the bridge and Dixie Highway will be restored to its original condition. FDOT expects that the southbound bridge can safely reopen to traffic by late October/early November with four lanes of traffic initially, two in each direction, and weight restrictions can also be lifted. Upon reopening the southbound bridge, the contractor will restore the medians on U.S. 1, allowing for three lanes of traffic in each direction by late November. Dixie Highway will be restored after temporary shoring has been removed.

The Roosevelt Bridge, referred to as "the new bridge," was completed in 1996 as state-of-the-art in modern bridge-building. It is termed a segmental bridge, shaped in a linkage of segments that resembles human vertebrae and held together by long spans of cable bundles encased in concrete. It replaced the older design of twin parallel drawbridges which dates back to 1934.

■ >37



**The Strategic Rehabilitation Plan by the City of Toronto will revitalize the 62-year-old Frederick G. Gardiner Expressway in multiple phases.**

## Rapid bridge replacement in Toronto

The Frederick G. Gardiner Expressway is an 11-mile east-west expressway running alongside Lake Ontario in Toronto, Canada. The Strategic Rehabilitation Plan by the City of Toronto will revitalize the 62-year-old expressway that is badly in need of repair and restoration. The contractor for the first phase is using various bridge building methods to accelerate construction and lessen noise and environmental impact.

Two 160-ton Link-Belt RTC-80160 Series II rough terrain cranes are lifting and removing existing steel and concrete deck sections and replacing them with new deck panels. They are lifted in tandem and weigh between 50 to 110 tons and span 65 to 137 feet.

Phase 1 includes complete replacement of steel girders and concrete for existing on-ramps and road decking between Lower Jarvis and Cherry Streets. Poured-in-place deck panels are built on-site in climate-controlled canopies. Approximately 400 sections of deck panel will be constructed and lifted into place, and the Link-Belt rough terrain cranes are part of the fleet performing the rehabilitation.

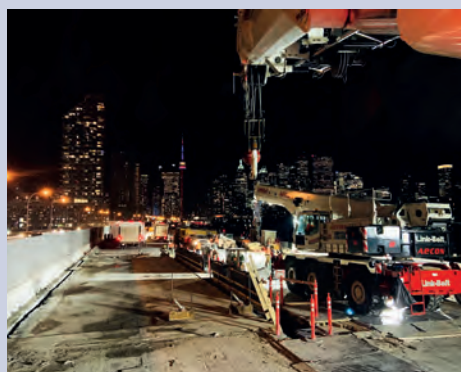
The RTC-80160s are agile and can turn under a small footprint, according to the project site superintendent.

"They are very easy to maneuver into place and are easy to setup," he said. "I also like where they put the counterweights. It's very compact."

Initial construction of Phase 1 includes westbound lanes and ramps, requiring two open lanes in each direction for commuter traffic. Crews will primarily work on a 24/7 basis to accelerate the project and reduce the length of construction. In roughly eight months, the contractor has logged 1,200 hours on both RTC-80160 Series II.

"The cranes have handled the transitions and elevation changes very well," one of the crane operators said. "They are sturdy, and the sight lines are exceptional for early morning and overnight work."

**Crews work on a 24/7 basis to accelerate the project and reduce the length of construction.**



**In roughly eight months, the contractor has logged 1,200 hours on both RTC-80160 Series II cranes.**



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# Bridging the Vermilion River

Remote bridge requires fancy crane work in Minnesota.

**W**hen the Voyageur ATV Country Club (all-terrain vehicle) formed in 2015, one of its main goals was to connect a series of riding trails in St. Louis County, MN. To do so, the club would need to find a way to cross the Vermilion River. This was a big problem that called for a big solution, namely a 185-foot-long, 13-foot-wide, 80-ton bridge and the right equipment to lift it. The project's remote location made it a difficult job to complete, but Vic's Crane and Heavy Haul was up to the task.

Bougalis and Sons won the contract to manage the job and called on Vic's to do the lifting work. With a location in Hibbing, MN and support from its headquarters in Rosemount, MN, Vic's is one of the few companies in northern Minnesota with large, hydraulic all-terrain cranes capable of getting to the job site. The company also had the experience and expertise to design the lift.

## Hand to hand pick

Project Manager and Estimator Mark Tollefson developed a plan to assemble the bridge on one side of the river and complete a "hand-to-hand" tandem pick with cranes positioned on both banks.

The ATV bridge was cantilevered over the river using Vic's 550-ton capacity Grove GMK 7550 with a Megawing and rigged with 352,000 pounds of counterweight.



The bridge was cantilevered over the river using Vic's 550-ton capacity Grove GMK 7550 with a Megawing and rigged with 352,000 pounds of counterweight. The crane was set up at a 55-foot radius and the heaviest lift was 181,000 pounds. The GMK 7550 would connect to Vic's 450-ton capacity Grove GMK 6450 that was rigged with 297,000-pounds of counterweight, on the other side of the embankment. The GMK 6450 was setup at a 100-foot radius and lifted 67,000

pounds. Outriggers for both cranes were set on 8 by 10-foot engineered steel pads.

George Bougalis and Sons pulled the trailers into the site with the bridge sections. The trails to the job site were through the woods of an ATV trail on both sides of the river that were approximately seven miles in from a main road.

## Communication challenges

With no cell phone service and miles from the nearest paved roads, the remote location made for a unique challenge. Crews from Bougalis and Sons had to clear approximately four miles of road on one side of the river and eight miles on the other to get the cranes into position. Without the ability to speak by phone to various crews, advanced planning and communication was critical to ensuring a safe and successful project. The bridge arrived at the site in three sections. Once it was put together it measured 185 feet.

The GMK 7550 unloaded and staged bridge section on stands and assembled the second section and then lifted the two sections across the river until the GMK

The GMK 7550 would connect to the GMK 6450 that was situated on the other side of the embankment.





Twenty lines of Goldhofer SL modules supported two 300-ton gantry jacks, a 250-ton turntable and a network of structural supports.



## Go between

HWP Rigging was approached to provide expertise into streamlining and expediting construction of a pedestrian walkbridge connecting two high-rise buildings in metropolitan St. Louis, MO. The walkbridge spanned about 90 feet between two buildings and weighed approximately 125 tons.

Upon examining the project constraints, HWP suggested that in lieu of conventional piecewise construction, the walkbridge should be erected at an offsite location, then relocated and set in place as a whole. This would allow the contractor to minimize impact to the traveling public by limiting street closures to a few days, instead of several weeks. This solution was well-received by the contractor and the city government.

HWP spent some 16 weeks planning, engineering and scheduling the work. The walkbridge, comprised of a composite steel support beam, asymmetric concrete deck and architectural glass curtain wall, was erected at a laydown area about a quarter mile east of the jobsite.

