

ACT

The magazine for the crane, lifting and transport industry

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Official domestic
magazine of
the SC&RA

**REGIONAL
REPORT**
Mexico

PRODUCT FOCUS
Tower cranes

INTERVIEW
Deep South's
Mitch Landry

Exclusive ranking
of North America's top
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Highlights

2018 went by in a blur. Looking back, the biggest development was one of the most recent. OSHA finally made its move to make crane operator certification mandatory in the United States.

Throughout early November, OSHA issued guidance to accept crane operator certifications that are based on type alone, rather than type and capacity. This is great news, but there still are a lot of questions to answer. To understand the current situation and what it means, please see NCCCO News on page 59.

Product development was big news in 2018. New cranes were rolled out in almost every crane class. Assistant Editor Hannah Sundermeyer and I criss-crossed the nation and even travelled to Liebherr's headquarters in Germany to see new cranes. One or both of us attended new product events at Kobelco, Manitowoc and Link-Belt. All the major OEMs debuted new cranes including Terex, Comansa, Tadano, Tadano Mantis, Broderson and Manitex, to name a few.

2018 was also punctuated by major wins on the regulatory front. SC&RA introduced the Uniform Permit Transport 2021 (UPT2021) initiative with the goal to establish harmonization between all 50 U.S. states by 2021. UPT2021 encourages states to allow minimum weight thresholds and to analyze and issue permits via automated permit systems. And, thanks to SC&RA, FHWA clarified the definition of nondivisible load, which was a win for both transportation and crane and rigging companies.

Another highlight was the Tower Crane North America Conference in Miami last June. Hosted by ACT and our sister magazine *International Cranes & Specialized Transport*, this event made its U.S. debut to more than 250 attendees. Enlightening presentations and value-added networking made TCNA a shoe-in to come back to North America soon.

Back to the present, our December issue is chock full of important information, starting with our **TRANSPORT50** top list of North America's largest specialized transportation companies. At Breakbulk USA in October, I interviewed Deep South Crane & Rigging's Mitch Landry. The company his father started celebrated its 50th anniversary this year and it's stronger and better than ever. Hannah hosted our Finance Roundtable that reveals a lot about the realm of equipment leasing and finance, and her Product Focus: Tower Cranes takes a look at all the latest tower crane models.

Reflecting back on each year, I tend to get sentimental. I love being editor of ACT, and I truly enjoy all the interesting and insightful people in this industry. Thanks for a great year. On behalf of our ACT team, we wish you and yours a warm and fun holiday season.

D.ANN SLAYTON SHIFFLER**Editor**

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ALL TERRAIN

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- Access to Qualified Customer Service and Parts
- Rough Terrain Models—6 to choose from
- All-Terrain Models—7 to choose from



See our **ACTTRANSPORT50** list of North America's top specialized transportation companies on page 37.

PHOTO: LIFTOFF AERIALS



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■ In early November, Hiab completed the acquisition of Effer from CTE Group. The deal was announced in July 2018. For Hiab, a global leader in on-road load-handling solutions, this acquisition means an advancement in its ambition to be a leader in cranes and material-handling solutions and providing more product options for its customers.



■ Select Crane Sales has opened a second branch to better serve its growing customer base. Located in Branchburg, NJ, the 6,000-square-foot facility is positioned on 2.5 acres centrally located for clients in New York City, New Jersey, Eastern Pennsylvania and the northeastern U.S..

■ The M-L Holdings Company Crane Group AMD Division has purchased two new Faymonville HighwayMAX Extendable multi-axle trailers. This extendable on-road heavy haul trailer was designed to meet the specific requirements of the specialized trucking and hauling industry in North America.



At 100 meters radius, the SGC-250 has a lifting capacity of 2,000 metric tons.

OSHA pushes ruling forward on crane operator certification

The U.S. Department of Labor's Occupational Safety and Health Administration (OSHA) has issued new guidances that make crane operator certification mandatory in the United States. While the final rule on crane operator certification has not been published, OSHA's existing certification requirements took effect on November 10, 2018.

OSHA proposed a rule in May 2018 to revise certification requirements, as recommended by construction stakeholders. The existing rule requires certification by crane type and lifting capacity. However, until the effective date of the new rule, OSHA will accept operator

certifications issued by type only, or by type and capacity. The bottom line is that crane operators must now be certified. Certifications may be by type alone and must be issued by an accredited certifying body such as the National Commission for the Certification of Crane Operators (NCCCO).

Another important date is February 7, 2019, when employers must evaluate their crane operators according to specified criteria and a stipulated process.

At press time, NCCCO was producing a full briefing document on the new rule for public distribution in late November. For additional history on OSHA's Crane Rule, see NCCCO's OSHA



Crane operator certification is now a federal mandate.

Crane Rule Resource Center at <http://nccco.org/general/oshas-crane-rule>. For more information see NCCCO News on page 59.

Sarens launches SGC-250 super heavy lifter

Heavy lift and transportation company Sarens has launched what it claims as the largest land-based crane in the world by size and capacity: the SGC-250, also known as "Big Carl."

The new super heavy lift ring crane has a maximum load moment of 250,000 ton-meters which enables it to lift 5,000 metric tons on the main boom, at a radius of 40 meters. The main boom as erected on site in Belgium for the unveiling in November was 118 meters. It can be extended to 160 meters.

On the jib, the crane's maximum capacity is 1,781 metric tons. The jib can be extended up to 100 meters, giving a maximum height of 250 meters with a radius of 275 meters. At a radius of 100 meters the SGC-250 can lift 2,000 metric tons. At 165 meter radius, capacity is 775 metric tons. The SGC-250 has 128 wheels for slewing and lifting and 96 wheels for

travelling. The crane requires 80 ring spreader mats, which have a total diameter of 52.8 meters. The SGC-250 can operate two blocks: one on the main boom and one on the jib, which enhances its jobsite coverage. The crane's main hook block weighs 105 metric tons and has a safe working load (SWL) of 3,200 metric tons while the jib hook weighs 58 metric tons and has a SWL of 1,600 metric tons.

Jobsite coverage is extended by the crane's ability to relocate fully rigged from one lifting position to another. To do this, the crane has two sets of wheels: one for slewing (360 degrees) and one travelling, which hydraulically extend into position when required.

■ Terex Corporation has reported third quarter 2018 sales of \$1.2 billion, up 11 percent versus Q3 of 2017, with increased sales and backlog in its AWP and MP business segments. Sales for the Terex Cranes segment were flat compared to 2017 at \$301 million. Overall demand for Terex Cranes' products is stable with pockets of growth, and with Q3 backlog up 20 percent versus 2017, the segment is positioned for stronger performance in Q4, the company said.

■ The Manitowoc Company reported third-quarter orders of \$458.1 million were up 22 percent from the comparable period in 2017. Backlog totaled \$700.2 million at September 30, 2018, up 50 percent from the third-quarter 2017.

■ Manitex International posted net revenues for the third quarter at \$60.9 million compared to \$56.5 million in 2017, and net income from continuing operations attributable to shareholders.



Liebherr acquired Morrow Australia and New Zealand.

Liebherr acquires Morrow Australia

The Australian sales and service division of the Liebherr Group, Liebherr-Australia, has announced it will take over the business activities – including all employees and locations of tower crane sales and rental operations – of Morrow Equipment Company in Sydney and Brisbane, Australia and Wellington, New Zealand from January 1, 2019.

Christian Chalupny, president of Morrow Equipment, said that all Morrow employees can

become part of the Liebherr team and that Liebherr will continue to support Morrow's existing contracts and customer relations.

Thomas Schröder and Craig Jones will manage the tower crane division of Liebherr-Australia. This move follows Liebherr Maritime announcing its intention to strengthen its presence in Australia, New Zealand and Oceania in August 2017. Until then, Liebherr's mobile harbor cranes business had been represented by Morrow Equipment Australia. Liebherr

Maritime said it intended to "establish full service, spares and sales activities in Australia, New Zealand and the Oceania region." ■



Auriga orders four Terex boom trucks

Auriga, one of Mexico's leading crane distributors, is growing its fleet with four new Terex BT 5092 boom trucks. With user-friendly controls, proven technology and hydraulics, the BT 5092 cranes are flexible and reliable units that can be used in a wide range of applications, Terex said.

The Terex BT 5092 has a maximum lift capacity of 25-tons, a four-section telescopic boom with a maximum boom length of 92 feet and a quick reeving boom head. The crane comes with an electronic rated capacity indicator. Terex BT 5092 boom trucks use a range of chassis that are commercially built. See the Regional Report Mexico on page 30.

Roll-Lift adds LTR1 220

Roll-Lift USA added a Liebherr telescopic crawler crane, the Liebherr LTR 1220, to its fleet.

"Whether on a shutdown or on green field project, these machines prove their own strength," Roll-Lift said. "Telecrawlers are easy to

transport and relocate, self-erecting, have narrow and wide track options, the ability to walk under pipe racks and a good lifting chart."

The Liebherr LTR 1220 is fairly new to the U.S. market. The 220-ton capacity crane has a maximum lifting height

of 331 feet and working radius of 289 feet.

"Although the industry standard is to be measured by size, this relatively small crane in the Roll-Lift fleet was selected because of its versatility," Roll-Lift said.

"As a heavy lifting and transportation company, we operate a full range of crawler cranes," said Denis Brouwer, president of Roll-Lift USA. "Having introduced these machines to contractors, we see that the market has an appetite for this type of crane. I think the days of mechanical cranes are over, and that the LTR machines will have the future for supporting the construction industry." ■

Roll-Lift has recently added a Liebherr LTR1220 to its fleet.





Mammoet transports old train

Mammoet was awarded the contract to transport the historic No. 576 steam locomotive. The relic will be hauled about two miles from its current location in Nashville's Centennial Park to a live rail where it will receive servicing. From there it will be pulled to a restoration facility to undergo a complete mechanical overhaul.

Built in 1942, it is the last remaining J-3 class 4-8-4 steam locomotive designed and built by the American Locomotive Company for the Nashville, Chattanooga, & St. Louis Railway. Mammoet's crews will jack the train up from its current position, secure it to a trailer and transport it to be restored. The move is expected to take four to six weeks. Restoration could take up to four years.

Covey Crane purchases Manitex TC45142C

Covey Crane Service of Spencerport, NY has added a new Manitex TC45142C truck crane to its fleet. The 45-ton capacity crane features a 142-foot boom, telematics, cab upgrades and a LMI system.

Covey purchased the crane from Manitex dealer Empire Crane, which has sold more than 25 Manitex boom trucks in 2018.

"We chose to purchase a Manitex boom truck again because of our great experience with the 40124SHL and with Empire Crane," said

Raymond Ziegler, president of Covey Crane. "The twin steer, tandem axles, radio remote outrigger controls, and the fact that it's a Manitex, make it stand out to me."

The crane's first job was to replace a HVAC system at the Penfield, NY library. The Manitex TC450 series telescopic cranes are built to be versatile machines that can accomplish a variety of jobs that Ziegler or other owner operators may come across in their day-to-day work, Empire Crane said. ■



DICA provides equipment to IUOE training

The new International Union of Operating Engineers International Training Center in Crosby, TX was designed to feature the latest equipment and product technology, according to Chris Trembl, IUOE director of construction training. DICA partnered with IUOE by supplying multiple sets of SafetyTech Outrigger Pads and TrainSmart Pole Barrier systems.

"It is essential that operators be trained on equipment that employers in the construction industry are using," Trembl said.

IUOE sought manufacturer partners to provide state-of-the-art equipment for the facility. Crane operators now have access to the latest models of mobile, crawler, tower and overhead cranes. Crane training at the center includes Level 1 fundamentals; Level 2, which includes crane setup, operations, techniques like catching the load, rigging, and signaling; and Level 3, which is advanced operations such as dual crane picks. For Level 2 training, operators will be required to handle outrigger pads as part of the proper crane setup procedures.



Pictured, from left, are Jennifer and Raymond Ziegler of Covey Crane Service and Katie Pharaoh of Empire Crane.

Berard utilizes HT300 for cabin lift project

Berard used its 300-ton capacity Hydra-Slide HT300 heavy track hydraulic skidding system to move a 60,000-pound cabin onto the banks of the Mississippi River in Baton Rouge, LA. Berard's

client wanted to convert an old tugboat cabin into an office and interactive learning center for students. The 30 foot-long, 18-foot-wide structure was lifted by a 600-ton capacity floating crane, but had to be moved 80 feet from beneath the hook to its final position.

The client had originally planned to use the crane to set the cabin onto a base frame, but falling river levels rendered the reach out of the barge

crane's lifting capacity.

"A larger crane could have completed the task, but it would have been far more expensive and time consuming than using the Hydra-Slide HT300," said Brett Berard, vice president of operations at Berard. "A quick turnaround was required as the client was unaware of a solution to move the cabin from the crane radius to the foundation. Upon discovery of the Hydra-Slide solution, we mobilized in only three days to avoid reduction in river levels. We were onsite for one day." ■

The 30 foot-long, 18-foot-wide structure was moved with ease by the HT300 skidding system.



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A global perspective

The 2019 SC&RA Specialized Transportation Symposium in Houston will feature an engaging line-up of speakers and an international focus.

Set for the Westin Galleria in Houston, TX February 19-22, the 2019 SC&RA Specialized Transportation Symposium (STS) will productively bring together the industry's foremost specialized transportation professionals and government permitting officials to discuss permitting harmonization, safety, regulations, compliance and some of the most pressing topics in specialized transportation today.

As it does every year, SC&RA is rolling out an exceptional schedule of presenters, an Exhibit Center with a record-high 60 booths and updates on Uniform Permit Transport 2021 – SC&RA's groundbreaking proposal for 100 percent uniform permit weight analysis and allowance.

International value

With a particular emphasis on international value in 2019, the STS establishes its theme early on with an opening session titled "Perspectives from Global Warriors," which comprises snapshots from experts around the world that spotlight the state of specialized transportation in Europe, Asia Pacific, Central America and Oceania.

Presented by Jonathan Bhana-Thomson, Chief Executive, New Zealand Heavy Haulage Association; Steven Dunnewijk, General Manager, Mammoet; André Friderici, Director

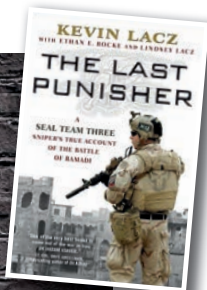


PHOTO: OMEGA MORRAN

The Specialized Transportation Symposium will include updates on Uniform Permit Transport 2021 – SC&RA's initiative for 100 percent uniform permit weight analysis and allowance.

Friderici Special & European Association of Abnormal Road Transport and Mobile Cranes, Friderici Special SA; and Mathias Rehe, President, Daco Heavy Lift De Centro America, this must-attend session will give audience members real-time insights on current, shared challenges.

An additional element that distinguishes STS is that it serves as a meeting place for state and regional officials from MAASTO, NASTO, SASHTO and WASHTO, as well as SC&RA's Pilot Car Task Force and Permit Policy Committee. Symposium attendees get a chance to interface with members of these groups throughout the week, as they do



Keynote speaker is author and former Navy Seal Kevin "Dauber" Lacz, who will illustrate the pitfalls of becoming too comfortable in any situation, how to avoid stagnancy and the characteristics of the most successful individuals.



The Specialized Transportation Symposium will be held February 19-22, 2019 in Houston.

with many of the hundreds in attendance, during an assortment of scheduled networking breaks and evening receptions.

Moreover, the First Timers' Briefing represents one of these meet-ups, and is designed to allow first-time attendees an opportunity to meet with officers, staff and other first-timers, to network and learn more about how to best leverage the event for business success.

An additionally unique component exclusive to STS is the SC&RA Leadership >12

PHOTO: INMA CLARK



Forum – designed to help fast-track the best and brightest young minds to the next levels of professional and Association leadership. Accepted applicants will be matched with a mentor and learn from various industry veterans about workplace trends and industry issues. (Find out more at www.scranet.org/leadership).