Once the walkbridge was fully constructed, HWP Rigging weighed the complete structure using electronic load cells to determine its exact weight and mass center. Two hydraulic cranes were used to hoist and set the structure onto HWP's rigging/transportation system, which was used to transport the load and set in into place. HWP devised a mobile transportation/rigging tower comprised of 20 lines of Goldhofer SL transporter modules, which supported two 300-ton hydraulic gantry jacks, a 250-ton hydraulic turntable, and a network of structural supports. This system allowed for three-dimensional translation of the load, as well as rotation in the horizontal plane.

The walkbridge was hoisted and secured onto HWP's transport/rigging apparatus the week prior to transporting and setting it in place. HWP transported the walkbridge from the offsite location, traveling approximately one-fourth mile west to the final place between the two buildings.

The load was positioned laterally on the roadway below using the SPMT. The load was then lifted vertically using the two 300-ton gantry jacks. Lastly, the load was rotated 90 degrees using the hydraulic turntable and lowered into place on the abutments.

HWP precisely placed the structure over its abutments such that permanent connections to the supporting steel could be made. It took about 12 hours to transport, rig into place, and secure the structure to the existing towers. Roadways were re-opened to the public by the end of the weekend.

HWP Rigging was hired by the building general contractor Clayco, based in St. Louis. Hydraulic crane operated rental service was subcontracted to Budrovich Crane Rental.

**HWP's mobile transport/rigging system allowed for three-dimensional translation of the load and rotation in the horizontal plane.**



Two cranes were used to hoist and set the structure onto HWP's transport/rigging system, which was used to move the load and set in into place.

6450 could reach its end and the bridge was set down on stands again except the GMK 6450's end. The GMK 7550 unloaded the third section and assembled that section and then picked it from the same rig points and the two cranes placed it into position.

Endless polyester round slings were used below the hook on both cranes. The GMK 7550 was rigged with a four-leg bridle to carry more weight. The GMK 6450 used a two-leg bridle.

Once the two cranes were connected to the bridge, it was set in place on a concrete abutment.

## Three-crane job

A third crane, a 150-ton Grove GMK 5150B, was used as an assist crane to both assemble the bridge sections and assemble and set up the GMK 7550. The GMK 5150B was also used to pick the semi-trailers up and turn them around, since the remote roadway was just wide enough to drive in and drive out.

"Amazingly, the bridge assembly and installation were completed within 24 hours," Tollefson said. "ATV enthusiasts can now enjoy one of the most scenic riding trails in the country for years to come."

The primary challenge to the project was making sure the two operators could communicate effectively and anticipate each others' needs.

"Clear communication with radios was key," Tollefson said.

The duration of the job was six days and required three crane operators, three oilers and three additional personnel. ■





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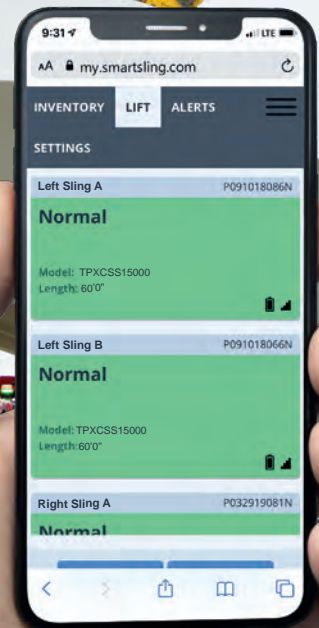


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# Mountain maneuvers

NessCampbell tackled steep grades and winter weather during a transformer haul.



The NessCampbell team received a 220,000-pound transformer destined for a western wind farm.

Often times, a hauling solution that is ideal for the highway might not be as suitable for an off-road journey or more treacherous terrain. But Portland, OR-based NessCampbell Crane + Rigging was faced with that exact conundrum. The team tackled steep grades and winter weather during a transformer haul that required equipment with dual capabilities.

NessCampbell received a 220,000-pound transformer destined for a wind farm west of the Cascade Mountains. The massive piece of machinery was received by rail car and then offloaded onto a 150-ton dual lane transporter, while a Kenworth T800 tractor with two Oshkosh prime movers were also utilized for additional power. This equipment configuration saved the NessCampbell team from needing to do a transfer from their dual lane to a platform trailer once they left the highway. The transformer was hauled 30 miles on state, city and county roads and then moved an additional 28 miles

off-road to the top of a mountain. The route consisted of logging roads with staggering 10 percent grades, tight turns, loose gravel and lots and lots of mud.

Then with the help of a jack and slide system, the transformer was placed in its final location on a concrete pad in a substation on the wind farm.

## An added challenge

The hauling solution needed to allow the team to utilize acceptable weights on the highway, while also being maneuverable enough to handle the winding off road journey with the same equipment.

"One of the biggest challenges was keeping enough traction on all three trucks to keep moving," said Mike McDonald, rigging/specialized transportation division manager/VP, NessCampbell. "There were many tight corners on the mountain but our ability to steer all axles on the trailer made us



The hauling solution needed to allow the team to maneuver both the highway and the off-road journey with the same equipment.

maneuverable enough to accomplish the task."

Everything about this job was unique, McDonald explained.

"This is the first wind farm built west of the Cascade Mountains, and we were the first to actually cut into the mountain. All eyes were on us while we climbed, as other companies observed how to navigate the complex route. The roads were narrow and built for log trucks. The grades were steep and the winter weather was an added challenge."

“ Everything about this job was unique. This is the first wind farm built west of the Cascade Mountains. ”

**MIKE McDONALD**, Rigging/Specialized Transportation Division Manager/VP, NessCampbell Crane+ Rigging

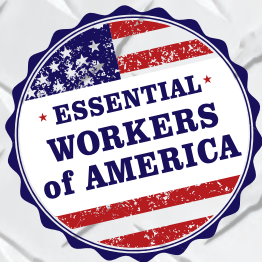


The off-road route consisted of logging roads with staggering 10 percent grades, tight turns, loose gravel and lots and lots of mud.



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## WHAT

SC&RA Crane & Rigging Workshop

## WHEN

September 16-17, 2020

## WHERE

Virtual meeting

## REGISTRATION INFORMATION

[www.scranet.org/workshop2020](http://www.scranet.org/workshop2020)

DETAILS

In partnership with A1A Software, and sponsored in part by A1A Software, National Interstate Insurance Company and NBIS, SC&RA is bringing its 43rd annual Crane & Rigging Workshop to life, from the comfort of your own home.

As the ball dropped in Times Square on December 31st, no one could have predicted the whirlwind of a year that 2020 would bring with it. And now, it's safe to say that "normal" no longer exists. More and more companies across a wide variety of industries are transitioning from in-person to virtual events. The Specialized Carriers & Rigging Association is no exception and has managed the unpredictable without skipping a beat.

This year, SC&RA's annual Crane & Rigging Workshop will be held in a "first-of-its-kind" virtual reality format. Attendees will take part in virtual education sessions as well as experience the Exhibit Center virtually through VR glasses, or a personal computer.

In addition to maximizing learning opportunities and providing a unique way to network, another huge benefit of this new virtual format is that most all

the sessions will be available on-demand afterwards. Attendees can hand select which sessions to view without worrying about overlap. This virtual capability will allow attendees to personalize their own event experience.

## Engaging subject matter

Some of the educational sessions attendees can sit in on include: Infrastructure Funding Status and Impact; Rigging & Lifting with Blocks; Safe and Fast: Rigging Heavy & Awkward Loads with Air Casters; Ask the Expert; Bull Rigging Project In-Action; Let B30 Work for You: Defend Against Personal Injury Actions. This year's Workshop delivers the largest educational offering ever, thanks to sponsors Lift Systems, Nelson Manufacturing, Riggers Manufacturing Company, and Rigging Gear Sales.

Two keynote speaker sessions kicking off each day of the event will focus on topics at the federal level. The opening session will feature a U.S. Senator speaking on infrastructure funding status and its potential impact on the industry. Thursday's opening speaker is

Scott Ketcham, OSHA Director of the Directorate of Construction, who will speak on the latest regulatory updates. Both sessions are sponsored by Doral Equipment Rental; Emery & Kerrigan, Inc.; Enerpac; and Matcom.

The virtual Exhibit Center, sponsored by Liebherr, Link-Belt Cranes, Manitowoc, and Tadano, will be available throughout the entire two-day event. However, it's important to note that company representatives will only be in their digital booths from 1-3 p.m. on September 16 to interact with visitors and answer questions. Attendees will be able to stop and talk with 40 exhibitors as they "travel" around the virtual Exhibit Hall. A1A Software has been working tirelessly to create a cutting edge, virtual experience that is the next best thing to shaking hands with familiar faces.

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Copy provided by Exhibit Center companies.





**A1A SOFTWARE**, developer of 3D Lift Plan and iCraneTrax, now provides integrations between the programs. Data connectivity between lift planning and business management tools gives crane owners, fleet managers and safety departments greater control over job site intelligence to improve fleet allocation and manage customer and job documentation in one place. New web tools and mobile apps also make both 3D Lift Plan and iCraneTrax simpler to use in the field, for quicker decision making and less re-work at the office. In addition, this year's Crane & Rigging Workshop in Virtual Reality is brought to you in partnership with A1A Software. VR Conflux, the VR meetings platform, is built on the foundation of 3D Lift Vision, a virtual reality mode available in 3D Lift Plan. The virtual experience is perfect for conferences, networking, and exhibit centers. [www.3dliftplan.com/default.aspx](http://www.3dliftplan.com/default.aspx); [www.icranetrax.com](http://www.icranetrax.com); [www.vrconflux.com](http://www.vrconflux.com)

Going on three decades, **ALLIED INSURANCE BROKERS** has been 100 percent focused on and dedicated to the crane, rigging and specialized transportation industry. With 250 plus crane and rigging clients nationwide, Allied serves as one of the industry's leading insurance and risk management partner through customized solutions that directly address the unique risks and needs of the businesses within this industry. Allied's vast experience and knowledge deliver additional resources, such as dedicated claims and contract review services, that support its client-partners at the highest level while its Risk Engineering Team provides unmatched safety and training tools that further reduce the occurrence of any claims activity. [www.alliedinsbrokers.com](http://www.alliedinsbrokers.com)

**BIGFOOT CONSTRUCTION EQUIPMENT** is an American family manufacturer that specializes in outrigger pads. Bigfoot is the only major manufacturer of both wood and custom composite and longest in-house manufacturer of custom composite. The company has veteran employees and ownership that stands behind the guaranteed Bigfoot outrigger pads. Bigfoot has a stock of standard sizes as well as custom outrigger pads to meet and exceed the strength, stability and safety needs of hard-working personnel around the world, the company said. Since building outrigger pads in-house since 1991, Bigfoot has had zero returns. [www.outriggerpads.com](http://www.outriggerpads.com)

**THE CROSBY GROUP** is the world leader in rigging, lifting, load monitoring, mooring and material handling hardware and software. Crosby sets the standard for quality, training and technical expertise in the field, the company said. [www.thecrosbygroup.com](http://www.thecrosbygroup.com), [www.straightpoint.com](http://www.straightpoint.com), [www.gunneboindustries.com](http://www.gunneboindustries.com)

**DEARBORN COMPANIES**, supporting the heavy lift/heavy haul industries nationally, is a leading engineering service provider for ground condition surveys, ground stabilization design, rigging and shoring engineering and 3-D documentation of terrestrial and above-ground facilities utilizing laser scanning and UAV ("drone") data collection methods. Dearborn's project experience spans a wide variety of demanding and hostile work environments ranging from power generating stations, refineries and heavy manufacturing plants, to infrastructure (rail, roadways and airports) through healthcare and mission critical facilities. Dearborn's engineering expertise runs the gamut from carry-deck and spider crane placements inside and atop high-rise buildings, through RT, crawler and all-terrain crane deployments on construction sites and in urban (central business district) areas, to super-capacity crawler and ringer cranes (3,000 ton-plus) in industrial and power plant environments. [www.DearbornCos.com](http://www.DearbornCos.com)

**DICA** is a family-owned and operated company that specializes in building high performance engineered outrigger pads, crane pads and cribbing blocks that are lightweight, easy to use and long-lasting. DICA products are proudly made in the USA, ASME B30.5 compliant and used by operators in 40-plus countries around the world. [www.dicausa.com](http://www.dicausa.com)

**DORAL EQUIPMENT RENTAL** has the largest fleet of Versa-Lift forklifts in the world, along with forklift capabilities up to 120,000 pounds. Doral rents Versa-Lift forklifts, Rigger-Lift, Landoll PT40 and Hilman Trakspporter products. All of these leading brands are built for power and versatility, perfect for rigging projects, the company said. A large fleet of equipment means more available units than competitors. In-house transportation ensures timely delivery across all North America (U.S. and Canada) and the most competitive pricing available.