Two tracks

A session that attendees will absolutely want to join in on will be presented by Don Daseke, President & CEO of Daseke, Inc., and Brett Sheets, Vice President of Steelman Transport, Inc., a Daseke Company. Titled “Outside the Rectangular Box – Daseke Doing it Different,” both men will discuss what makes specialized transportation an attractive business proposition, as well as give their thoughts on the current state of the industry and what companies are doing differently today.

Symposium-goers will also make note of a special session titled “Border Crossings in Specialized Transport,” which will educate its audience on how to navigate the new NAFTA agreement, including best practices for border crossings. Speakers include Ed Bernard, Vice President, Precision Specialized Division Inc., and Ernesto Gaytan, President, Super Transporte Internacional, SA De CV.

SC&RA Transportation Vice President Steven Todd has introduced a change to the STS format for 2019. There will be two tracks for the educational sessions – permit or safety – which will



allow attendees an opportunity to focus their attention and drill down on their knowledge in one particular area.

“Complacency Kills: The American Sniper’s Lessons Applied to the Business World,” will be presented by former Navy SEAL, *New York Times* best-selling author, and co-star of the film “American Sniper,” Kevin “Dauber” Lacz. He will illustrate the pitfalls of becoming too comfortable in any situation, how to avoid stagnancy and the characteristics of the most successful individuals.

Lacz will rejoin STS attendees that evening for a special viewing of the Academy-Award-nominated film.

Shared Nexus

Staying on international theme, Todd, along with Ton Klijn, Director, European Association of Abnormal Road Transport and Mobile Cranes (ESTA), will present “OS/OW Across the Pond: Treading the Same Water.” This session spotlights the reality that, with companies broadening their holdings beyond borders, it’s increasingly important to understand the complexities and opportunities for specialized transport in North America and Europe, and the shared nexus of safety.

An additional, and undeniable, international topic, current efforts for companies around the world to find and hire qualified workers will likely headline conversations throughout STS 2019 – which makes the session “Attracting & Retaining the Next Generation of Talent” a must-attend for all attendees.

Moderated by SC&RA’s Director of Membership Jason Bell, and featuring speakers Kevin Kwateng, Director of Heavy Haul Operations, Transport



The Symposium brings together the industry’s foremost professionals and government permitting officials to discuss permitting harmonization, safety, regulations, compliance and pressing industry topics.



The Exhibit Center will feature a record-high 60 booths.

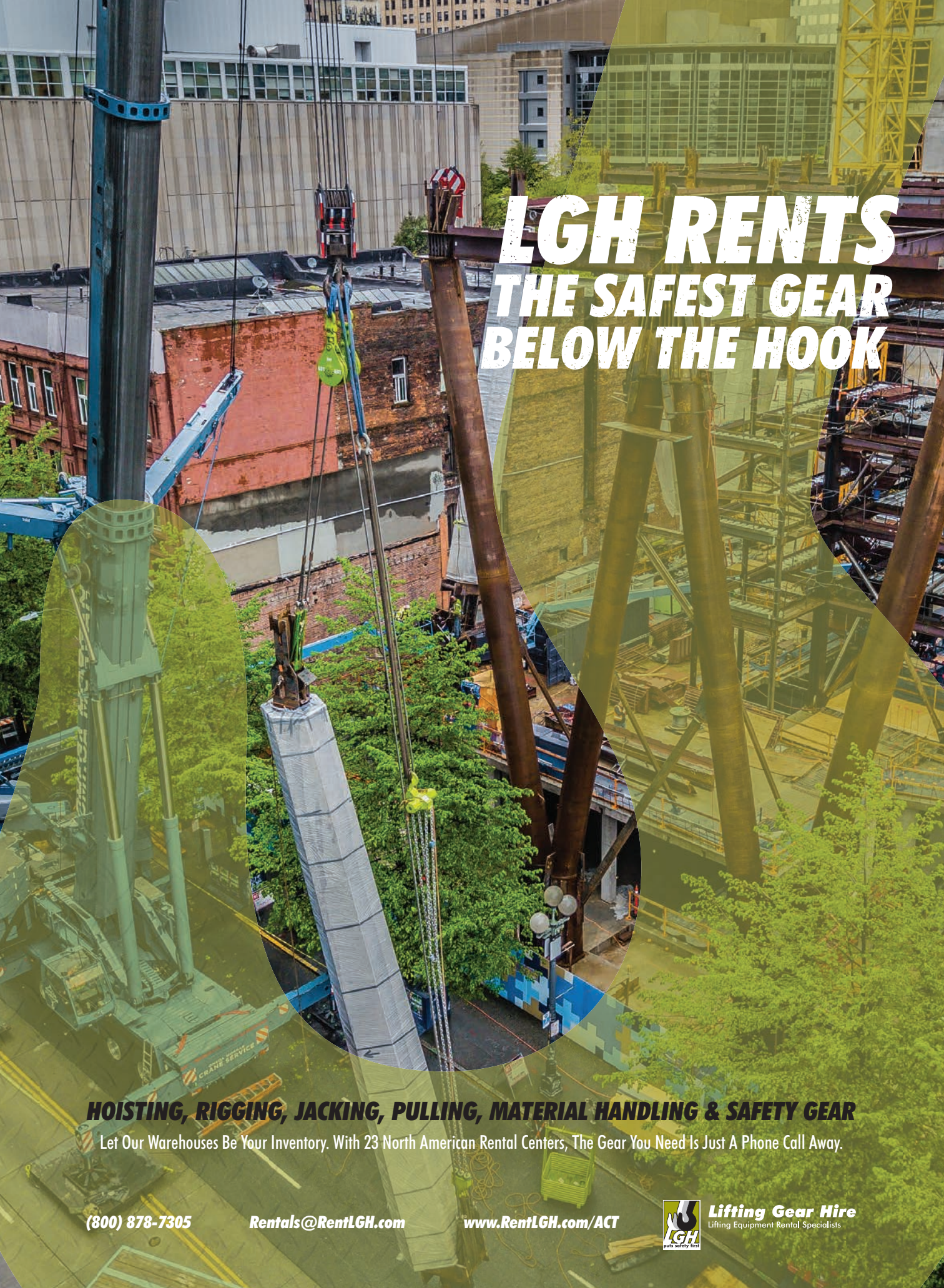
Bellemare International Inc.; Larry Wainscott, Practice Leader, Global Executive Solutions Group; and Nathan Barnhart, Project Sales Representative, Barnhart, this presentation asks the questions: What does the next generation expect of the specialized transport sector and how can your company prepare to attract and retain new talent? Attendees will hear multiple viewpoints and practical tips to strengthen their company’s chances of retaining the best employees in the future.

That said, a highlight of the Symposium each year, the 2018 Hauling Jobs of the Year will showcase the four best projects in their categories for exemplifying safety practices, ingenuity, specialized engineering and in some instances, defying common misconceptions. Attendees will no doubt find themselves equally inspired, and perhaps even motivated, to enter their own project(s) for 2019, according to Todd.

Registration for the STS 2019 is currently open. For more information, and the full lineup for STS 2019, visit www.scranet.org/sts2019.



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The stock markets saw dramatic falls at the end of October after one of the longest and strongest rallies in history.

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

Market volatility

The records set by stock market indicators over the last two to three years have been almost too numerous to count. The Dow Jones has gone from setting new highs in the 18,000 point range in 2015 and 2016 to breaching the 26,000 point mark repeatedly this year. But one of the inevitable facts of life about stock markets is that a fall always follows a rise.

There was a sharp downward correction at the end of October for a number of reasons. Below expectation financial results, concerns over rising trade tensions with China and concerns over future economic growth all weighed on the system.

In addition, rising interest rates that feed through to bond yields have started to play a part. During the climate of extremely low interest rates over the last decade, money has flowed out of the traditional safe haven of government bonds because yields were so poor. Instead

it was invested in blue-chip stocks, which offered growth and dividends with reasonably low risk.

However, now that interest rates are creeping back up and yields are improving, money is flowing back toward debt instruments from the equity markets. The other point about rising bond yields and interest rates is that they reflect the rising cost of capital for companies. Therefore, they potentially have a double-impact on the stock prices. As well as being a more attractive investment in themselves, their rise is seen as a potential drag on corporate profits.

The equipment manufacturing sector was subject to the same factors and also saw a steep decline. However, as a cyclical industry, these stocks tend to rise more steeply and fall more sharply than the wider markets.

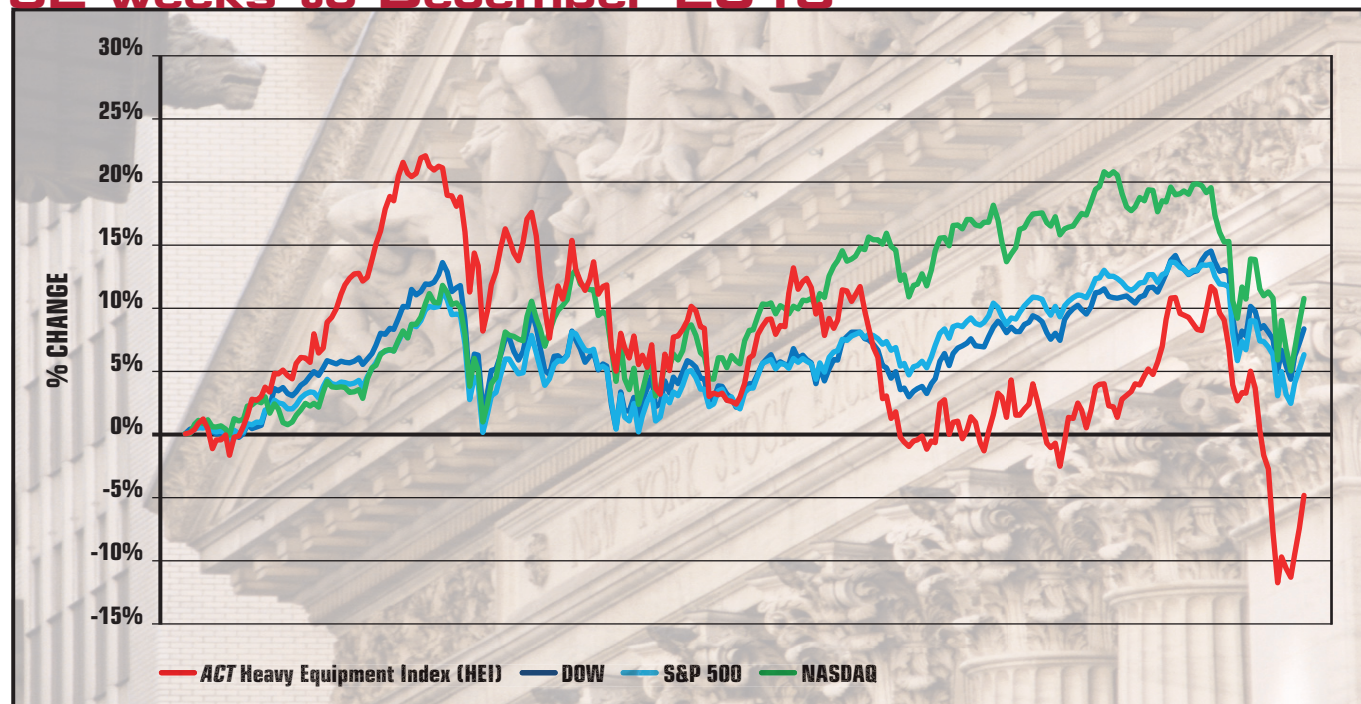
As this month's graph shows, the ACT Heavy Equipment Index (HEI) for the segment remains in the red for the 12 months to date. Despite a

few days of gains towards the end of the period, it finished October some 5 percent lower than it was a year ago. This compares to the mainstream indexes which were still 5 to 10 percent up on their position the same time last year.

It is too early to say whether the slump seen at the end of October will prove to be the start of a prolonged downturn or a blip in a period of general stock market buoyancy.

The volatility of the last month certainly indicates a degree of nervousness among investors. That would tend to suggest that over the coming months, small snippets of good or bad news could swing the markets quite sharply. However, the underlying factors remain the basic strength of the economy and future interest rate changes. Rising rates and falling growth will undoubtedly weaken stocks, but likewise, robust economic performance and a more cautious approach from the Fed could yet see new market highs achieved. ■

52 weeks to December 2018



There's not a full power boom
out there that carries this
capacity chart at radius.

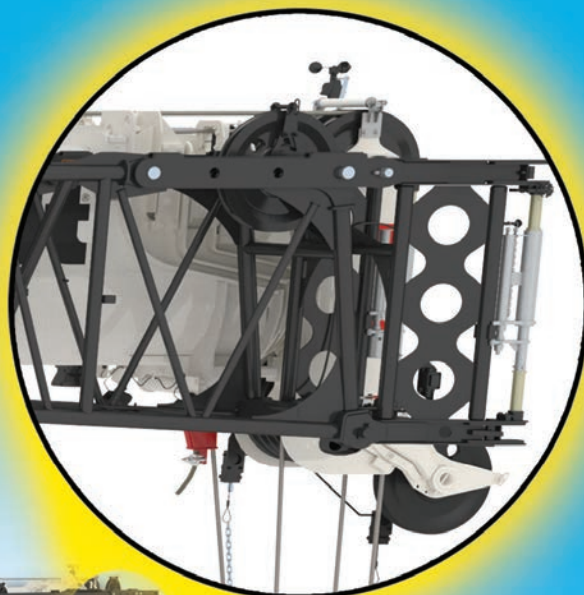


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Deep devotion

Mitch Landry discusses Deep South Crane & Rigging's 50-year heritage and how the company is poised to succeed for the next 50 years. **D. Ann Shiffler** reports.

Fifty years ago, Camile Landry started a small electrical contracting business in Baton Rouge, LA. Right off the bat his son Mitch aspired to be his father's right-hand man.

"I started when my dad started," said Deep South Crane & Rigging President Mitch Landry. "I've been involved in the business since I was 10 years old. I worked during the summers and holidays and on weekends."

After graduating from Louisiana State University, Landry joined the business full time, as did his sister Regina Landry and his brother Bryan Landry. In time their offspring would join the business that has evolved into one of the largest and most respected crane, rigging and specialized transportation companies in the world.

"My dad started buying cherry pickers in the early 1970s," Landry recalled. "He really liked cranes and they were easy to bare rent back then. Plus, there was an investment incentive known as the investment tax credit. We are really in the crane business for two reasons: My dad loved cranes and the investment tax credit. We phased out of the construction and electrical contracting business and strictly became crane and rigging by the mid-1980s."

While the company has grown exponentially since those early years, enduring the ups and downs of the economy, the Landry team learned how to prepare and keep the company growing in both scenarios.

"We try to keep ourselves in the position to weather the storms and not change our philosophy when downturns happen," he said.

Deep South has experienced growing pains and faced the challenges that all family businesses encounter, but the family's devotion to each other runs deep.

"We are all family," he said. "We love each other first of all. But that doesn't mean it's not challenging. Everyone has their own job. And yes, we sometimes have a difference of opinion, but things always seem to balance out. I think at the end of the day we have to hear each other out and work together for a common goal."

Monster projects

Today Deep South Crane & Rigging has more than 700 employees that work from branch offices in Louisiana, Texas, Kentucky and Indiana. Deep South also has an office in Cartagena, Columbia where its Latin American business is managed. The company offers turnkey solutions in a range of industries offering heavy haul, heavy lift, specialized lifting and rigging and engineering services. Deep South takes on some of the most challenging projects in the world.

"We have multiple projects going on all the time in many locations around the country," Landry explained. "Our different offices work collaboratively to handle the jobs from big to small. We can do it all – whatever the project requires wherever it is located. We do some monster projects."

The \$10 billion Motiva refinery project in Port Arthur, TX was one such monster job.

"That's the biggest project we've ever performed," said Landry. "It took four years and we did most of the heavy lift work and some of the transport work."

One of the unique aspects of Deep South is that the company designs and

For a recent project, Deep South received, barged, transported and staged three vessels, the heaviest weighing 1,800,000 pounds. The barge roll off, using 64 lines of Scheuerle SPMTs, required building a temporary dock.

builds cranes, specifically its flagship VersaCrane line. With capacities that exceed 2,500 tons, the VersaCrane is all American and all Deep South.