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**FAYMONVILLE** is one of the biggest manufacturers of trailers for heavy-duty haulage and oversized cargo transportation. With more than 50 years in business, Faymonville provides customers optimal solutions and systems for any transport need outside the usual norms. The full product range encloses telescopic and steerable trailers, double drop trailers, dual lane trailers or modular trailers. The excellent manufacturing quality of the products are secured by high-tech production processes. [www.faymonville.com](http://www.faymonville.com)

**FLEET COST & CARE (FCC)** is a fleet management software company serving businesses of all sizes in the heavy equipment industry. FCC's software enables companies to improve internal operations by providing a centralized system that speeds up invoicing, streamlines payroll and ensures safety and success. The innovative FCC solution eliminates needless duplicate data entry while maximizing fleet and personnel efficiency and profitability. [www.fleetcostcare.com](http://www.fleetcostcare.com)

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used on most larger capacity cranes. The company handles large cylinders in-house and chrome plating up to 46 feet in length. Garrod Hydraulics has been rebuilding hydraulic cylinders since 1978 and is ISO 9000 certified. [www.garrod.com](http://www.garrod.com)

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**J&R ENGINEERING**, located in Mukwonago, WI, is the manufacturer of the Lift-N-Lock hydraulic boom gantry, Delta Lift rubber-tired gantry, Lift-N-Lock Crawler Transporter and other specialized lifting equipment serving the machinery moving, industrial material handling and nuclear industries. [www.jrengco.com](http://www.jrengco.com)

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**LANDOLL CO.** (the original traveling axle creator) manufactures, designs, fabricates, finishes, and markets heavy equipment trailers and a precision telehandler (operable with remote). This vertically integrated and diversified Kansas company additionally produces agricultural, OEM, government and specialized narrow and very narrow aisle forklifts. To check out the Landoll full line of traveling axles, traveling tails, detachable trailers, bottom dumps, car trailers, tags, telehandler and other specialty products visit [www.landoll.com](http://www.landoll.com)

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**LINK-BELT CRANES** designs, manufactures, sells and supports telescopic boom and lattice boom cranes for the construction industry worldwide. Link-Belt's ever-evolving product line includes telescopic crawler, rough terrain, lattice crawler, hydraulic truck, lattice truck and all-terrain cranes. It has a strong network of domestic and international crane distributors that provide full sales and service support. [www.linkbelt.com](http://www.linkbelt.com)

**THE MANITOWOC COMPANY, INC.** is recognized globally as a premier innovator and manufacturer of crawler cranes, tower cranes and mobile cranes for the construction industry. Manitowoc's brand portfolio of Grove, Manitowoc, National Crane, Potain and Shuttlelift cranes provides the most comprehensive range of lifting solutions in the marketplace.





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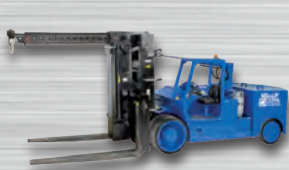
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**TRANSMASTER TRAILERS/MASTER SOLUTIONS**, designs, engineers and manufactures various types of trailers. The company offers a range of specialized trailers, such as specialized multi-axle steering dollies, jeeps, oil field heavy duty step deck trailers, low boy detachable gooseneck trailers, counterweight trailers, perimeter frame trailers, extendible trailers, wind trailers and special high capacity

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**VISUAL DISPATCH** by Senarc Systems is a dispatching software solution for the crane and rigging industry. Capabilities include quoting, scheduling, dispatching, eTickets,

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**WOLFFKRAN INC.** stands for over 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. Today, 800 employees around the world ensure that the innovation process continues and that the brand is known for a comprehensive range of trolley jib and luffing jib cranes. Wolffkran, Inc has locations in NY and CA offering sales, service, parts and engineering support for the U.S. and Canada. [www.wolffkran.com](http://www.wolffkran.com)

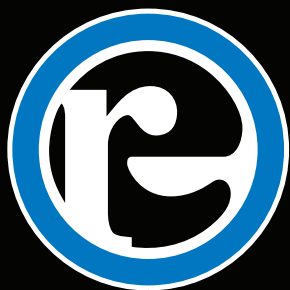
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# Committed to crane safety: Morrow Equipment

**F**rom the time of its founding in 1968, Morrow has focused exclusively on the tower crane and construction hoist industry. And Morrow has been involved with NCCCO since its inception. It was an original contributor during NCCCO's formative years and became directly active when the tower crane program was developed in 2004. To this day, Morrow team members remain involved in different segments of NCCCO, including current NCCCO President Peter Juhren, who was recently named Morrow's president and COO.

According to Morrow's Juhren, "Morrow sees NCCCO as the pioneer and gold standard in the certification arena that has improved the safety of the industry immensely. The subject matter experts and volunteers are the best in the business and have developed the greatest certification programs in the many different industries associated with NCCCO."

## CCO certification required

Morrow currently has over 130 NCCCO certified employees. All operators of tower cranes provided by Morrow must be certified. And all Morrow technicians and key yard staff are rigger and signalperson certified. Nearly all of Morrow's work is in the construction field, whether it is commercial, housing, industrial, sports arenas or infrastructure.

The company embraces CCO certification because it helps make sure individuals are qualified to work with cranes as required by OSHA regulations. This includes rigger and signalperson certification to close the loop on safety at the jobsite. Certification also brings



All operators of tower cranes provided by Morrow must be certified.

credibility to the qualifications of its certified employees, and it allows the company to promote its people as knowledgeable and trained in the basics of the tasks at hand. And it improves safety by giving companies verified documentation that the individuals they have out at jobsites demonstrate a fundamental knowledge of and skill in safe equipment operation.

"Using CCO certifications gives higher qualification baselines for those working in the lifting industry," said Morrow Corporate Service Manager, Chris Smith. "If a candidate does not have a certain level of common sense and safety, the likelihood of that individual becoming CCO certified is exceptionally low. It is

no longer acceptable that an individual is qualified because they have done it for 'X' years, or they are qualified because the boss says so."

## Safety and efficiency

Employees who have become certified understand the right way to do things and recognize the hazards involved with the tasks. Confidence comes from training and meeting standards set to be competent in completing the tasks safely and efficiently. Most of the team members at Morrow are employees who were trained and certified as a condition of employment. However, several employees have advanced into full time positions as a result of being certified.

Morrow understands that certification brings a sense of pride to the individuals that are certified in knowing they are among the best around and have achieved recognition for their dedication to becoming certified. Employers can be proud displaying CCO certification medals earned for having their employees certified and know they have created a safer workplace. Safety, efficiency and preventing damage are all results of properly trained and certified people. ■

## NCCCO testing continues to be available nationwide

NCCCO testing continues throughout the country with numerous accommodations for COVID-19, depending upon the current local rules at each location. At all test sites – paper/pencil testing, computer-based testing and practical exams – candidate safety is of the utmost concern and social distancing measures have been put in place according to federal guidelines. Practical examiners and test site coordinators all use best practices to limit contact between candidates and testing personnel. For further details and future updates, visit [www.nccco.org/COVID-19](http://www.nccco.org/COVID-19).



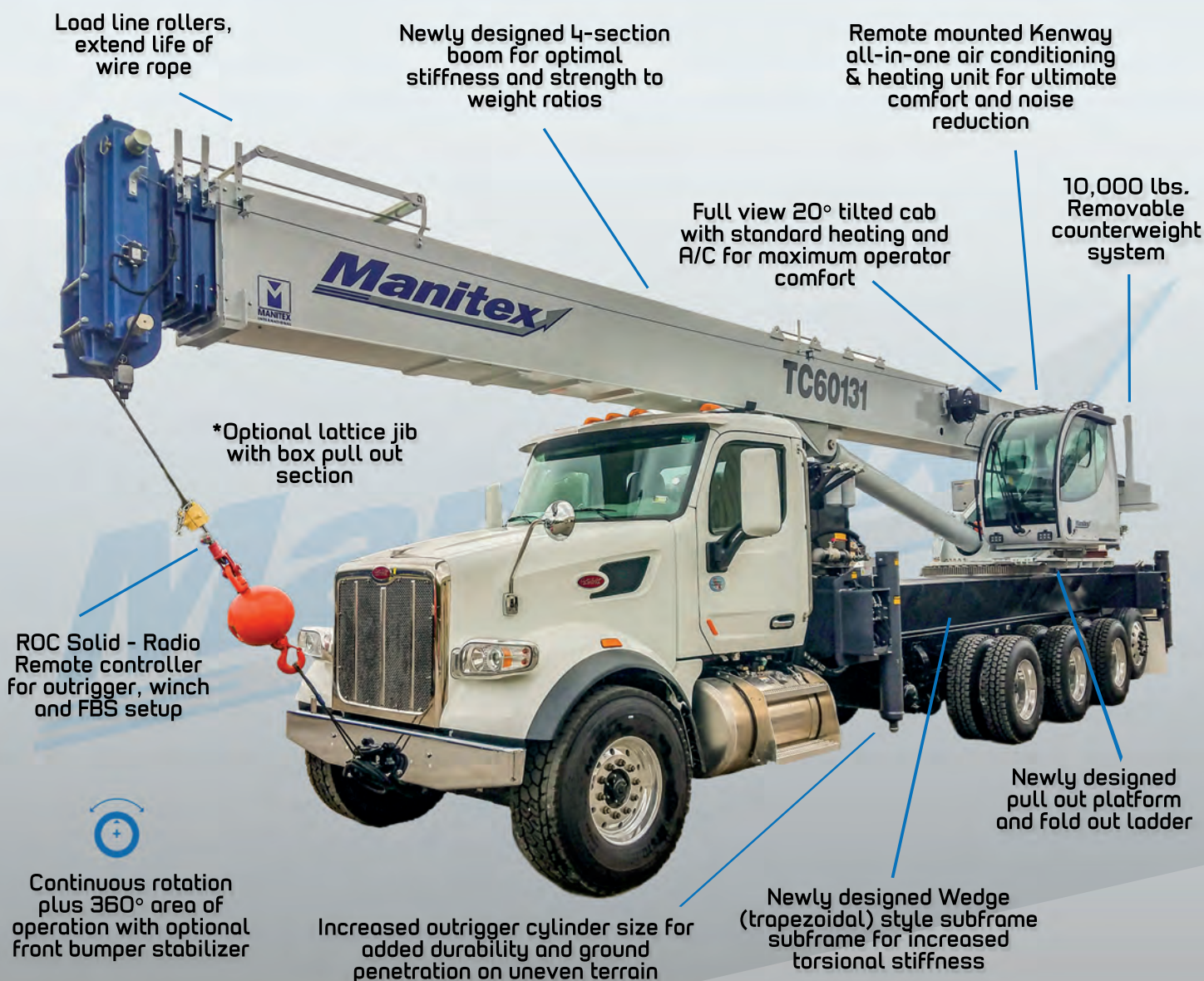


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# Crane certification doesn't mean qualified

**Mike Chalmers** talks to NBIS's **Derek Sather** about crane operator qualification and how one size doesn't fit all.

In the construction industry, every jobsite presents a new environment, and when it comes to crane operations, it usually isn't a one-size-fits-all situation. Derek Sather, Assistant Vice President, Risk Management at NBIS, will drill down on this exact topic during an education session within SC&RA's virtual Crane & Rigging Workshop, aptly titled "Crane Operator Qualifications: One Size Does Not Fit All" – set for Wednesday, September 16, from 3-4pm.

Sather is confident that during the presentation, attendees will benefit from a comprehensive examination of how companies of all sizes should pursue compliance with OSHA Subpart CC, so that crane operators are properly qualified.

Building onto the ever-essential conversation surrounding crane operator qualifications, Sather will spend time zeroing in on OSHA's general requirements for crane operators (1926.1427), specifically the part where it states that the employer must ensure that each operator is trained, certified/licensed, and evaluated before operating a crane. He plans to emphasize that an operator is considered "in training" even if they are certified, until that operator has been evaluated on that specific machine (or a machine that is not substantially different) for the assigned task.

"Certification has been great for the crane industry – absolutely – in making sure operators have demonstrated competency in the general principles for

crane operations and theory," Sather said. "However, there is a potential gap between being certified and being qualified on the machine you're operating. Unfortunately, some people have assumed that if you're certified, you're simultaneously qualified on all cranes within that crane designation. That isn't the case. But training is the bridge to cover the gap from certification to qualification."

Sather, who spent a large portion of his career as both a crane operator and trainer, said that it's imperative that a crane operator be familiar with the crane's inspection requirements, as well as how to properly set up the crane in various configurations.

"What the crane can do and lift changes with each configuration," Sather said. "How far the outriggers are extended, degree of level, boom length, load-line reeving, jib or boom extension – every one of these variables has an effect on the working situation."

Sather also notes the operator must be familiar with the crane's operating system, including any parameters of speed and torque that might be necessary to perform the assigned task in the configuration safely. According to Sather, operators must also be familiar with the safety devices and shutdown procedures for the specific machine they are running.

"The more comprehensive the training on the specific machine you are running, the higher the level of safety and efficiency for the operations of that machine," he explained. "Training is the best form of risk management – and this training should be documented as a part of a company's risk-management and safety program."

## Important steps

"Employers also have a responsibility to train their operators in the safe operations of the equipment they will be running,"

“There is a potential gap between being certified and being qualified on the machine you’re operating. Unfortunately, some people have assumed that if you’re certified, you’re simultaneously qualified

on all cranes within that crane designation. That isn't the case.”

**DEREK SATHER,**  
Assistant Vice  
President, NBIS



Sather warned. "Unless the certification process was done in your yard with your cranes, it's possible that the operator you employ hasn't demonstrated any competency on the actual machine they will be operating."

Recognizing that while some employers are indeed in line with OSHA's requirements, Sather also pointed out that some employers are not – and it often comes down to concerns over time and money.

"It's the classic hang-up, right? How much time will it take; how much it's going to cost," he said. "An employer should never gamble with safety and liability on an unqualified person in the seat of a crane. Costs notwithstanding, a crane and a company will be safer, more efficient, and have less downtime – they'll actually be more productive – when the operators are trained properly."

Training, of course, can come from a variety of sources, including from the



## THE AUTHOR

### Mike Chalmers

serves as partner and creative director at Thrive Creative, a Chicago-based creative agency

that helps companies in the lifting, moving, power, and construction industries build better brands.



crane's manufacturer in the form of a department of safety (DSR) representative. Nowadays, most of the major manufacturers have training facilities as well.

Sather also stressed that companies should designate a person or persons within the company as key personnel to both receive manufacture-direct technical training and deliver it to the operators in the field.