"The VersaCrane sets us apart," said Landry. "It's a patented design that allows it to perform and travel on congested jobsites with very low allowable ground bearing pressures."

While it would seem that Deep South's focus is just big projects, the company also completes small-scale jobs for a range of clients around the country.

"Our smallest crane is a 2.5-ton Broderson carry deck and our largest



Deep South has branches in Louisiana, Texas, Kentucky and Indiana and a Latin American office in Columbia. Pictured is the Deep South VersaCrane working at a refinery in Louisiana.



is the 2,500-ton VersaCrane,” Landry said. “We are a total service company. From our family’s point of view, we never wanted to be the biggest, we just wanted to be the best.”

What distinguishes Deep South is the genuine goodness of the family and their respect of each other, employees, clients and the industry in general. Through the years, we’ve covered many Deep South projects in ACT. I’ve gotten to know Mitch Landry’s daughters Kate Landry, Margaret Landry Pernici and his nephew Jeremy Landry. Young and engaging, all three are deeply committed professionals who adore each other and the industry in which they work.

I met up with Mitch Landry at Breakbulk USA in Houston in early October. Soft spoken and steeped in southern politeness, Landry talked candidly about the company, the Landry family and the industry in general.

Those who know him find Landry to be smart, sincere and truly authentic. He can also be quite amusing, and his children and grandchildren think he hung the moon. Read on.

SAFETY IS AN IMPORTANT INVESTMENT FOR A CRANE AND RIGGING COMPANY OF ANY SIZE. HOW DOES DEEP SOUTH APPROACH SAFETY?

Safety is the most important thing. We know we can’t be successful unless we are safe so we pull out all the stops, not taking chances. It’s certainly an investment that we’ve worked toward for many years, and we are proud to say we have a strong safety culture. It’s not just talk. Our people believe it, and our clients recognize it and see the difference. Right now, we have the best safety record in our history. We have logged over a year without lost time.

It’s been a hard road, a tough road, to get there, and we understand there’s always room for improvement. But we are proud that our employees have gotten recognized across the industry for their efforts, recently winning several impressive safety awards. Even with this, we still realize we

can get better, and we work at it every day.

We have been through many safety audits by all kinds of clients. We are transparent and show clients our safety program in action and how it’s implemented. The feedback we are receiving is positive.

Nowadays, the refineries and other clients want to assure that our riggers are certified and that our people have all the safety credentials, and we have worked toward making sure our people are properly trained.

We want our people and those we work with to go home to their families at the end of each day. We don’t want to have an accident. Safety is something everyone must buy into.

HOW DO YOU ADDRESS CRANE OPERATOR CERTIFICATION?

We make sure all our operators are CCO certified at a minimum. Vice President Kerry Hulse, a longtime employee, is a founding member of NCCCO.

We implemented a program about 10 years ago where everyone is certified on

>20

“ Safety is the most important thing. We know we can’t be successful unless we are safe. We pull out all the stops on safety. We don’t take chances. ”

MITCH LANDRY, President, Deep South Crane & Rigging



“ The Deep South
VersaCrane sets us apart in
the markets we serve. ”

model-specific equipment. We wanted to take a step above and beyond. Each operator takes a written and practical test on each model of crane in our fleet. We issue them a certification card and we keep the documentation to prove the testing and training for each operator.

Our operators are not just certified, they are certified in five different levels. We developed this program ourselves about 10 years ago, and it's a pretty impressive system. Clients love it. It's very specific to each crane being operated, whether it's a cherry picker, a truck crane or a crawler crane with a luffing jib.

WHAT LED TO THE DEVELOPMENT OF THE VERSACRANE?

As I said, the VersaCrane sets us apart in the markets we serve. The VersaCrane responded to a need for a crane that was mobile and that was designed for projects in the United States. We were actually trying to find a crane from Europe that could meet the requirements that we needed. But there wasn't one.

We started thinking about it and coming up with some unique ideas to patent and to build our own crane. This all started in the late 1980s. It took some years to develop. We did a lot of the engineering in the late 1980s and then we started building the crane. The first one came out in 1993. We are now working on model number 12.

The VersaCrane is a very special needs crane. It's very unique, and it allows us to perform jobs that no one else in the world can do. We usually build the crane and then the jobs come.

We know what we want and what's needed, and we can tweak the VersaCrane for special jobs, like changing the tail swing or changing elements to make the crane operate to meet a specific need.

While we've had some companies approach us to purchase them, they are not for sale. We only design and build them for our own use.

WHAT TYPES OF JOBS GIVE YOU THE MOST SATISFACTION?

This business is my passion, and I love all aspects of it. But the really tight,



With capacities up to 2,500 tons, the VersaCrane responded to a need for a crane that was mobile and that was designed for projects in the United States.

tough jobs that everyone thought was impossible get my interest the most.

I love the big transport jobs, the jack-and-slide jobs and the heavy lift projects – the complicated jobs that require all of those disciplines. Now, I don't get to be as involved in the fun stuff as much. That's the only bad part about it.

DEEP SOUTH DOES A LOT OF BUSINESS IN THE ENERGY INDUSTRY. WHAT'S YOUR TAKE ON THIS SECTOR?

Even when things were down, the refineries didn't put off turnarounds and kept us busy. We don't work in the oil fields – we are more in the refineries and petrochemical plants. When oil prices get really low, it does affect the refineries. So, we felt some of the downturn, but it wasn't terrible for us.

And right now, things are looking up. We are very busy with the turnaround work and have seen a lot of refinery expansion and construction.

DO YOU HAVE A SUCCESSION PLAN FOR DEEP SOUTH?

My father's vision is for this company to go on forever. And that's what I want to happen. We now have another generation of our family involved. They are technically the 3rd generation but my Dad considers my sister and I the first generation since we started with him, building the business together.

We are proud that our kids, the younger generation of our family, are now taking on leadership roles. And because of their leadership, as well as some other very talented young employees, the future at Deep South looks bright. These young people are the future of our company and their potential is amazing.

Our hope is to keep evaluating and setting up our company for future success by providing the right leadership, pipeline of talent and the right tools to keep moving forward.

DEEP SOUTH RECENTLY HOSTED A LIFT AND MOVE USA EVENT. WHAT DO YOU THINK THESE TYPES OF EVENTS BRING TO THE INDUSTRY?

Lift & Move was a good experience. This event opened the eyes of students and veterans in our region, which is important to help bring new talent to the industry. It's hard to find young people and get them trained and then keep them. But we have had pretty good retention, and most of the people who come to work for us stay with us for the rest of their careers.

WHAT'S THE BEST ADVICE YOU EVER RECEIVED?

Stick to what you know. This is my Dad's philosophy, too.

WHAT DO YOU DO WHEN YOU ARE NOT WORKING?

Racing is in my blood. Until recently, I was racing cars competitively but now I'm just a spectator. I also enjoyed motorcycle racing when I was younger. I watch it all – Indy, Nascar, Formula 1. And this year I enjoyed watching a couple of my old teammates win championships.

DO YOU PLAN ON RETIRING?

I don't know if I'll actually retire, but I will slow down. I really like hanging out with my wife, our kids and grandchildren. I have four daughters, so that's really fun.

My dad is 80 years old and I always said retirement for him would be working 40 to 50 hours a week instead of the normal 80 to 100 hours. He still probably works 40 hours a week.



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Mike Parnell discusses sling safety and a method to lower risk associated with sling failure.

The A,B,C approach

A variety of different approaches can lower the risk of synthetic sling damage/failure.

When lifting loads with synthetic slings rigged in choker or basket hitches there is a real opportunity for sling damage if not ultimate failure. The two largest culprits are cutting from edges and friction from movement.

I published an article a few years ago that finished with the statement, “Slings in one hand, sling protection in the other.” Our company’s Field Services division provides failure analysis and accident investigation services. By a wide margin (87 percent), sling-related accidents that we have evaluated for clients have been synthetic

sling related. This category of slings includes synthetic web slings, synthetic roundslings and synthetic rope slings. An excellent report developed by Mackey and Webster for the Department of Energy cited 13 cases of crane and rigging accidents, nine of which were directly attributed to lack of sling protection for synthetic slings.

A recent fatality in the Midwest was the result of inadequate web sling protection. Our company is representing one of the parties and will surely be involved in litigation for years to come.

Are the incidents avoidable? Yes. Can we develop a system or method to lower the risk associated with synthetic sling failures? Yes. Obvious avoidances for synthetic sling usage include objects or environments that are hot or for the sling, greater than 180 degrees F. Other natural enemies of synthetic slings are caustics and acids, ultraviolet rays and a number of similar elements that can degrade material. For a further listing of reasons to remove synthetic slings from service see OSHA Standard 1910.184 -

Slings, or ASME B30.9-2011 Slings.

One of my good friends in the crane and rigging industry finally said, “What are you going to do about it?” He inferred that the “it” was, slowing, if not stopping the volume of synthetic sling incidents due to a lack of protection.

Lowering risk

In North America (U.S. and Canada) we are famous for warning, alerting, identifying, notifying and announcing the hazards and potential of a risk situation. The risk can be generated from gases, chemicals, fluids, motion, edges, flying particles, rotating parts, vehicles, moving equipment, falling objects and the like. Does a synthetic sling, of and by itself present a risk? No. Does a load such as an electric motor, concrete form or a piece of steel plate present themselves as a risk? No. Slings can be used without failure and loads can be moved without incident. The obvious issue is the interface between the sling and the load.

As an industry, we can lower the risk of synthetic sling cutting and friction failure >24



THE AUTHOR

Mike Parnell, co-founder and technical director of Industrial Training International, has 39 years of progressive

experience in wire rope, rigging, light/heavy equipment and crane operations in the mining, maritime, electric utility, pulp and paper, manufacturing, nuclear, oil & gas and construction industries. He has developed innovative training techniques, resource materials, workbooks, videos and reference cards that are widely used in the load handling industry and has published many articles on the subject.

“ Lower the risk of synthetic sling cutting and friction failure by inserting suitable material between the sling and load. ”

MIKE PARNELL, Co-founder and Technical Director, Industrial Training International

ABC approach

- **A IS FOR ABRASION**
- **B IS FOR BEARING PRESSURE**
- **C IS FOR CUTTING**

by inserting suitable material between the sling and load. Let's try an A, B, C approach. If I can train my employees to regard the type of risk to the sling, they can select the appropriate sling protection for the load.

A IS FOR ABRASION. The load surface has properties that can cause friction, scrubbing or abrasion damage to the sling. The load may be perfectly circular, like a concrete pipe, but as the sling begins to tension prior to lifting the load, it stretches and can be abraded or burned by the load surface. In this case, the sling protection must be suitable to accept the abrasion on the sling's behalf without being destroyed.

B IS FOR BEARING PRESSURE. The web sling, roundsling or synthetic rope sling is planned for use against a radius that is small enough to sever simple rubber belting or similar materials, due to an external force or pressure (the sling). It's all about the pressure created between the sling and the contact point against the load. If the pressure can sever the protection material, it is unsuitable. As the sling contact width decreases, the pressure (pounds per square inch/centimeter) increases. I have seen 1-inch conveyor belting cut into 12-inch squares that had been fully sheared due to web sling pressure against a load corner (resulting in

a fatality). The calculation for determining a sling protector's resistance to severing and failure varies according to the material, radius and pressure. It would be great to have a universal formula but the variables require a case-by-case evaluation.

C IS FOR CUTTING. The load edge is 90 degrees with or without de-burring. Remember our discussion about slings stretching while tensioning? It is easy to envision a sling being cut with even moderate pressure to a load edge (steel plate or machined surface). This category basically requires that the sling is completely blocked from contacting the load edge during any hoisting, slewing or lowering events.

Best practices

Have you ever wanted to be a part of a social movement but couldn't find the right cause? How about one that saves lives? Employers and their safety departments can review the items typically rigged in their organization and establish the required Class A, B or C sling protection necessary based on the sling-to-load interface. To say the least, the highest risk for a sling incident occurs under the employer's oversight. They are responsible to train their employees in the proper use of the tools. Sling distributors can help continue to educate the customers about the Class A/B/C differences, and guide them towards the best protection for the applications on their property. Rigging training companies can continue to educate end-users about the ABCs of sling protection during hands-on sessions that



Trainers can educate end-users about the ABCs of sling protection during hands-on sessions that involve sling selection and use.

involve sling selection and use.

A variety of approaches can lower the risk of synthetic sling damage/failure, which include but are not limited to, rigging to positive connections, such as pad eyes or swivel hoist rings, using spreader bars to minimize the sling angle and opting for other sling types, such as alloy chain or wire rope, when the load prohibits the use of a suitable protection device. (Don't be fooled. Even chain and wire rope can be cut by a load edge, especially due to the localized pressure at the contact point.) Remember, slings in one hand, sling protection in the other. For more rigging best practices and a full listing of crane and rigging training courses visit www.iti.com.

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Industry experts weigh in on the state of the equipment finance market and what the future holds.

Lenders always want to finance a new crane, and because its new, they are more inclined to give a longer term, and sometimes a better rate, according to Tonya Fry, Harry Fry & Associates.

Back in the game

The U.S. economy is the strongest place to invest right now, according to Jeffrey S. Whitcomb, vice president, Construction Equipment Finance, Mitsubishi UFJ Lease & Finance (USA). As a result, banks from

China, Japan, France, Germany, Spain and the U.K. are all competing with U.S. banks and bank-owned leasing companies for the same customers.

With the economy repairing itself and the market gaining momentum, ACT gathered up a team of experts to weigh in on equipment financing as the year draws to a close.

For our Finance Roundtable, we talked to four finance titans: Tonya Fry, assistant vice president of Harry Fry & Associates; Jeffrey S. Whitcomb, vice president, Construction Equipment Finance, Mitsubishi UFJ Lease & Finance (USA); Scott A. Blair, president, Heartland Wisconsin Corp.; and John D. Crum, national sales manager, Construction, Wells Fargo Equipment Finance.

HOW DO YOU CHARACTERIZE THE EQUIPMENT FINANCE MARKET?

FRY: Overall, I would say the market is good, and both lenders and customers are optimistic. In addition, I would also say it is competitive. There were not many lenders in the crane industry during and immediately following the economic downfall. As the economic climate has improved, we are seeing a number of sources jump back in the game and also seeing some new sources.

WHITCOMB: In a word, robust. Here in California, companies are starting to prepare for Tier IV final requirements by re-powering existing cranes in their

Lenders definitely have money to lend, which is a good thing!

TONYA FRY, Harry Fry & Associates

fleet and looking at some new cranes. The rough terrain market has recovered after several very slow years due in large part to increasingly strong U.S. oil and gas production and export market. Tower cranes continue to be strong and steady. But, the lack of welders, crane operators and other trades is holding back a lot of projects. It could be the major inhibitor to growth in 2019.

BLAIR: Hot right now. Very hot. There's a lot of cranes being sold; a lot of markets are close to housing. Housing is strong in southeast Florida and Arizona, of course. So that's where a lot of the equipment is going these days.

CRUM: I would characterize the market as very competitive and very strong, with an abundance of capital available particularly to the crane market.

HAVE RISING INTEREST RATES AFFECTED CRANE SALES OR FINANCING? IF SO, IN WHAT WAY?

FRY: Yes, the rising interest has definitely had an effect, but I would say more on the



TONYA FRY,
Assistant Vice
President, Harry
Fry & Associates



SCOTT A. BLAIR,
President,
Heartland
Wisconsin Corp.



JOHN D. CRUM,
National Sales
Manager,
Construction,
Wells Fargo
Equipment Finance



JEFFREY S. WHITCOMB,
Vice President,
Construction
Equipment Finance
Jefferson, LA.

“ Supply and demand have been all over the board the past few years, but we keep our finger on the pulse. ”

SCOTT A. BLAIR, Heartland Wisconsin Corp.

finance side than the sales side. Rates have gone up quickly, and it's taken some time for the customer to understand that. I don't believe it has precluded anyone from buying, but they sometimes get a bit of sticker shock with the rate, especially if they have not purchased/financed something in a couple of years.