"An example of this caliber person could be a lead operator (subject matter expert), technician, or A/D director – most of these positions have already received some level of manufacturer training either in the field or at the manufacturer's training facility," he said. "And remember, the trainer can be the evaluator. This is a very important step in the process."

## Up to task

According to Sather, in the career of a crane operator, training never ends – as few operators will work for one contractor or one employer their entire career.

"And even if a person does work long-term at a crane rental company or crane provider," he added, "they're still going to

face new technology, new cranes – and organic growth within the company. They will continue to operate more complicated cranes as they progress through their career – and truthfully, it's unreasonable to expect an operator to be familiar with all crane operating systems out there, although it has gotten better lately. Some manufacturers have different operator interfaces and software programs within their own models and family of cranes."

He also explained that when it comes to the evaluation part of the process, he thinks OSHA did their homework in getting a feel for what the industry needed.

"I think this is the final step in assuring that an operator is qualified to operate a crane in the configuration it's in for the assigned task," he said. "I know that many people in the industry are concerned about the liability that could come from the evaluation, but I'm more concerned with someone in a crane who isn't qualified to run it. If evaluations are conducted according to OSHA's intent, then we will indeed make the industry safer."

To that end, Sather pointed out that there are companies in the industry working on innovative solutions to help operators

“What the crane can do and lift changes with each configuration.”

**DEREK SATHER,**  
Assistant Vice President, NBIS

and crane professionals document their qualification, training, and evaluation experience.

"I've had some exciting conversations lately with companies who have products in the works offering ways for people to classify what levels of training and experience they've received during their careers," he confirmed. "These could be useful tools in a company's risk management toolbox for documenting an operator's qualifications in the event a company would need to defend itself."

For more information on and tips on this or any other part of your Risk Management plan, contact our experts at 877.860.RMSS or visit [www.nbis.com](http://www.nbis.com) for more details on our services. ■

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# Stopping human trafficking

How can we shift gears to save lives?

**H**uman trafficking might not be top of mind for specialized transport and trucking companies, but it's a very serious reality for millions around the world, and properly trained truckers can often play a significant role in combatting it by simply remaining aware and communicating accordingly.

Often referred to as modern-day slavery, human trafficking involves nearly 30 million victims around the world – almost always leading to forced labor and/or some type of sexual enslavement. Shockingly, it is believed by experts that more slaves exist today than at any other time in the history of the world – driven by an underground economy that generates roughly \$150 billion annually.

The U.S. sees hundreds of thousands of victims – comprising all genders and ethnicities – with females (especially girls) targeted heavily. And while the red flags might not be obvious at first, a closer look into the faces and activities at truck stops, highway motels and rest areas across the country can reveal the victimization of countless women, men and even children. And that's where truck drivers and fleet owners can have a productive impact.

Often enough, trucking companies, truck stop personnel and truck drivers themselves, are on the frontlines of this epidemic. Because they're constantly traveling and stopping at destinations also used by traffickers, transportation professionals, when trained to be aware of their surroundings, can identify potential human trafficking victims and get them

the help they need. According to the Polaris Project, which works to eradicate modern slavery, human trafficking can take place anywhere, but it's not uncommon at truck stops and welcome centers – which can be isolated from the broader community and serve transient customers. These secluded locations also make it difficult for victims to escape.

## What can we do about it?

Education and awareness are vital. Recognizing the signs and trusting your instincts can make all the difference. In addition to training, truckers can (even without training) be proactive and take simple notes when they notice something curious: descriptions of vehicles and people, specific dates and times, the address when something looks suspicious. Dash cameras are also very helpful for law enforcement in pursuing cases.

Additionally, some red flags aren't so subtle: a person, especially younger, that appears to be under the control of a pimp; signs of bruising or branding/tattooing of a trafficker's name; and/or other indications of distress, abuse or addiction. As one expert put it: "There's the strung-out boy who never leaves the sight of a controlling older man. Or the teenage girl, branded with a tattoo on the back of her neck. Or simply, a distressed face peering out from behind a darkened window."

Truckers Against Trafficking (TAT) is an organization that seeks to stop the problem through awareness and training. TAT is determined to create its own army of traveling whistleblowers – the trucking

community – and inform as many as possible about human trafficking and the steps the transportation industry can take and has taken to disrupt it.

In a July webinar hosted by Driving Goodness, Kendis Paris, executive director and co-founder at TAT, said, "... the trucking industry – through their sheer numbers, extensive travels and the nature of their jobs – could provide an extra set of eyes and ears for law enforcement in recovering victims and having pimps arrested. Imagine if all drivers were trained and knew what to look for and then immediately reported it."

Carriers and truckers interested in getting more information and/or training from TAT can start here: [www.truckersagainstrafficking.org](http://www.truckersagainstrafficking.org). According to TAT data, since its campaign began, drivers have made more than 2,600 calls to the National Human Trafficking Hotline, which has generated almost 700 "likely" cases and identified almost 1,300 victims. The number of TAT-trained drivers will soon reach 900,000 nationwide.

Without a doubt, the more truckers trained to confront this terrible reality, the less lives destroyed, and, ultimately, the more lives saved. ■

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# Steady progress

Michigan-based SC&RA member continues to move productively forward.

In 1991, Paul McGillivray purchased a young trucking company based in Clinton Township, Michigan, with a fleet of just two trucks. A resilient outfit founded on a need for specialized transport within the region, Pahoa Express, Inc. had its start in 1985, but kept operations local and relatively modest for those first six years.

But McGillivray saw the potential in this sturdy startup, and by 2004, Pahoa had grown to nearly 20 trucks, and had expanded its reach well outside of state lines – including Canada – built on the

“I like to talk about technology – I truly believe it’s the future of this industry in many ways. And the more on top of it we are, the more successful that future will be for everyone.”

**DAVE MERRILL,**  
General Manager, Pahoa

strength of productive traction within niche markets and a highly trained workforce that continues to find itself rated amongst the best in the industry.

It was around this time that Pahoa gained another piece to its productive future when current general manager, David Merrill, joined the company.

“I had experience in the trucking side of things, and was working at a freight company doing a lot of work in automotive,” he remembered. “At some point, I ran into a guy who said there was a man over in Clinton Township named Paul, who owned Pahoa, and I should go talk to him. So I went over and had a conversation.”

The conversation went well, and Merrill soon found himself dispatching.

“I would come in early, Paul would be dispatching too – he was always very involved with the day-to-day operations – and it just ended up being a good fit. Since then, it’s been an amazing relationship. I lost my father when I was young, and he’s kind of stepped into that role for me. He’s been a great mentor for me along the way, personally and professionally.”

When Merrill was faced with a life-changing personal tragedy in 2013, McGillivray showed him what being part of a work-family was all about.

“He looked at me and said, come in and help out when you can, but go take care of your family. Nothing changed with my benefits, my pay and he made

sure that I was able to take care of them – my daughter was four and my son was three at the time. And when I came back, he gave me the leniency of being able to be myself and adjust and get back on my time, with no judgment or anything – and that’s something you really just can’t put into words.”

Merrill was about a decade in with Pahoa at that point, and had grown with the company – which today boasts a fleet of around 110 trucks and 250 trailers.

“Our company has certainly grown under Paul, and it has so much to do with how we treat people. I learned that on a personal level, but it’s no different professionally for us. And we strive to continuously be good to our employees and our customers – which is, in large part, why I think we’ve been successful.”

## Heavy play

Pahoa specializes in the automotive/tooling industry.

“It’s been kind of a niche market for us,” indicated Merrill. “We haul a lot of automated equipment for the automotive and aerospace industries, gun manufacturers, electrical companies, robotic companies – pretty much anything that goes into manufacturing where the robotics are involved, which is pretty heavy here in southeast Michigan, so we get to play in that world. That was kind of the concept once Paul got into it. It was machine tooling, then automation really started emerging. We used to

Thirty-five years since its founding, Pahoa now services the continental U.S., all the Canadian provinces, as well as Mexico. The company specializes in the automotive/tooling industry.





# at Pahoa

**Covid has presented challenges but Pahoa has weathered the storm with a huge focus on providing essential items such as robots and laser cutting machines.**

do a lot of CNC machines and just the manufacturing tooling that's been out there."

Thirty-five years since its founding, Pahoa now services the continental U.S., all the Canadian provinces, as well as Mexico.

"We also partner with some folks for air, but going over to Europe definitely isn't our specialty," added Merrill. "Currently, our workforce consists of around seventy – sixty of which are company drivers and ten of which are owner/operators. We also have about fifteen office staff, and seven mechanics."

As for competition, Merrill admitted that times have changed. "We used to be one of two or three carriers in the area that provided this service – now there are about eight or nine. But we still get a lot of calls; we do roughly seventy to eighty loads a day."

## A big difference

At some point during Merrill's tenure, someone "stopped into the office and said something about the SC&RA." So he did a little research and thought it looked like it might be a good opportunity to network, especially since Pahoa was growing.

"I wanted to get some footing with folks who had a say with FMCSA, dealing with states – the permitting issues, as we were starting to do more wide loads," he said. "I saw some definite benefits of the knowledge at SC&RA. I ended up asking Paul if he minded if I attended one of



the meetings. I'll talk to anyone, and he was open to me going. I knew a couple members, and they introduced me to other folks, and through the networking, and my personality, it kind of snowballed and I found my way to Steven Todd – and we had some really good conversations. From there, he suggested that I look to be appointed to the Safety Committee, so I filled out an application and was accepted. I've been to four or five meetings for that – it's my second year."

A technology-in-trucking advocate, Merrill sees his potential impact on the Association as multi-layered.

"I like to talk about technology – I truly believe it's the future of this industry in many ways," he affirmed. "And the more on top of it we are, the more successful that future will be for everyone. But I also want to participate in the advocacy that SC&RA does – especially on the permit harmonization side. As a carrier, it's so hard to find an escort to start and stop with you depending on restrictions in different states.

"We don't do anything super large, but the challenges are similar, and to gain

their knowledge at these meetings is vital in continuing to push and facilitate the advocacy that will ultimately get the states on the same page."

Another significant issue for Merrill and Pahoa is the 30-minute break exemption. "Especially with the sizes we run," he said. "There are times when daylight burns quickly, so any extra time that we can have to get that shipment to its destination is truly vital. It goes back to customer service – if you can't offer service, then you might as well close the doors.

"So, if we can get that extra thirty minutes or an hour depending on sunrise/sunset times, it's huge. Policy wise, I really like that we have the opportunity to make comments, regarding regulations and/or changes – like the new HOS reform. The sleeper-birth adjustment made a big difference."

As for the COVID challenge, Pahoa was impacted at first, as manufacturing in Michigan came to a halt. But Merrill and his staff focused on keeping employees calm.

"We ended up giving office staff the option to work from home," said Merrill. "We made sure the drivers were following safety protocols. Some of our shipments were essential items, such as robots for ventilation systems, or laser-cutting machines – so that helped. But I would say we were at maybe thirty percent of our normal volume for about three months. Fortunately, we pretty much have all of our staff back now. Once manufacturing returned, we picked right back up where we left off and things continue to get busier."







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# Morrow Equipment welcomes Heacock

Michael Heacock has joined Morrow Equipment as vice president of sales.

Heacock will be part of the leadership growth at Morrow and will join the executive team at its headquarters in Salem, OR. Heacock is a graduate of the University of Washington and is a member of the ASME B30.3 and 30.29 subcommittees, as well as the

**Michael Heacock**

SC&RA tower crane committee.

"We are excited to have Mike join our team and we are looking forward to his contributions to our sales and marketing," said Peter Juhren, president and chief operating officer, Morrow Equipment. "Mike has spent his entire career in the tower crane industry, and he will be

instrumental in implementing our strategic growth plan going forward. Mike has the respect of the industry and will help shape and lead our sales team into the future."

## Pocock joins Liebherr USA as manager

Liebherr USA Mobile and Crawler Cranes division has appointed Beau Pocock as the new business development manager of Liebherr rough terrain cranes.

Pocock will be responsible for the rough terrain product line for the U.S. market.

Pocock first began his career in the crane industry working summers with Buckner Steel Erectors and most recently

**Beau Pocock**

served as a product manager at Manitex.

Pocock will work out of the Liebherr USA corporate headquarters in Newport News, VA and will report to Brian Peretin, general manager of sales for mobile and crawler cranes. Liebherr USA recently upgraded this location with the addition of 251,000 square feet to the facility.

PSC Crane & Rigging has appointed **Jeff Goddard** as a senior project manager. With his father, uncles, grandfather and great-grandfather all involved in the industry, Goddard comes from a long line of professionals in the industrial contracting, rigging and machinery moving/assembly environment.

**Willy Hoffmann**

has joined Ambercor Shipping USA as its

vice president project sales. Hoffmann brings more than 40 years of experience in the shipping, freight forwarding, logistics and transportation industries to the role.

**The Northwest Indiana Business RoundTable**

(NWIBRT), a nonprofit council of Northwest Indiana firms, presented **Stevenson Crane Service** with a Safety Excellence award honoring their exemplary performance in safety during the 2019 calendar year, exceeding national and regional averages.

## Otto Rettenmaier: 1926-2020



**Otto Rettenmaier**, founder and shareholder of Transporter Industry International (TII) Group in Germany, died July 23, 2020, a few days before his 94th birthday. Born in 1926 in the Swabian town of Holzmühle, Rettenmaier was a multi-award-winning industrialist, holder of the Federal Cross of Merit First Class of Germany, Senator e. h. of the University of Stuttgart-Hohenheim and a patron of the arts. Rettenmaier was awarded the University Medal in Gold in 2014, which has rarely been awarded since the university was founded. TII Group includes Scheuerle Fahrzeugfabrik, Nicolas Industrie and Kamag Transporttechnik, plus TII India.