WHITCOMB: Yes. In the near term it has caused people to move forward some purchases that they had planned for 2019 in order to avoid the rise in rates. For example, if you moved forward a 100-ton RT purchase for \$750,000 and reduced your rate by 75 basis points by financing now you would save roughly \$15,000 in interest over the five-year life of a typical loan or capital lease. I also think, my personal opinion, that rising rates will drive further consolidation in the industry.

BLAIR: It's so nominal that it's not really affecting any of our customers.

CRUM: What I can say as it relates to financing, is that it has not affected the availability. But over the past year, the cost of the base borrowing, on a seven-year term, which is what a lot of cranes are financed on, is up 1.03 percent. When I talk about how that has impacted the crane finance market, if you are financing a million dollars on a crane, on seven years, the monthly payment is \$489 a month more than it would have been a year ago. When we think about in terms of 1 percent, that's not a lot, but that payment is actually when you calculate it, 3.4 percent higher when you're looking

at the payment for payment. The cost has increased \$41,000 to finance that crane in just one year.

IS THERE NOW ANY TYPE OF INCENTIVE FOR LEASING CRANES/EQUIPMENT OVER BUYING IT?

FRY: Lease rates always become more aggressive than loan rates as we approach year-end. The banks want to take the full year depreciation, so they provide aggressive terms as an incentive to lease. However, leasing is not for every customer. In addition, accounting regulations have changed over the past year, which may not provide the same effects for the company as in the past.

WHITCOMB: Yes, but it depends on your specific tax situation and I advise everyone to consult with their CPA to determine the applicability of these incentives to lease. That said, the tax bill that was signed into law in 2018 (H.R. 1) did make several provisions that favored leasing over loans. First, it capped the amount of interest you can deduct to an amount equal to 30 percent of your adjusted taxable income. An additional incentive to lease was built into H.R. 1. We got 100 percent bonus depreciation on both new and used equipment purchases. The result of this is that leasing companies are able to offer lower rates as they price in the benefit of being able to offset taxable income with this additional depreciation expense.

BLAIR: Most of the time we do capital leases here, and true leasing is available. But most of the time the true leasing that's available is more for brand new cranes. And there's so many cranes that are coming out of the oil fields that there's a lot of used equipment out there. So, the capital leases or traditional financing seems to be what people want.

CRUM: The incentives are the same as they always have been when it comes to leasing versus buying. There are changes to the lease accounting guidelines that are being implemented for public companies later this year, and all companies next year, which will impact how they classify leases on their balance sheets. For both new and used equipment, the first thing

“ I would characterize the market as competitive and very strong. ”

JOHN D. CRUM, Wells Fargo Equipment Finance

most companies should ask themselves is if they can take advantage of that bonus depreciation. If not, one of the key components of doing a lease is trading that right to take that depreciation in exchange for a lower, overall monthly rental payment.

HOW WOULD YOU CHARACTERIZE THE CURRENT MARKET FOR NEW AND USED CRANE FINANCING?

FRY: Lenders always want to finance a new crane, and because its new, they are more inclined to give a longer term, and sometimes a better rate. I also think that the finance market for new cranes is more competitive. Everyone wants to finance the new crane, so there are more sources available. As far as used goes, for cranes 10 years old and newer, they are definitely easy to find financing for.

WHITCOMB: When I spoke to the senior executives of the largest manufacturers at SC&RA in Boca Raton, FL, there was a consistent message. They were generally optimistic, and this has been borne out in the financial results so far this year. The rough terrain market had been hard hit and so production had slowed. As demand picks up they will have to ramp up production and they were gathering as much data as they could, so they did not “overshoot” the market. The value of used cranes has increased somewhat but I do not see huge price increases.

BLAIR: Used cranes is the hottest segment of the market right now. We're finding that the cost of a new 50-tonner is \$500,000 to \$600,000 depending on how you deck it out. If you can find a three, four, five-year-old one for half that, that's what most are going for. We're hoping the used market doesn't dry up. Supply and demand have been all over the board the past few years, but we keep our finger on the pulse of all the valuations.

CRUM: The market for both new and used crane financing is strong. There are multiple lenders across the size spectrum interested in crane financing. This gives companies in the crane industry good options when searching for a lender or lessor for their assets.

“ When I spoke to the senior executives of the largest manufacturers, they were generally optimistic, and this has been borne out in the financial results. ”

JEFFREY S. WHITCOMB, Jefferson, LA

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1 of 3 – Grove RT9130E 130 Ton 4x4x4 | Atlanta



1 of 2 – Grove RT9130E 130 Ton 4x4x4 | Chehalis



1 of 3 – 2009 Manitowoc 14000 Series 1 & 2 220 Ton | Atlanta



1 of 3 – Late Model Manitowoc 2250 Series 1, 2 & 3 300 Ton | Atlanta

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A mixed message

With a new trade agreement in the works, the 2019 outlook in Mexico for the crane, rigging and specialized transportation sector is mixed. **Hal Lundgren** reports.

Rafael de los Santos and two friends recently travelled from Mexico to compete in the New York Marathon. De Los Santos, head of Durango, Mexico-based Tradelossa, finished the 26.2-mile marathon with no problem. It would be nice if the specialized transportation business in Mexico was as simple. But it's not.

"People think we are in the hauling business," de los Santos explained. "But our real business is managing risk."

Tradelossa enters 2019 with few certainties. The company would welcome large projects, such as its recent job to establish a massive wind farm in Acuna, Mexico. Tradelossa hauled all the wind farm components from the Port of Altamira. The heaviest items were 18 nacelles that weighed 71 tons.

But de los Santos doesn't know if 2019 will be as good as 2018 in terms of business.

He speculated, "How can I predict what will

“ We are seeing a little lull in opportunities for 2019, which isn't that unusual given the amount of work there has been in the past four to five years. ”

RANDALL GODDARD, Vice President, International Industrial Contracting Corporation



The Mexico division of International Industrial Contracting Corporation performs automotive sector lifting, rigging and installation.

happen in the next 12 months without knowing what will happen next week? The challenge is to be wrong the least amount of times, not the most."

Then, probably in early 2020, everyone must prepare for and adapt to USMCA, the U.S. Mexico Canada trade agreement, that will replace NAFTA.

De los Santos and his colleagues, such as AK Industrial Contractors' Mike Arnett and International Industrial Contracting's Ken Goddard, attest to one key to success in Mexico this year – excellence in workforce.

Improved workforce

At Tradelossa, workforce improvement has been constant since 1973, when the company went to work on a smaller scale, hauling wood from Mexico's mountains.

Arnett, CEO of AK Industrial, (with offices in Searcy, AK and Monterrey, Mexico), learned long ago that the one asset for relocating a plant to Mexico is picking the right people for the job.

His company employs 40 people in Searcy and 60 in Mexico. AK Industrial also relies heavily on about 150 as-needed, skilled, Mexico-based laborers for millwright and rigging tasks. Arnett describes them as "outstanding a group as there is."

That wasn't the way it was in 1981, when AK Industrial reached its first Mexico relocation agreement.

"We quoted the project," Arnett said. "We needed someone to coordinate the work in Mexico. We found two guys and



asked them for a quote on their part of the project. They came back with a quote that was higher than our entire price for the job. You could say we were off to a slow start in Mexico."

That development revealed to Arnett one peril that's part of starting any out-of-country business.

"We had a genuine concern regarding machinery that was relocated from the U.S. and put in place in Mexico," he said. "We made the decision that we needed greater control over the final install."

Constant tweaking has marked AK Industrial's improvement process to produce today's mature international company. Identifying, purchasing and effectively using warehouse space plus an evaluating/training process for skilled workers have been essential to improvement.

"We struggled in those early years," Arnett said. "Today, I believe we have put together the best possible team. If our workers in Mexico have visas, we bring them to the U.S. for relocation projects. We're careful to do what is required. Obviously, the evaluation of your labor pool takes time and is costly. But the result is we now we have our outstanding group of skilled technicians."

"All our plant relocating is turn-key," he said. "We not only do the rigging and freight, but also electrical and mechanical."

Arnett offered no crystal ball reads on 2019.

"This year started off slowly, then picked



up in the second half,” he said. “Looking at 2019, there appears to be a lot of automotive industry potential in Mexico.”

New trade agreement

The new trade agreement with the United States brings conditions such as a \$16 per hour minimum wage requirement. Arnett is uncertain about the impact of that wage standard and what other rules will mean for his company.

“There are new requirements, like safety standards for bringing a vehicle to the U.S.” he said. “I don’t know how that will work out. As for forecasting 2019, I see lots of opportunity in what could be huge plant moves,” he said.

International Industrial Contracting formed its Mexico subsidiary in 2006.



Tradelossa hauled Amistad Wind Farm components from the Port of Altamira to Acuna, Mexico. The project required eight months of planning and execution.

According to Ken Goddard, “Our company has evolved into one of the premier rigging service providers over the years. That success and knowledge of auto client systems made our company a candidate to cross international borders.”

Goddard said the company bids on projects using teams on both sides of the border.

“We execute projects with human, equipment and financial resources from both sides of the border,” he said. “In Mexico, our business is all about resources. There are no union halls in which to hire your workforce. Specialized equipment is not readily available. And certain materials specified by our clients cannot always be obtained in Mexico. So we became a licensed importer and exporter to meet client needs with specialty materials – mainly electrical cable and accessories.”

Goddard said resource providers have seen a distinct value in working with his company in Mexico “because they are managed properly, treated fairly and paid in a timely fashion.”

Payment terms and the cost of money in Mexico have prevented some of the

Tradelossa hauled two sets of gas turbines and generators using a hydraulic vehicular Girder Bridge configuration.

“ Forecasting 2019, I see lots of opportunity in

what could be huge plant moves. ”



MIKE ARNETT,
CEO, AK Industrial

smaller companies from dealing directly with some automotive clients. So IICC’s providing those services to its Mexico subsidiary, according to Goddard, has helped these resource suppliers to realize success.

Automotive projects

Automotive projects account for as much as 90 percent of Sterling Heights, Michigan-based IICC’s Mexico work.

“Our Mexico office is in a suburb of Monterrey, which is Mexico’s most industrialized city per capita, so we have taken work in steel-producing facilities in and around Monterrey. We are very selective on what we take on in the way of projects, mainly because of the resources available. We try to maintain our focus on core expertise, which is automotive. We have also worked with large component suppliers to the automotive industry, such as tire manufacturing and R&D facilities.”

He said that automotive work remains big in Mexico, and it continues to grow.

“The central states of Mexico, Guanajuato and San Luis Potosi are transforming into the automotive corridor, much like Detroit is,” he said. “Automotive-related projects are plentiful in that region. The wealth of resources we have available to us in Mexico now





Mega jack system performs in Mexico

ALE recently demonstrated the advantages of its Mega Jack system in Mexico, completing a 14-meter-tall jack-up of a 13,000-metric-ton topside.

For the barge load-out, the topside needed to be jacked-up to about 10 meters so it could be placed on a specially designed desk support frame (DSF).

For the jacking operation, ALE configured the Mega Jack with eight towers, each with 5,200 metric tons capacity. This provided the strength needed to lift such a heavy weight whilst evenly distributing the ground-loading pressure.

have a greater level of experience in all automotive disciplines, such as body shops, general assembly, powertrain and stamping work. Keeping ourselves on automotive projects allows us to keep our team fresh and focused. Work outside the auto industry is carefully reviewed. If it seems like a good fit, we will pursue it, depending on our resources available at the time.”

Goddard looks back on the decision to open the Mexico branch as the right one.

“It was a small office when we started there in late 2006,” he explained. “Over the past 12 years, we have grown in order to address the client and project needs. We now reside in a 70,000-square-foot facility in Apodaca. About 60,000 square feet of the facility is warehouse and fabrication space with the remaining space for administration. Systems passed down from our parent company, such as ISO 9000, have been adapted to the Mexican culture. Autonomy has been achieved on most fronts, while recognizing that

additional resources can be had just by simply requesting the support of our parent company, IICC.”

No typical project

Much like the views of de los Santos and Arnett, future work is not an absolute, Goddard said.

“We’re not sure there is such a thing as a typical project,” he said. “Even though the work may sound similar, such as a body shop or a transmission plant, each project has its own set of circumstances that sets it apart. Work content, schedules and geography all play a part in making each project unique. Monterrey and Sterling Heights work hand in hand, from inception to completion. The elements in each opportunity are mutually reviewed

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AK Industrial offers turn-key plant relocations in Mexico, performing rigging and freight as well as electrical and mechanical projects.



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New boom trucks for Auriga

Mexico crane distributor Auriga recently added four Terex BT 5092 boom truck cranes to its inventory.

The Terex BT 5092 has a maximum lift capacity of 22.7 metric tons (25 US tons), a four-section, full-power maximum boom length of 28 meters (92 feet), a quick reeving boom head and include an electronic rated capacity indicator.

Founded in 1992 as a crane rental company in the Bajío area of Mexico, Auriga has locations in five Mexico cities including in Querétaro, San Luis Potosí, Mexico City, Villahermosa and Oaxaca.



and discussed and a plan of attack is developed, with sometimes Sterling Heights taking the lead, and sometimes Monterrey."

Neither NAFTA 2019 nor USMCA in 2020 intimidates Goddard.

"We do not see any challenges with NAFTA or the new USMCA agreement," he said. "A lot of the production in Mexico gets exported to South America, so the proposed tariffs are a non-factor. In fact, we see these agreements as helping our industry more than creating challenges. The automotive industry was largely responsible for the emergence of the middle class in Mexico. Automotive gave

the 'have nots' a taste [of success] because this industry brought opportunity."

Goddard has been managing projects in Mexico since 1988 and has witnessed the growth on a first-hand basis.

"When the original NAFTA agreement went into effect in January of 1994, it was viewed as a good thing," he said. "All parties benefited from it. We see the new agreements doing much of the same now that they have been modernized to fit current conditions."

Peaks and valleys

Goddard pointed out that the automotive industry, whether in Mexico or the U.S.,

has always been marked by peaks and valleys.

"To survive both ends of that spectrum," he said, "a company has to be nimble to survive. A company's 2018 projects generally produce 2019 models, and 2019 projects will produce the models for 2020. We are seeing a little lull in opportunities for 2019, which isn't that unusual given the amount of work there has been in the past four to five years. We feel our clients are just catching their breath. And there is a new president in Mexico as of December 1 of this year."

If there is a downturn, perhaps it will be quick.

"Our experience tells us this slower time will be short-lived as model changes drive sales, and sales pay for everything," said Goddard. "This also give us a chance to catch our breath as well as address our internal needs that may have been sidelined due to how busy we have been. In the slow years of 2007 and 2008, we were actually quite busy. We weren't selling. We were buying. Automotive rarely sleeps, even in a downturned economy. Our strength allows us to stay in the game while our clients sort out their needs." ■



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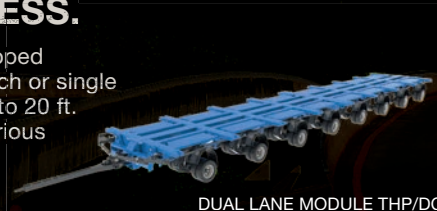


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Steady growth

ACT's 14th annual ranking of North America's largest specialized transportation companies.

The growth of North America's specialized transportation sector is solid and steady. The 2018 **ACTTRANSPORT50** saw growth in every category except for the number of Modular/Hydraulic Platform Trailers/Dollies, which went down significantly due to a reporting change by one of the companies on the list. Most likely this company moved a significant amount of assets to Europe, where it is based.

As for our **ACTTRANSPORT50** ranking, Landstar Transportation Logistics kept its long-time Number 1 spot with a fleet size of 13,693, gaining more than 1,000 units. It must be noted that Landstar's fleet size is due in part to the large number of truck/tractors in its fleet. In terms of capacity of fleet, Landstar again reins with 86,890 U.S. tons.

The top three spots on the **ACTTRANSPORT50** stayed the same with Landstar, Daseke and ATS Inc. taking their usual positions. After that, things changed a little here and there, with Bennett Motor Express moving up two spots, Maxim Crane Works moving up one spot, Combined Transport moving up one spot, Mammoet Americas moving from four to eight and Barnhart and Bigge swapping places to nine and 10 respectively.

New in the top 20 this year is ML Holdings Group debuting at Number 17. The growing crane conglomerate has been acquiring companies that offer more than just lifting services, giving the company a nice place to land for the first time on the **ACTTRANSPORT50**. Also new this year are Number 28 DD&S Express, Number 30 Totran Transportation Services, Number 31 Contractors Cargo, Number 36 Beyel Brothers and Number 40 Mountain Transport.

Due to mergers and acquisitions, three long-time companies on the list are no



PHOTO: LIFTOFF AERIALS

longer a part of the **ACTTRANSPORT50**. It appears this trend will continue as the smaller providers are gulped up by the larger ones.

A few highlights this year over 2017 is that employee counts have increased significantly after a drop in 2017. Almost every company on the list increased its fleet size and capacity.

Due to two two-way ties and one three-way tie in fleet sizes, 54 companies made the 2018 **ACTTRANSPORT50**.

Methodology

While most of the major players in the North American transportation sector are on our **ACTTRANSPORT50** list, there are changes from year to year based on participation. The **ACTTRANSPORT50** is ranked by fleet size and then by total maximum transport capacity of all relevant trailers and transport systems in a company's fleet (in U.S. tons).

The ranking is based on information supplied on our **ACTTRANSPORT50** survey form. While we have worked to produce the most accurate ranking possible, we cannot guarantee the accuracy of the information supplied. We rely on the integrity and honesty of those who submit this information to assure our list is accurate and correct. This year we reached out to more than 400 firms by email, telephone, social

media and E-casts. In some cases, when data wasn't available or updated, we marked these listings as estimates.

As with all our top list databases, we made every effort to ensure the accuracy and completeness of the information published but the editors and staff take no responsibility for errors, omissions or incomplete information.

■ >38

TOTAL FLEET SIZE:	51,313
TOTAL CAPACITY:	1,245,346 (U.S. tons)
TOTAL NUMBER OF TRUCK/TRACTORS:	21,961
TOTAL NUMBER OF EMPLOYEES:	29,195
TOTAL NUMBER OF TERMINALS:	2,294
TOTAL NUMBER OF MODULAR/HYDRAULIC PLATFORM TRAILERS/DOLLIES IN FLEET:	9,844
TOTAL CAPACITY OF MODULAR/HYDRAULIC PLATFORM TRAILERS/DOLLIES IN FLEET:	443,971 (U.S. tons)
TOTAL NUMBER OF SPECIALIZED TRAILERS (INCLUDING ALL MULTI-AXLE UNITS) IN FLEET:	20,877
TOTAL CAPACITY OF SPECIALIZED TRAILERS (INCLUDING ALL MULTI-AXLE UNITS) IN FLEET:	804,523

BY THE NUMBERS

RANK	COMPANY NAME	HEADQUARTERS	# OF TERMINALS	SCOPE OF OPERATION	# OF EMPLOYEES	SENIOR CONTACT	WEBSITE
1	Landstar Transportation Logistics	Jacksonville, FL	1,500	International	1,200	Rusty Cody, vice president, heavy specialized	www.landstar.com
2	Daseke Inc.	Addison, TX	109	International	5,950	Don Daseke, president/CEO	www.daseke.com
3	ATS Specialized	St. Cloud, MN	15	International	1,337	Gary Stang, senior vice president, general manager	www.atsinc.com
4	Bennett Motor Express	McDonough, GA	185	International	1,002	David Lowry, CEO Jay Folladori, president	www.bennettig.com
5	ALL Erection & Crane Rental	Independence, OH	36	International	1,500	Michael L. Liptak, president	www.allcrane.com
6	Maxim Crane Works *	Bridgeville, PA	54	National	2,705	Frank Bardonaro, COO	www.cranerental.com
7	Combined Transport Inc.	Central Point, OR	1	International	592	Michael S. Card, president	www.combinedtransport.com
8	Mammoet Americas	Rosharon, TX	21	International	1,400	Paul van Gelder, CEO	www.mammoet.com
9	Barnhart Crane & Rigging	Memphis, TN	50	National	1,420	Alan Barnhart, CEO	www.barnhartcrane.com
10	Bigge Crane & Rigging	San Leandro, CA	17	International	1,010	Weston Settlemier, president/CEO	www.bigge.com
11	NCSG Crane & Heavy Haul	Acheson, Alberta, Canada	26	International	1,000	Darin Coutu, president and CEO	www.ncsg.com
12	Deep South Crane & Rigging	Baton Rouge, LA	7	International	700	Mitch Landry, vice president	www.deepsouthcrane.com
13	Transport Bellemare International	Tross-Rivieres, Quebec City, Canada	7	International	710	Jean-Luc Bellemare, president	www.transportbellemare.com
14	Entrec Corporation	Acheson, Alberta Canada	14	International	550	John M. Stevens, president/CEO	www.entrec.com
15	Daily Express	Carlisle, PA	8	International	157	Mark Eyer, vice president, operations	www.dailyexp.com
16	Emmert International	Clackamas, OR	4	International	125	Terry W. Emmert, president	www.emmertintl.com
17	ML Holdings Company	Albuquerque, NM	15	National	567	Scott Wilson, president	www.mlholdingscranegroup.com
18	Sterett Crane & Rigging	Evansville, IN	9	National	70	Jonathan Spong, president	sterettheavyhauling.com
19	Fagioli USA	Manvel, TX	3	International	184	Edoardo Ascione, president	www.fagioli.com
20	Berry Contracting/Bay Ltd.	Corpus Christi, TX	8	International	2,500	Larry Lewis, heavy haul/ rigging manager	www.bayltd.com
21	Sarens North America	Houston, TX		International	325	Mike Hussey, regional director, North America	www.sarens.com
22	Tradelossa	Durango, DGO, Mexico	7	International	279	Carlos Carcamo, commercial manager	www.tradelossa.com
23	Edwards Moving & Rigging	Shelbyville, KY	6	International	120	Mark Edwards, CEO	www.edwardsmoving.com
24	Heavy Transport/Bragg	Long Beach, CA	9	National	200	Robert Weyers, general manager	www.braggcrane.com
25	Miller Transfer	Rootstown, OH	18	International	85	Mitchell J. Unger, president	www.millertransfer.com
26	Northwest Logistics	Oklahoma City, OK	6	International	190	Andy Hodges, president	www.northwestheavyhaul.com
27=	Lampson International	Kennewick, WA	8	International	300	William Lampson, president/CEO	www.lampsoncrane.com
27=	W.O. Grubb Crane Rental*	Richmond, VA	14	National	400	William O. Grubb, president/owner	www.wogrubb.com
28	DD&S Express	Annapolis, MD	51	National	12	Rick Seleski, vice president	ddsexpress.com
29	J Supor & Son Trucking & Rigging	Kearny, NJ	5	National	188	Doug Filos, director, heavy haul	www.jsupor.com
30	Totran Transportation Services	Calgary, Alberta Canada	2	International	130	Scott Trousdale, vice president	www.totran.ca
31	Contractors Cargo Company	Compton, CA	2	International	40	Gerald Wheeler, president and owner	www.contractorscargo.com
32	Berard Transportation	New Iberia, LA	5	National	72	Brett Berard, vice president, operations	www.berardtrans.com
33	Burkhalter	Columbus, MS	4	International	120	Delynn Burkhalter, CFO	www.burkhalter.net
34	Entrec Corporation	Acheson, Alberta Canada	14	International	550	John M. Stevens, president/CEO	www.entrec.com
35	Erickson's*	North Muskegon, MI	3	National	70	Steve Erickson, president	www.ericksonsg.com

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MODULAR/HYDRAULIC/TRAILERS/DOLLIES		SPECIALIZED TRAILERS (ALL MULTI-AXLE)		# OF TRUCK/ TRACTORS	TOTAL CAPACITY (US TONS)	TOTAL # IN FLEET
CAPACITY (US TONS)	# IN FLEET	CAPACITY (US TONS)	# IN FLEET			
2,555	38	96,890	3,164	10,491	96,890	13,693
7,052	178	61,070	2,612	4,090	69,747	7,024
590	15	66,663	2,092	914	67,253	3,021
4,280	37	46,040	1,080	1,028	50,320	2,145
725	11	61,565	1,768	342	62,290	2,121
5,432	229	37,373	1,257	379	42,805	1,865
1,830	504	4,685	162	575	6,515	1,241
78,245	538	18,484	549	116	94,049	1,203
23,413	557	35,688	650	356	59,101	1,148
28,886	576	22,854	416	102	51,740	1,094
13,244	373	19,852	521	157	33,096	1,051
16,727	419	16,338	404	77	33,065	942
7,048	283	20,016	384	250	27,064	917
15,840	413	10,220	182	182	26,060	875
1,065	14	21,360	512	286	22,425	812
24,775	557	9,850	113	91	34,625	761
1,500	64	9,330	379	230	10,830	675
14,245	318	10,178	276	73	24,423	667
22,058	652	0	0	0	25,058	652
14,648	336	2,750	145	160	17,398	641
20,527	517	2,080	65	22	22,607	604
11,530	258	8,716	182	153	20,246	593
17,913	327	9,664	179	60	27,577	566
15,400	175	7,700	246	110	23,100	531
140	1	14,450	353	135	14,590	489
3,707	81	7,467	218	180	11,174	479
14,006	372	2,032	64	30	16,038	466
4,140	92	7,173	279	95	11,313	466
250	4	8,880	230	181	9,130	415
10,340	228	6,670	123	61	17,133	412
12,346	590	10,340	226	90	22,686	376
3,130	98	7,960	215	55	11,090	368
11,432	238	2,110	48	39	13,542	325
7,500	176	6,353	96	45	13,853	317
15,840	413	10,220	182	182	26,060	875
5,639	113	2,865	127	40	8,504	280

EDITORS NOTE: Every attempt has been made to assure information in the ACTTRANSPORT50 is correct and accurate. The editors of ACT do not assume responsibility for errors, omissions or erroneous information.



RANK	COMPANY NAME	HEADQUARTERS	# OF TERMINALS	SCOPE OF OPERATION	# OF EMPLOYEES	SENIOR CONTACT	WEBSITE
36	Beyel Brothers Inc.	Cocoa, FL	8	Regional	375	Joseph Beyel, president	www.beyel.com
37=	MSA Delivery Services	Canton, MI	6	International	75	Jerry Rozum, president	www.msadelivery.com
37=	Southwest Industrial Rigging*	Phoenix, AZ	4	International	180	Mike Madge, vice president	www.swirusa.com
38	J. F. Lomma Inc.*	South Kearny, NJ		National	163	James Lomma, president	www.jflomma.com
39	Trans-United Inc.	Burns Harbor, IN	12	International	57	Jeffrey S. Fleming, president	www.transunited.com
40	Mountain Transport	Salt Lake City, UT	1	National	43	Paul Belcher, owner/CEO	www.mountaincrane.com
41	TJ Potter Trucking	Becker, MN	1	Regional	65	Todd Potter, heavy haul	www.tjpottertrucking.com
42	Omega Morgan	Hillsboro, OR	6	International	350	Troy Tallent, vice president, operations	www.omegamorgan.com
43	Midwest Specialized Transportation	Rochester, MN	2	National	76	Sean Claton, vice president/general manager	www.midspec.com
44=	Intermountain Rigging	Salt Lake City, UT	2	National	90	Ron Montgomery, president	www.intermountainrigging.com
44=	Yarbrough Transfer Company	Winston-Salem, NC	3	Regional	68	David Yarbrough, president	www.goytc.com
44=	Silk Road Transport*	Arkport, NY	1	International	45	Todd S. Haraty, COO	www.silkroadtrans.com
45	Precision Heavy Haul	Tolleson, AZ	2	Regional	24	Mike Poppe, president	www.precisionheavyhaul.com
46	Taylor Crane & Rigging	Coffeyville, KS	2	National	91	Jim C. Taylor, president	www.taylorcrane.com
47	Global Specialized Services	Casper, WY	1	National	43	Jim Orr, president	www.gsswy.com
48	Great Lakes Heavy Haul	Byron Center, MI	1	National	33	Ben Mayer, COO	www.greatlakesheavyhaul.com
49	Specialized Inc.	Aurora, OH	1	Regional	17	Al Kuhl, president	www.specialized-inc.com
50	Perkins STC	Northfield, MN	2	International	40	Todd Potter, president	www.perkinsstc.com

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MODULAR/HYDRAULIC/TRAILERS/DOLLIES CAPACITY (US TONS) # IN FLEET		SPECIALIZED TRAILERS (ALL MULTI-AXLE) CAPACITY (US TONS) # IN FLEET		# OF TRUCK/ TRACTORS	TOTAL CAPACITY (US TONS)	TOTAL # IN FLEET
5,735	164	5,820	117	65	11,555	246
0	0	23,655	170	59	23,655	229
3,000	60	5,200	110	59	9,333	229
0	0	44,350	170	47	44,350	217
1,980	32	3,900	99	65	5,880	196
1,877	35	4,008	114	40	5,885	189
0	0	4,915	127	50	4,915	177
2,200	50	3,155	65	49	5,355	164
60	2	3,690	106	54	3,750	162
1,425	37	4,100	58	46	5,525	141
0	0	3,823	89	52	3,823	141
1,150	30	2,040	80	31	3,190	141
505	14	5,299	94	14	5,804	122
2,015	13	2,220	39	30	4,265	82
375	3	240	6	24	1,920	59
0	0	210	24	27	210	51
0	0	2,040	35	10	2,040	45
0	0	3,522	20	22	3,522	42



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Sky high!

What's on the horizon for the tower crane market and new product development? **D. Ann Shiffler** and **Hannah Sundermeyer** report.

The darlings of high-rise construction, tower cranes fulfill a specialized need in the realm of construction lifting. They are efficient, cost effective and the choice crane when it comes to vertical construction in tight spaces.

The market for tower cranes can be fickle, which is why the major players navigate the current strong market cautiously.

Maxim Crane Works has one of the largest tower crane fleets in North America, and the company is strategic in its business development and tower crane buying process.

"The tower crane market is fairly stable in the United States," said Frank Bardono, COO of Maxim. "We see enough backlog and quoting activity into

2019 that makes us feel bullish through the rest of next year."

However, Bardono cautioned, "We also see some of the same problems that occurred in late 2006-2008 starting to show up. By that, I mean that some people and companies who have never been in the tower crane rental business are deciding to 'jump in,' and that is causing excess supply and downward pricing pressures. We all love healthy competition, but it does cause concern when a new player thinks it is easy money and just throws a half dozen or so new cranes into an already saturated region. We just hope that customers and rental houses are more fiscally responsible than during the last bull market as it pertains to capex decisions and ROI requirements."

Flat is good

Bardono expects the tower crane market in 2019 to be fairly flat as compared to 2018.

"Flat is good at this pace and we look for a solid performance into 2020 unless more cranes are dumped into the markets," he said.

ALL Erection Crane Rental is also a major player in the tower crane market in North America.

"Savvy, interconnected and constantly evolving." This is how Sam Moyer, P.E., general manager ALL Tower Crane, a member of the ALL Family of Companies, characterizes the tower crane market.

"The industry as a whole is growing in awareness of the options available," he said. "Our customers make informed decisions: considering crane sizing and placement earlier in the project cycle, reviewing multiple crane types, sizes, placements and considering the impacts of those decisions on project execution and profitability."

Moyer said that in some cases, customers are purchasing tower cranes where they would have only considered renting.

"The opposite is also true," he said. "As those decisions stack up, you see mini-trends in approach in markets. In some instances, those trends gain traction in other markets or sectors provided they

Favelle Favco's MK440E has 110,000-pounds capacity on the main and 22,000 pounds capacity on the fly.



Two tower cranes handle lifting for the 638-room guitar-shaped Seminole Hard Rock Hotel & Casino in Hollywood, FL.

make sense. As a crane supplier, it is a fascinating privilege to play a role in this progression."

Moyer thinks 2019 has strong potential to be another high-demand year for tower cranes.

"We are constantly monitoring our fleet utilization and making adjustments as the marketplace drives growth and reallocation," he said. "Judging by the number of requests for quotes and committed units, I expect at least a similar pace of controlled growth from the last several years to continue throughout 2019."