In 1988, the entrepreneurial Rettenmaier acquired specialized transport equipment manufacturer Scheuerle "out of technical fascination," laying the foundation for the TII Group. Acquisitions that followed, in 1995 of Nicolas Industrie in France and then Germany's Kamag Transporttechnik in 2004. Indian subsidiary TII India, founded in 1995, was also later acquired.

With his wife Lore, Otto Rettenmaier had two daughters and a son. His daughter Susanne currently oversees the family holding company as managing partner with a board of directors.



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## Equipment for Sale or Rent 84

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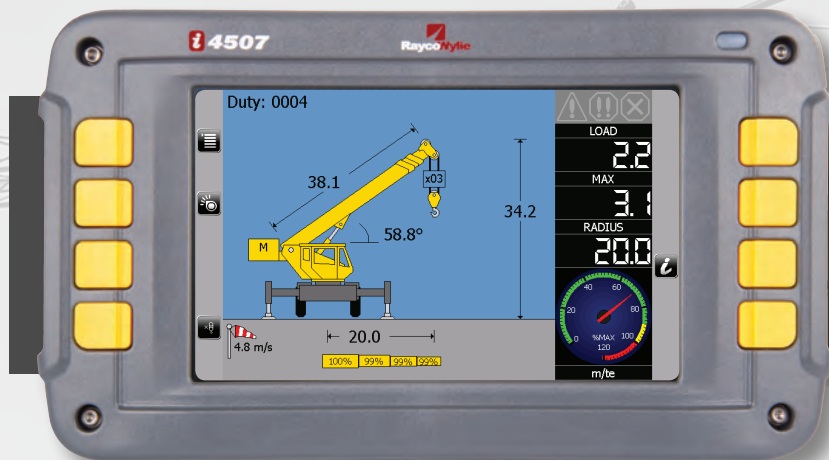
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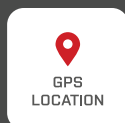


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Counterweight	18.2 Ust



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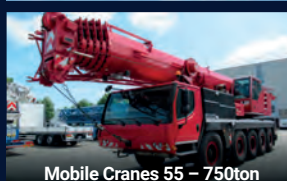
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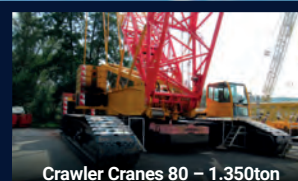
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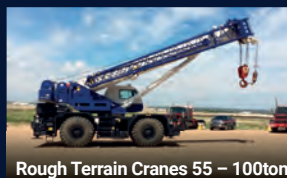
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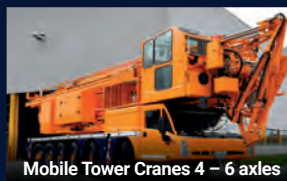
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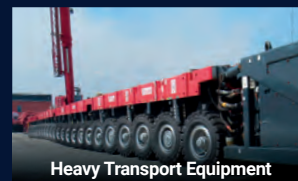
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# All American

Efficient and easy to operate, boom trucks are a legendary crane.

**B**oom trucks may not be sexy or elegant. But they can be operated by one person and driven by that same person to multiple jobs in a day. Boom trucks make money from the get-go.

By definition, a boom truck is a stiff boom telescopic crane mounted on a flat-bed commercial chassis. In the early years, boom trucks were rated from 5 to 30 tons. Today, capacities eclipse 70 tons with boom lengths exceeding 200 feet.

## An industry legend

The boom truck got its start by a man named Ray Pitman. After serving in the 873rd Engineer Battalion in World War II, Pitman started a utility business. He built some equipment for the company, including the first boom truck. In 1949 Pitman showed photos of the equipment to his friend Art Moore, who was very intrigued. Moore did a market study on the boom truck and determined it had market potential.

Pitman Manufacturing started producing boom trucks in 1950. After selling that company, Pitman founded RO Corporation in 1964 in Olathe, KS, where the first RO Stinger rolled off the line. RO was acquired by Simon and then Terex Cranes. Terex manufactured boom trucks until 2018, when it sold its Crossover, truck crane and boom truck divisions to Load King, a division of Custom Truck One Source, based in Kansas City, MO. The first Load King Stinger boom truck debuted at ICUEE in 2019. Load King is ramping up to produce nine models from 10 to 80 tons. Custom Truck One Source reportedly has the largest boom truck fleet in the nation.

“ Boom trucks win because they are simple, versatile and cost effective.”

JOHN LUKOW, Load King



**Ray Pitman designed several iterations of boom trucks, including the legendary Terex RO Stinger.**

Pitman continued to innovate and design lifting equipment and boom trucks. In 1993 he established Pioneer Engineering, another boom truck OEM. In 1999 that company merged with Mega Manufacturing and would later be sold to Manitowoc.

In 1947 Marlo Burg started making weed sprayers and loaders. In 1952, the company became National Crane, when it started making boom trucks. National was acquired by Apache Corporation and later was owned by such companies as Kidde, Hanson Trust, Bass Group and Grove Cranes.

## Evolving brands

A couple of sources for this article said that John L. Grove – of Grove Manufacturing and JLG fame – designed and produced an early boom truck.

Manitowoc got involved in boom trucks in 1983 with its Manitex division, which produced the Model 1161 in 1987. It featured a clamp-on design that eliminated truck frame drilling or welding and an



anti-two-block system, both industry firsts. In 1998, Manitowoc acquired USTC and Pioneer. In 2002, Manitowoc acquired National Crane, moving its production to Shady Grove, PA, where it makes some 22 boom truck models up to 60 tons.

In 2003, to prevent anti-trust actions by the U.S. government, Manitowoc sold Manitex. Today, Manitex International produces five series of boom trucks up to 70 tons capacity.

Elliott Equipment entered the boom truck market in 2003 with its 1870. Elliott makes boom trucks from 18 to 50 tons.

Altec produced its first boom truck, the AC35-127S, in 2004. It now makes some 23 boom truck models from 18 to 45 tons.

For a few years, Tadano America got into the boom truck business, producing smaller tonnage models from 2004 to 2007.

Founded in 1963, Milwaukee, WI-based Giuffre Bros. is a legendary company in the boom truck realm. Frank and Dominic Giuffre have long rented and sold boom trucks to contractors in the sign, tree care and roofing sectors. In the 1970s, they teamed up with Simon-RO to build the exclusive Giuffre Dino 1500. Giuffre Bros. developed financing for its customers, and at one point was reportedly the largest boom truck owner in the United States. ■



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**Jeff Haynes**, USI Insurance Services

***Safe assembly & disassembly of tower cranes***

**Mike Walsh**, Dearborn Engineers & Constructors, Inc.

***Round-table on crane inspections***

**Chris Smith** (Morrow), **JR Moran** (Brasfield & Gorrie)  
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