In the markets that ALL Tower Crane serves, the top-slewing hammerhead tower

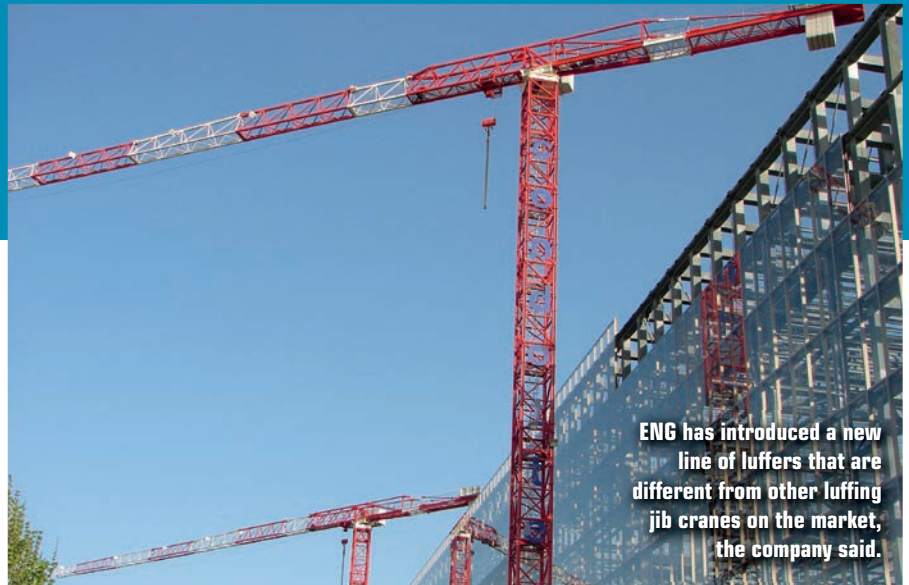
PHOTO: JULIAN LEEK



cranes are the most active and most often quoted crane types, Moyer said.

"We are also seeing a fair amount of growth in demand for our smaller offerings including small- to mid-sized luffing jib tower cranes and self-erecting tower cranes," Moyer said. "I attribute this to the project types, delivery schedules and informed hoisting decisions by our customers."

Bigge Crane & Rigging's Jesse Sullivan, sales manager of Bigge's tower and hoist division, characterized the market as strong, with several regions continuing to grow. Residential/mixed-use seems to be the leading type of project. Sullivan



ENG has introduced a new line of luffers that are different from other luffing jib cranes on the market, the company said.

expects to see the demand at a similar pace in 2019.

RMS Crane & Rigging, a division of TNT Crane & Rigging, serves the western United States.

According to Dennis (Whitey) Lebsack, business development manager, tower cranes, the tower crane market is strong and growing. He attributes this to a lack of space on jobsites to put conventional cranes in.

"Things are going taller, and you have a lot of infield work, especially in the city areas with a lot of tall buildings around you. A luffing jib tower crane is coming into the market strong," Lebsack said.

Jobsite productivity is another reason for tower crane market growth, according to the RMS team.

"I think tower cranes, for builders and general contractors, are certainly the preferred and most efficient crane or hoist they can use on a job," said Cody Gilliland, CEO, RMS Cranes. "The productivity is just so much greater that it's really become the crane of choice for lifting on new jobsites."

ACT surveyed across the tower crane industry for updates on the machines decorating America's skylines.

Favelle Favco

Favelle Favco Cranes introduced its first fully electric crane into the U.S. market in early 2018. The MK440E has the same load charts as the current diesel hydraulic version M440E, which has been around the last 20 years. What separates the MK440E from the competition is that it has two winches. The MK440E has 110,000-pounds capacity on the main and 22,000 pounds capacity on the fly. Just like the M440E, the MK440E can be used for

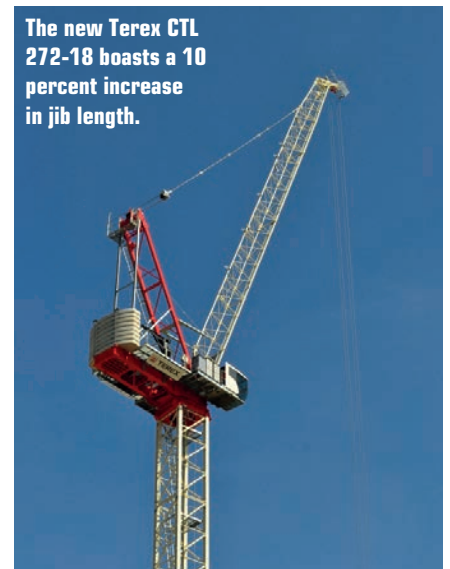
both steel and concrete construction.

Unknown to many people, Favelle Favco Cranes has been manufacturing electric cranes for a long time. However, the company said customers have always preferred the diesel hydraulic units, especially in New York City, where most of these cranes are operating.

Many electric cranes are run by diesel generators that can consume as much as twice the diesel requirement for a diesel hydraulic tower crane. Nevertheless, there are projects where electric cranes have an edge, and this is where the Favelle Favco electric cranes can fill the gap, the company said. Another factor that may be encouraging the use of electric cranes is they are environmentally friendly.

The latest Favco diesel hydraulic crane uses a CAT Tier 4 engine which has 99 percent less harmful emissions as compared to a CAT Tier 1 engine produced in 1996, the company said.

The new Terex CTL 272-18 boasts a 10 percent increase in jib length.



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Terex

Signifying the importance of the luffing jib tower crane design to its product line, Terex Cranes recently introduced the new Terex CTL 272-18 luffing jib tower crane that boasts a 10 percent increase in jib length over the previous class model. The new CTL 272-18 features a 200-foot maximum jib length, 270 ton-meter load moment and maximum full-length load of 2.9 tons. The crane's unique Terex Power Plus feature can temporarily increase the maximum load moment under specific and controlled conditions (e.g. reduced dynamics) by 10 percent, giving the operator extra lifting capacity.

Seven different jib configurations from

98.4 to 200 feet on this new Terex crane give contractors the flexibility to meet a range of jobsite reach needs. Equipped with an independent safety line, all jib sections of the new CTL 272-18 deliver safe work at height, plus galvanized jib walkways provide long-lasting and dependable service life. The crane's 19-foot counter jib boasts multiple job angles to meet demanding in-service and out-of-service conditions, according to the company. The new CTL 272-18 offers a 276-foot maximum freestanding height. The flexible tower design can be configured using a combination of the 6.2-foot H20, 7.5-foot HD23 and the 7.8-foot TS212 tower masts, allowing



The Comansa 21LC1050 has a maximum load of 25, 37.5 and 50 metric tons.

customers to efficiently manage tower section inventory and cost-effectively meet tower needs at multiple sites.

The new CTL 272-18 luffing jib tower crane can be equipped with several advanced options to give more flexibility to the owner for crane configuration. The crane is compatible for the next generation of Terex tower telematics, which reports machine operation and service data back to the office.

ENG Cranes USA

ENG Cranes is an Italian designer and manufacturer of tower cranes with more than 30 years of experience in the industry. ENG's engineers have designed, engineered and manufactured custom made tower cranes, luffers and derrick cranes, as well as several different types of winches.

ENG Cranes USA is bringing engineering services for heavy machinery, tower cranes and spare parts directly to the American customer. The company has opened an office and storage facility in San Francisco, CA, starting a new chapter for ENG Cranes.

ENG has designed and engineered a new line of luffers that are different from any other luffing jib crane on the market, according to the company. ENG's idea was to create a new type of luffer that could be used on tight jobsites. The double counter jib has 14.76 feet of slewing radius, which is ideal for downtown areas and congested jobsites.

ENG Cranes manufactures a complete range of flat top tower cranes from 60 up to 800 ton meters with a maximum capacity up to 40 tons and luffer tower cranes from 110 up to 280 ton meters with a maximum capacity up to 20 tons.

ENG has introduced its EDL 200-16 ton derrick luffer that is known for its ability to dismantle itself completely without using a mobile crane. The EDL 200-16 has



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a luffer for jobsites that are tight and do not have much working space.

Comansa

Comansa has launched the new 21LC1050 to the worldwide market. The 21LC1050 is offered with versions of maximum load of 25, 37.5 and 50 metric tons and can be erected with reach of between 30 and 80 meters with configurations every 5 meters. In addition, an optional jib configuration is available allowing a special reach of 85 meters. The characteristics of load, reach and mechanisms of the 21LC1050 make this model ideal to offer an optimal result in large industrial or mining projects as well as for the construction of buildings with prefabricated and steel structures of great tonnage, Comansa said.

The design of the slewing (horizontal) part of the 21LC1050 is similar to that of the 21LC750 and 21LC660. Instead of having a cusp element, the jib and counterjib join directly on the slewing part, which allows a faster and safer assembly. The 21LC1050 also shares a large part of the jib and counterjib sections with its "little siblings," the 21LC750 and 21LC660, optimizing the investment for customers who already own these models.

The Potain MR 160 C has an 11-ton capacity and a maximum jib length of 164 feet.



Among the novelties presented by the 21LC1050 is the design of its counterjib, which, like the jib, allows numerous different configurations to better adapt to the needs of each job. Always having a counterjib radius as short as possible avoids possible interference with buildings or other cranes present in the same project, thus increasing safety. The complete structure of counterjib consists of five modular elements that allow up to six different configurations.

Liebherr

In product development, Liebherr's tower crane division has reached several milestones. Prototype construction for



The fiber ropes developed by Liebherr and Teufelberger are being tested in the field.

a new, large bottom-slewing crane was completed, along with the development of the 190 HC-L and 230 HC-L top-slewing cranes.

The 190 HC-L features a maximum lifting capacity of 18 tons, a maximum

>47

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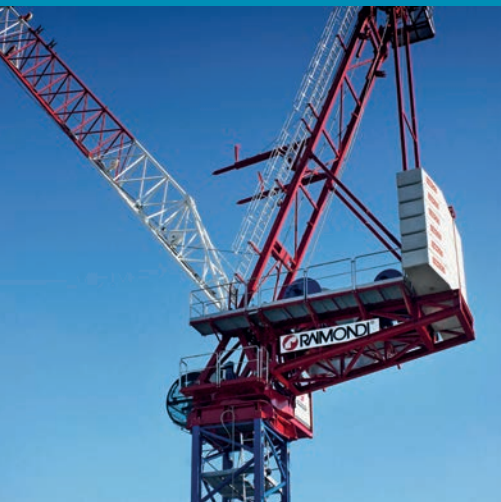
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The Raimondi LR330 has a maximum jib length of 197 feet maximum capacity of 20 tons.

radius of 180 feet, a maximum lifting capacity at the jib head of three tons and a maximum lifting height of 2,927 feet. The 190 HC-L is designed for the 21 HC tower system and is equipped with 65kW hoist gear. Liebherr created the 230 HC-L cranes to cope with great heights using high hoist speeds and higher hook heights. With the 230 HC-L, using different slewing ring supports for the IC as well as the HC tower system, users have the flexibility to adapt

the crane to the respective application. The hoist gear with 100 kW provides an empty hook speed of 363 meters per minute.

Additionally, the development of the high-strength fiber rope soLITE is almost complete. Working with Austrian rope manufacturer Teufelberger Holding, Liebherr has developed a new type of high-tensile fiber rope for hoisting applications that will increase the lifting capacity of all cranes. In April 2019 at Bauma Munich, Liebherr will introduce a new tower crane series with fiber rope.

Potain

Manitowoc unveiled the Potain MR 160 C luffing jib tower crane at its Crane Days 2018. Visitors to the event in Shady Grove, PA were the first to see this tower crane in action. The MR 160 C offers an 11-ton capacity, a tip load of 2.6 tons and a maximum jib length of 164 feet. Like other cranes in the MR series, it's well-suited for congested construction sites. The jib can be luffed to a nearly vertical position of 86 degrees while attaining excellent underhook heights and avoiding obstacles, Potain said.

Erection of the MR 160 C is simplified

thanks to the rapid-pin connection of the equipped counter jib, which is secured by anti-chute devices. The jib foot can be fit by inserting into the notches of the slewing tower head, and both the hoisting and luffing winches operate by way of a rope reeving system for pinning the jib tie-bar line. The MR 160 C on display at Crane Days was configured with the new 75 HPL 25 high-performance winch to provide high speed and make high-rise construction easier. The updated winch offers a winding capacity of 3,136 feet and a maximum lifting speed of 705 feet per minute.

>49



This year Saez launched two flat-top city class cranes: the TLS 55 13 and TLS 55 17. B.

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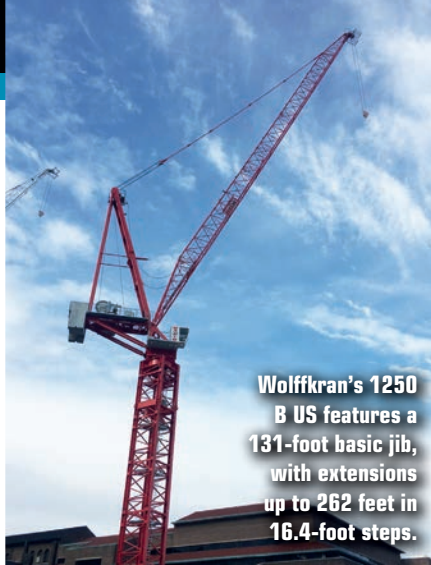
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Wolffkran's 1250 B US features a 131-foot basic jib, with extensions up to 262 feet in 16.4-foot steps.

Raimondi

The Raimondi LR330, released in February 2018, has a maximum jib length of 197 feet and a maximum capacity of 20 tons, with two falls and four falls configurations. At the maximum radius, it can lift four tons in Ultralift mode. Seven different jib length configurations, from 98 to 197 feet, satisfy all needs in terms of specific jobsite configurations.

The LR330 may be equipped with three different hoisting winches: standard installed power of 80kW or the two falls configuration with the more powerful

110kW, while the four falls configuration has an installed power of 80kW. As the flagship crane of the new luffing range, Raimondi has incorporated a breakthrough equilateral triangular jib design to enhance several different aspects of the machine. Structurally optimized, this design allows for improved packaging and transportation, simplifies the construction phase and reduces wind impact on the jib, thereby decreasing the out-of-service radius, Raimondi said.

Crane operators can choose between three different configurations, enabling a change in parameters related to the movement speeds and dynamic. This functionality allows operators to align the crane closer to their specific needs. To reduce pressure on the operator and simultaneously increase the overall level of onsite safety, the safety control system's installed sensors monitor all of the crane's movements and monitor the load in hazardous situations.

Saez

Saez has made improvements in its luffing-jib crane line in both the hydraulic and conventional ranges. In January 2018

the company unveiled the 8-ton hydraulic luffing-jib crane SLH 190. Some 30 units have been sold, the company said. Saez is set to launch a 10-ton hydraulic luffing-jib crane, the SLH 205. At Bauma Germany, Saez is planning to introduce the 16-ton hydraulic luffing-jib crane SLH 300.

Focusing on the conventional luffing-jib cranes, Saez launched the 24-ton Saez SL 450 in July 2018.

In the saddle-jib tower crane class, this year Saez also launched two flat-top city class cranes: the TLS 55 13 and TLS 55 17. Both models are bigger versions of the previous TL 55 that boast a host of improvements to meet the demands of markets such as France, Germany and the United States. The tip load was increased from 1,200 kilograms at 55 meters to 1,350 and 1,750 kilograms respectively, and the maximum load was increased from 5,000 to 6,000 kilograms. Also, the hoist winch has been upgraded from an IP-23 standard 18 kW to an IP-55 new type 24 kW hoist mechanism, providing more hoist speed and a Lebus drum with more rope capacity, Saez said.

In reference to bigger flat-top cranes, Saez also released a 32-ton version of the

>50

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TLS 80, with a super-sized premium cabin, complete with all the electricals housed in a climate-controlled area and a high-performance 110 kW hoist mechanism.

Wolffkran

Wolffkran's 700 B US tower crane comes with 98 feet of basic jib, extensions up to 700 feet in 16-foot steps, tower top with ascent, slewing frame with cabin, two slewing gears, ball race bearing with central lubrication unit and slip ring system. It is designed with a counterjib with hoist and luffing winch, switch cabinet and counterweights.

In addition, the 1250 B model features a 131-foot basic jib, with extensions up to 262 feet in 16.4-foot steps, tower top with access, slewing frame with a cabin, two slewing gears, ball race bearing with central lubrication unit and slip ring system, as well as a counter jib with hoist and luffing winch, switch cabinet and counterweights. All drives are equipped with frequency-controlled squirrel cage motors, fully terminal protected. The crane is complete with an overload protection system and increased load moment limitation due to automatic hoist speed reduction.

JASO

What is considered one of the largest electric luffing cranes in the market, JASO has launched the J780PA in two versions. One version comes with a maximum load of 75 tons, a hoist winch of 110kW and a 220kW motor. The smaller, second version J780PA.64 comes equipped with a 132-ton winch and ML 64 tons.

The target markets are high-rise construction, PPVC construction and mining where the JASO luffer as an electric-driven crane is a perfect answer to commonly used diesel fired hydraulic cranes, the company said. A double deck counter jib has been designed into two pieces to make the erection easy and reduce the erection weights. With only one motor, it is positioned parallel to the drum to save space.

Electrical cabinets are embedded into the structure of the counter jib which means better protection against bad weather conditions and transportation, JASO said. The counter jib radius is 9.5 meters with the heaviest piece at erection weighing less than 21 tons. But if necessary, it can be split into pieces with maximum 10 tons.



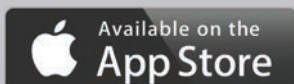
JASO launched the J780PA in two versions.

The luffer has been designed with two ropes and two bridles. In this way, safety is increased as one can hold the jib if the other fails and also for better handling during erection (smaller diameter of bridle rope). For the U.S. market, a fly jib with 9-ton line pull, has been designed and will be available by end of this year. The winch will be on the machinery deck, behind the hoisting winch, for easy access at erection and for maintenance.

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Bay Ltd. rigged, hauled and installed a 420,131-pound co-exchanger using two cranes and a sophisticated spreader bar system. **D. Ann Shiffler** reports.

Rigged up

Rigging and installing refinery co-exchanger units requires precise, engineered planning and extreme know-how. Bay Ltd. works in this realm frequently, although no two jobs are alike. They almost always involve a huge piece of equipment that has to be

navigated and installed in tight quarters in a tight timeframe.

Bay Ltd. received the exchanger from the railsite at its dock facility. It was offloaded and hauled to Bay's crane yard for dress out. Once it was rigged for installation, Bay crews utilized its 18-axle Nicolas modular transport system to transport the unit two miles to the refinery in Corpus Christi.

Dressed out, the co-exchanger was 100 feet long by 12 feet in diameter. It weighed 420,131 pounds.

Once it was in place for the vertical installation, Bay Ltd. used its Manitowoc 21000 with MAXER as the primary lift crane. It was rigged with 240 feet and 140 feet of mast. The tailing crane was Bay's Liebherr LTM 1400-7.1 with the TY guying system in the super lift configuration. It was rigged with 202 feet of boom.

Customized rigging solution

A sophisticated spreader bar system was designed to lift the exchanger to the required height.

"Bay Ltd. reached out to Eddy Kitchens at Engineered Rigging to come up with a concept for the spreader bar," said Ruben Calderon, project manager for Bay Ltd. "Once the concept was agreed upon and engineered, Bay Ltd. then built the spreader bar in-house as we are an ASME Section 8 Division 1 and Division 2 fabrication shop."

The primary lift crane was Bay's Manitowoc 21000 with MAXER and rigged with 240 feet of boom and 140 feet of mast.



The tailing crane was Bay's Liebherr LTM 1400-7.1 with the TY guying system in the super lift configuration.



right!



As an ASME Section 8 Division 1 and Division 2 fabrication shop, Bay Ltd. built the spreader bar in-house.

The spreader bar was then sent to Jordan Hamilton at Holloway Houston for final load testing.

Knowing that the spreader bar system would be a valuable asset in its rigging gear inventory, Calderon said it was ideal to accommodate the heavy lift canes that Bay had recently purchased.

"In the past three years, we have purchased one Manitowoc 21000 and three Manitowoc 18000s," Calderon said. "This spreader bar will work with all of these cranes."



Bay used Holloway's Hammerhead Plasma 12-strand slings for the top and lower rigging of the primary spreader bar, which allowed maximized capacity with a lower weight for rigging.

Bay also purchased Holloway's Hammerhead Plasma 12-strand slings for the top and lower rigging of the primary spreader bar in order to allow for maximizing capacity with a lower weight for rigging than conventional wire rope slings, he said.

Hurdles overcome

There were many hurdles to overcome in the final and safe performance of this project, Calderon said.

"Coordination between the fabricator, freight forwarder, rail company, owner and the jobsite to ensure that all equipment and personnel were readily available was a challenge," he said. "The engineering and installation of the matting pad under the crane as well as the scheduling of the crane and spreader bar required a lot of planning and execution."

From start to finish the project took eight months. The rail car arrived on September 8, 2017 and it was fully erected by July 6, 2018.



Bay Ltd. used its 18-axle Nicolas modular transport system to transport the unit two miles to the refinery in Corpus Christi.



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Concrete success

ALL Crane sets a precast concrete floor at a Cincinnati-area school.

The Reading Community School District outside of Cincinnati, OH is getting a new 215,000-square-foot school building that reports indicate is the largest school in the state to be made entirely of precast concrete. In precast construction, large, prefabricated concrete panels are trucked to the construction site and assembled like a large puzzle into walls and floors around a steel frame. It's an attractive building method because it can rapidly accelerate the construction schedule, getting projects done much faster than with traditional construction.

Mack Industries, an Ohio maker of custom precast products, got the contract to supply the precast for the school, and they called on ALL Erection & Crane Rental to supply the crane and operator for this past summer's critical step of placing the precast concrete sections that



ALL's 265-ton capacity Liebherr LTM 1220-5.2 was rigged with a 197-foot boom and the Liebherr VarioBase system.

make up the school's floors. This phase required configuring all three floors as well as the roof.

Installing the floors came with multiple challenges, the foremost being that all the exterior walls had already been set. This meant the crane would have to be positioned outside the three-story walls and the operator would not be able to see inside to where he was setting the floor pieces. Each piece, called a plank, is large and heavy – approximately 30 feet long, 8 feet wide, 10 inches thick and weighing 20,000 pounds.

Initial framing for many of the interior

walls was also complete. Combined with the finished exterior walls, this made setting the floors similar to a large-scale version of the classic board game “Operation” – performed with your eyes closed.

The practical choice

Jared Willis, project supervisor for Mack Industries, said ALL Crane's involvement was invaluable, starting before the first crane ever arrived at the jobsite.

“I assumed we would need a traditional crawler for the job,” said Willis. “But Brian Meek, the sales supervisor from ALL Crane, suggested a hydraulic mobile crane. It ended up saving us a lot of money and made a lot more sense for our site.”

Meek recommended the Liebherr LTM 1220-5.2, a 265-ton mobile all-terrain crane with a telescoping boom length of 197 feet. The unit is outfitted with VarioBase, Liebherr's unique system that enables each individual crane support to be extended to an arbitrary length. This increases the lifting capacities and extends the working range.

Thus, the LTM 1220 has the ability to achieve hoist heights of up to 328 feet and outreaches of up to 288 feet, making it ideal for clearing the school's walls and reaching deep into every section of the structure.

“They would have needed a huge crawler to handle that kind of weight,”

The operator would pick a plank off the truck, raise it above the exterior walls, swing over to the correct zone of the floor and lower it into place.



Inside the building, the crew communicated with the crane operator via radio to help guide each piece into place.



said Meek. "It just wasn't practical given the constraints of the site. I'm always considering what makes the most sense for the customer. It's a matter of safety and productivity. With the Liebherr LTM 1220, we could get them the capacity they needed, they could place it exactly where it needed to be and it came at a much better price for them."

Strategic lift plan

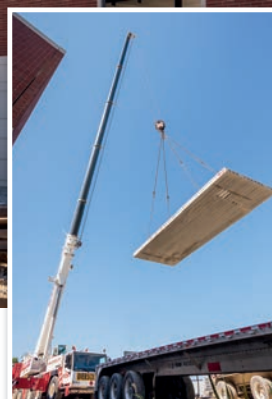
When it was time to set the floor pieces, the ALL Crane operator would pick a plank off the truck, raise it above the exterior walls, carefully swing over to the correct zone of the floor, then begin to slowly lower it in place. The installing crew from Mack Industries was inside, relaying instructions to the crane operator via radio to help guide it to the precise position. Each day, 35 to 40 planks were set in place.

"The LTM 1220 had the right mix of capacity, reach and adaptability to tight spaces to make this job go smoothly," said Meek. "It was the right choice for this job because of the efficiency and flexibility it brought to the site."

The Mack and ALL Crane teams also



Because the exterior walls had already been set, the crane had to be positioned outside the building, and the operator was unable to see where he would be setting the floor pieces.



worked closely together on pre-lift planning. In the weeks leading up to the lift, Meek was a frequent visitor to Mack Industries headquarters as teams from both companies employed CAD drawings and 3D lift planning software to plot out every step. The process helped Mack organize deliveries, so the crane operator had the exact concrete planks needed each

day, and it mapped exactly where the crane needed to be to set each zone of the floor.

When finished, the school for pre-kindergarten through 12th grade will house more than 1,700 students on the site of the Reading school district's former high school. The \$43 million project began June 2017, with completion scheduled for August 2019.



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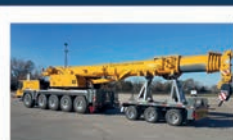
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OSHA Crane Operator Certification:

Five things you need to know

Eight years after the rule was originally published, and fully 15 years after the Cranes and Derricks Advisory Committee (C-DAC) finished its revision of the crane rule, OSHA's requirement for construction crane operators to be certified has come into effect. We look at five key elements of the final rule.

1 CRANE OPERATOR CERTIFICATION IS IN EFFECT. NOW! The Final Rule published in August 2010, and that was last modified in November 2017 to extend the deadline by one year, states that the operator certification requirement takes effect on November 10, 2018. The effective date of this requirement is *unchanged* by the (second) Final Rule published last month. So, if you are not certified for the type of crane you are operating, your time is up: Get certified!

2 CERTIFICATIONS CAN BE BY TYPE ALONE. The Interim Compliance Guidance issued on November 5, 2018 provides for OSHA to accept certifications issued by type only, rather than by type and capacity as the (first) Final Rule states. This is incorporated permanently into the federal regulation by the (second) Final Rule that goes into effect on December 10, 2018.

3 EMPLOYERS MUST EVALUATE THEIR CERTIFIED OPERATORS. Effective February 7, 2019, employers must also evaluate their operators to ensure they have the skills and knowledge necessary to operate the crane(s) they are assigned (taking into account the cranes' size and



It's been a long and challenging journey but OSHA has finally resolved the last remaining issues that had held up its requirement for crane operators to be certified.

configuration), as well as the hoisting activities required. They must also demonstrate they have the ability to "recognize and avert" risk. If an employer has already evaluated operators employed prior to December 10, those evaluations will suffice.

4 THE EVALUATIONS MUST BE DOCUMENTED. The evaluation document, which must be made available at the worksite, must include the names both of the operator and the evaluator (who also has to sign it), the date the evaluation was conducted, and the make, model and configuration of the crane.

5 EMPLOYERS ARE STILL RESPONSIBLE FOR TRAINING. Operators who are not yet certified are classified as "operators-in-training." Employers must provide them with sufficient formal and practical instruction to ensure they have the skills, knowledge and ability to recognize and avert risk needed to operate their cranes safely. Operators-in-training are allowed to operate cranes without being certified (subject to certain restrictions), and they must be continuously monitored. The employer

is also responsible for retraining as necessary.

Read more at: <http://nccco.org/general/oshas-crane-rule>.

Sorting it out

The initial confusion surrounding the effective dates of OSHA's crane operator certification requirements stemmed from the fact there are two Final Rules in play. The (first) Final Rule published in August 2010 provided for operator certification to go into effect four years later. That never happened because of industry concerns about having to certify by capacity, and whether an employer had additional duties to ensure operators were qualified beyond having them certified.

The certification deadline was extended twice, to November 10, 2018, and that date was not changed by the (second) Final Rule published last month. The fact that that the second rule had its own effective date of December 10 led some to think that operator certification deadline had been extended again; it had not.

“Allowing certification by equipment 'type' or 'type and capacity' removes a regulatory burden that did not create an additional safety benefit.”

Excerpt from the Preamble to 29 CFR 1926.

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Leveraging power

Chris Nelson discusses how to make your voice heard by leveraging the power of advocacy.

When agencies like the Federal Motor Carrier Safety Administration (FMCSA) make changes to existing rules, or even when they propose new rules, they typically seek public comment so they can understand how the industry is reacting to certain aspects of a rule. Industry advocacy groups like the American Trucking Association (ATA) and the Specialized Carriers and Rigging Association (SC&RA) often act on behalf of industry members to bring attention to specific issues.

A good example

A good example of this important advocacy work was on display recently, when after soliciting input from its members during the public comment period, SC&RA provided critical feedback to FMCSA Administrator Raymond P. Martinez on FMCSA-2018-0248, the proposed rules relating to four specific aspects of the hours-of-service (HOS) for which FMCSA is considering changes. Those specific areas include:

- Expanding the current 100 air-mile “short-haul” exemption from 12 hours on-duty to 14 hours on-duty, in order to be consistent with the rules for long-haul truck drivers;
- Extending the current 14-hour on-duty limitation by up to two hours when a truck driver encounters adverse driving conditions;
- Revising the current mandatory 30-minute break for truck drivers after 8-hours of continuous driving; and
- Reinstating the option for splitting up the required 10-hour off-duty rest break for drivers operating trucks that are equipped with a sleeper-berth compartment.

On behalf of SC&RA members, and the industry at large, the Association expressed their support for modifications to each of these four specific aspects of the proposed rule. SC&RA indicated that they also support H.R. 5417, a bill to direct the Secretary of Transportation to issue or revise regulations enhancing flexibility in hours of service requirements.

SC&RA, which continues to emphasize that the specialized transportation and crane and rigging industry is committed to a high level of safety, wrote that “based on the positive safety performance of SC&RA membership and corresponding insurance data, we believe modifications made to allow for additional flexibility in specific aspects of HOS regulations will continue to result in safer roads and workplaces.”

The four recommendations SC&RA made were as follows:

- 1 SHORT-HAUL OPERATIONS:** SC&RA strongly urges FMCSA to expand the current 100 air-mile “short-haul” exemption from 12 hours on-duty to 14 hours on-duty.
- 2 ADVERSE DRIVING CONDITIONS:** SC&RA strongly urges FMCSA to extend the current 14-hour on-duty limitation by up to two hours when a truck driver encounters adverse driving conditions.
- 3 30-MINUTE BREAK:** SC&RA strongly urges FMCSA to eliminate the 30-minute rest break for reasons similar to those laid out in the SC&RA’s original request for exemption from the 30-minute rest break dated October 17, 2014. This request for exemption was granted and has since been extended.
- 4 SPLIT-SLEEPER BERTH:** SC&RA strongly urges FMCSA to reinstate the option for splitting up the required 10-hour off-duty rest break for drivers operating trucks that are equipped with a sleeper-berth compartment.

The reason the work that groups like SC&RA are doing on behalf of the industry is so important is because it amplifies the voices of individual industry members. Simply put: there is power in numbers.

It’s also important to note that the near-99 percent implementation of electronic



“ The reason the work that groups like SC&RA are doing on behalf of the industry is so important is because it amplifies the voices of individual industry members. Simply put: there is power in numbers. ”

logging devices (ELDs) has brought faster focus to regulations such as HOS – specifically those regulations impacting select trucking sectors. Narrowing in on precise issues that are impacting all drivers, or even certain industry sectors, opens up the opportunity to potentially change rulings at a faster rate with recent data (such as the data that SC&RA has presented) that can be used to support these requests.

Make your voice heard

Remaining educated on what changes are being proposed, as well as making your voice heard whenever possible, through individual action or through advocacy groups, are two of the most important things you can do to get ready for 2019.

As always, feel free to contact me, or any member of the risk management team at NBIS, to learn about HOS, advocacy, or safety. Call 877.860.RMSS or visit us online at www.nbis.com. ■



THE AUTHOR

Chris Nelson is Program Manager for Specialized Transportation for NBIS, the official

insurance provider for SC&RA. For more information please visit nbis.com.

Win, win: Recognition

Will an SC&RA Safety Award help build your bottom line?

Annual SC&RA awards are often viewed by recipient companies as a high mark of validation for achieving a milestone level of success on a project that combined precision, perseverance, execution, safety and much more.

All of the awards are recognized and presented at the Annual Conference each April, except for the Crane & Rigging Project Safety and Crane Rental Service Awards, which are given each month. Annual awards are presented within four categories: Crane & Rigging, Transportation, Industry and Longevity.

A prestigious merger of personal accomplishment and industry recognition, SC&RA award winners are able to utilize an award to shine a deserving light on the strength of company culture and overall operational efficacy – especially as it relates to safety.

But does an SC&RA award literally grow your business?

“First off, if you have a poor safety record, it’s only a matter of time before you’re unable to bid work – eventually finding yourself out of business,” explained Chris Vlk, President at Dobson Industrial, Inc. “On the other hand, having an exceptional safety record could be the deciding factor in the decision process of the customer when deciding on which contractor to hire. It enhances your reputation in the industry and helps to attract higher-caliber workers.”

Vlk sees the safety equation as fairly black

and white. “I don’t know how much money we’ve made from receiving these safety awards, but I do know that if you have a poor safety record, it’s only a matter of time before you’re not making any money at all.”

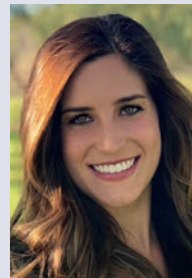
As far as safety benefitting the bottom line, Vlk acknowledged that if he was giving a presentation on the subject, he’d want to touch on some key points that affect the books: “I would definitely touch on workers compensation premiums, the ability to bid new work, employee culture, insurance premiums in general, job performance/repeat business and industry reputation.”

Reap benefits

SC&RA member company Precision Heavy Haul knows a little something about reputation – and how a sustained culture can reap numerous benefits. “A good safety culture at a business provides a better work environment, higher employee satisfaction, attracts customers, allows for a healthier reputation, lowers insurance premiums, prevents high claim costs and promotes positive work ethic,” noted Tiffany Myhre, Operations and Safety Manager at Precision.

Precision recently picked up SC&RA Fleet Safety and Zero Accident Awards. Myhre indicated that such awards allow the company to prove that hard work and safety pay off in the long run. “Employees feel safe; they work for a company that wants them to be able to go home to their family at the end of the

“ A good safety culture at a business provides a better work environment, higher employee satisfaction, attracts customers, allows for a healthier reputation, lowers insurance premiums, prevents high claim costs and promotes positive work ethic. ”



TIFFANY MYHRE, Operations and Safety Manager, Precision Heavy Haul

day,” she said. “Customers want to work with a safe company, because they want the job done correctly and efficiently. Accidents are also costly; lawsuits and lost time are only going to hurt a business. Safety awards demonstrate a knowledgeable company that cares about their employees and the public.”

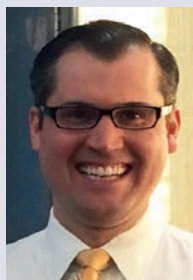
The right fit

Jeff Hammons, President at JHam Group Consulting, LLC, sees a direct connection between a company’s safety record, culture and awards and opportunities to grow financially.

“A safety record absolutely impacts your ability to win business, to sustain it and to attract new business,” he emphasized. “Relatedly, safety awards do validate the programs that the organizations say they have in place, and the resulting culture. It’s usually a pretty good barometer – a quality record and awards – as to who you’re dealing with.”

“ If you want to go into trucking, you’re not going to look for someone who has bad CSA scores, or bad press – which usually speaks to mentality, culture, execution. People are looking for a place to spend most of their day, essentially, and they want to be a part of a place that is not only doing the right thing, but growing and expanding as a result. ”

MITCH UNGER, President, Miller Transfer



and safety

Hammons believes that everything starts with the workforce, and grows out from there. “The driving reason we in this industry build cultures that sustain world-class performance is – number one – the value of our employees,” he said. “It doesn’t matter what you have in assets – none of that works without people. Successful companies in this industry ‘get’ how to provide the environment for injury prevention, provide the tools to do the job safely. You take those two things – and I’ll argue this with anybody – you’re going to create greater revenue, make your business stronger, win more business, sustain that business and as a result, drive your bottom line.”

Stronger profit margin

Ultimately, Hammons has seen how companies in construction and transport that “get” the safety culture and workforce value concept inevitably sustain a stronger profit margin than the folks that don’t. “Because when those profit margins shrink, there’s less room to overcome certain failures,” he added. “Be they incident or injury, mechanical, equipment shutdown or whatever it may be, I strongly believe that when you have this culture – and you protect people – you are going to be a stronger organization through the fat years as well as the lean ones.

“The side effect is a greater morale – happier, more engaged, people that believe in their company. It comes down to four words for me: safe execution [of] professional service. Not easy to do, but those four words provide the greatest opportunity for success now and into the future.”

Mitch Unger, President at Miller Transfer – who also recently received an SC&RA Transportation Award (as well as Driver of the Year [Mike Nichols] in 2016) – echoes Hammons.

“Folks that are really looking for a career, they want to find a solid place, and safety is an enormous component of that equation,” he assured. “If you want to go into trucking, you’re not going to look for someone who has bad CSA scores, or bad press – which usually speaks to mentality, culture,

execution. People are looking for a place to spend most of their day, essentially, and they want to be a part of a place that is not only doing the right thing, but growing and expanding as a result. And with the type of worker we’re trying to attract, we want them to do that due diligence ... to spend that time making sure it’s the right fit.”

Set yourself apart

Joe Doerr, Program Manager at NBIS, uniquely understands this topic from the insurance side. “Being able to set yourself apart from your competition is invaluable,” he said. “When the underwriter is looking at assessing risk, everyone is equal until you prove to the underwriter – documentations, awards, your safety profile – that you stand out above the rest.”

Doerr underscores today’s media/information environment as yet another reason to instill a robust safety culture within an organization. “Both bad and good news, and the resulting PR, travels fast these days – you sure don’t want to become the organization that’s known for its poor safety profile, violations, OSHA issues. Loss ratio also plays a major part in it, and those companies can’t effectively sell their services to someone that doesn’t know them.

“On the flip side, being able to present your company in a higher regard than your competition will likely have an impact in your favor ... as well as your rating with an underwriter.”

According to Doerr, companies are

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regularly looking around for the best rates, but they should also realize that they need to sell themselves as well.

“Insurance companies want to know that you’re low-risk,” he confirmed.

“To that end, it’s certainly worth taking the time to submit a job for a potential safety award because, as my colleague Bill Smith says, it gives you one more bullet in your gun. Recent awards go a long way towards understanding who you are from the insurance side, and whether or not this partnership is worth the risk. The more documentation you have that speaks to your safety culture – the greater the potential for a quality partnership.”

Submissions for the 2019 SC&RA Awards Program run from December 14, 2018 – March 5, 2019. Submissions are only accepted online. For information on applications and entry guidelines (and all forms), visit www.scranet.org/awards. ■



Being able to set yourself apart from your competition



JOE DOERR, Program Manager, NationsBuilders Insurance Services

is invaluable. When the underwriter is looking at assessing risk, everyone is equal until you prove to the underwriter – documentations, awards, your safety profile – that you stand out above the rest. ”



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A view from above

Drones have arrived – are you ready?

Construction and transport are utilizing drone technology in ever-increasing fashion. High-resolution imagery and video allow companies to market visually stunning projects, make the most of digital mapping and data storage and even inspect jobsite challenges on a moment's notice.

Recent industry numbers indicate that nearly 60 percent of construction and/or transport companies take advantage of drone technology in some capacity. In addition to pushing a company's photo/video game to the next level, drones boast tremendous data-collecting capability. And the construction industry, especially, is paying attention. According to industry-insider DroneDeploy, in the last year alone, drone use has exploded nearly 250 percent within the sector.

Nationwide survey results reveal that companies increasingly use drone data to compile photographic 3D site models, project renderings, cut/fill analyses, as well as automation and tracking of equipment, security surveillance capability and monitoring the safety of onsite personnel or job progress.

At this point, the value and ROI that drones can enable on construction sites or transport projects has been explored in great detail, and the difference they can make in a variety of applicable environments is undeniable. However, these distinctions aren't really about drones themselves, but instead about the data they're gathering.

Drilling down on that data, and what it can do for your business, could very well

give you the edge you've been looking for, or at the very least, organize and modernize your operational processes to the extent that you're much better off than before.

Staying in the loop

One benefit of using drone technology is that it provides you with more accurate and transparent estimates – i.e., it can help create accurate pre-job surveys so you don't have to rely on satellite imagery or bring in a third-party surveyor and then have to wait for the results. That said, the same information can also help subcontractors better prepare their estimates. Some companies report that drone surveys can be done ten times faster than traditional topographic surveys.

The 3D design capability that emerges via drone tech is also extremely valuable when utilized as both completed work or real-time, visual progress reports to clients. In this regard, drones can produce highly detailed orthomosaic maps (a grouping of many overlapping images of a defined area – processed to create a new, larger, true-to-scale map), point clouds (a set of data points in space, which measure a large number of points on the external surfaces of objects around them), 3D meshes (the structural build of a 3D model), time lapses, 360-degree panoramas and high-resolution videos and photographs – all of which are especially valuable to clients who can't go to jobsites frequently yet still want to stay in the loop.

Additionally, companies can share such data with external stakeholders,

field personnel and office staff for more cohesive communication and to ensure that all parties are privy to pertinent information.

A pivotal role

On the reputation side, having all this impressive data and making it available to clients makes you look like a genius – and your company like an industry leader. It also allows you to play a pivotal role in the industry's future – allowing you to not only maximize the additional reputation that comes with spearheading innovation, but keeping you out in front of the trend(s) that are defining your industry.

The beauty of it is that you don't need a fleet of drones to start realizing the benefits. In fact, start off with one – learn what it can do for you and how it best fits into your business. Also, get to know the data it produces, and learn to trust that data – embracing it as a new asset in your overall inventory. If you like what emerges, maybe another drone is worth considering.

All in all, it seems that drones have officially (and productively) arrived. Which lends to the likelihood that the next headline you read might ask: How are you operating without one? ■

CHIEF EXECUTIVE OFFICER



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AED names new VP of foundation

Associated Equipment Distributors (AED) has hired **Cory Hayes** as vice president of operations for The AED Foundation. The AED Board of Directors has recommended



an effort to increase focus on the workforce skills gap facing the industry. As part of these expanded efforts, Hayes was brought in to spearhead operations.

He has nearly 20 years of experience in the heavy equipment industry, working with dealers, OEMs and service providers. He brings a decade of experience from the private sector working at a leading equipment dealer consulting firm helping dealers improve operational, financial and management practices. He lends nearly another decade of experience serving in mid-level and executive level roles as the vice president of training and education at the largest trade association in the agriculture sector.

Kolb now directs Cometto sales

Joachim Kolb is the new member of Cometto's sales team. Kolb joined the sales department at Cometto, which produces specialized transportation equipment and vehicles, on October 1, 2018. Kolb has been active in the heavy-haul industry for the past 20 years and is an internationally recognized specialist in the field of self-propelled vehicles, Cometto said. With his extensive expertise and his strong network including numerous experts in this field,



he is expected to bring Cometto new business. "We want to make a difference and in order to achieve this, I will contribute with my experience in international sales," explained Kolb.

Since the takeover in 2017, Cometto is the specialist within the Faymonville Group in the development and manufacture of heavy-duty modules and self-propelled modular vehicles for payloads up to 15,000 tons and beyond.

Fleet Advantage adds Davis to solutions team

Don Davis has joined Fleet Advantage as vice president, strategic fleet solutions. In this role he will be responsible for advancing the company's strategic initiatives and enhancing relationships for private fleet and for-hire carrier clients throughout the U.S. Davis comes to Fleet Advantage with over 25 years of industry experience signing and retaining business accounts by building long-term successful relationships with national fleet and transportation companies.

Prior to Fleet Advantage, Davis served as a national accounts sales executive with PACCAR Leasing Company, based in Dallas, TX. He has also served in executive sales roles with several

other fleet truck organizations throughout the country.

"We look forward to having Don become a key member of the executive fleet solutions team, and we feel his background will greatly benefit our clients to serve their fleet and transportation needs," said Brian Holland, president and CFO of Fleet Advantage. "Don brings with him decades of experience in providing a consultative approach to the fleet industry, and he will benefit our clients as he helps develop and implement unique

fleet management solutions to organizations throughout the country looking to lower their costs, increase asset utilization efficiencies and improve their bottom line."



Kirby-Smith Machinery has hired **Pam Duncan** to serve as international

sales representative and equipment appraiser. Duncan joins the used equipment department with the primary focus of growing the company's used machine business internationally.

Kirby-Smith Machinery has promoted **Chuck Riddle** to governmental sales manager, Oklahoma. He will be responsible



for managing the company's governmental sales team in Oklahoma, which supports the equipment needs for all levels of governmental entities throughout the state. Additionally, Riddle will continue to manage his current governmental sales territory in northeast Oklahoma. Riddle has been in the heavy construction machinery sales industry for 20 years, covering most of Oklahoma. He joined Kirby-Smith Machinery as a governmental sales representative in 2017.

Custom Equipment has welcomed **Paul Allen** as its northeast U.S. territory manager. Allen will provide support to customers



in the northeast region, where the company has a growing presence. Allen has more than 10 years of sales experience selling and renting into the construction industry, including positions at Altec Industries, NES Rentals and most recently Admar Supply Co.

LiuGong Machinery has promoted **Kevin Thieneman** to vice president, responsible for global



strategy and business development, global after-sales business and to support market segment solutions. He will continue his role as executive chairman of LiuGong North America. Thieneman has served in this role since June 2017 and has 25 years of experience in construction equipment.

The Marketplace

Dealer Locator

68

Find a dealer/distributor by using ACT's Dealer Locator. The Dealer Locator program now includes an interactive map when viewing on online. Click and see where the dealers are and e-mail or go to their website from your online version. From the printed page, please pick up the phone and call for your crane needs.

Products, Parts & Accessories

76

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

Equipment for Sale or Rent

84

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

Safety, Training & Industry Services

Training, insurance, inspections, financing, consulting and safety equipment.

Career Opportunities

Employee recruitment and job postings.

Transport & Heavy Haul

88

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

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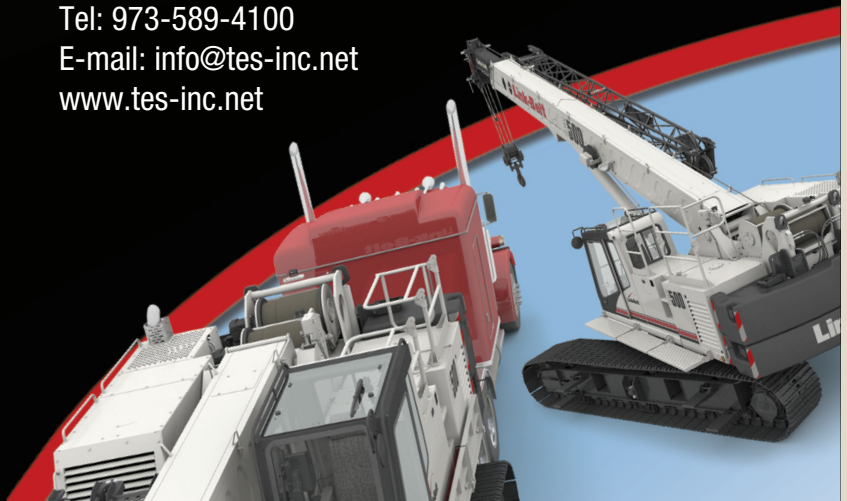
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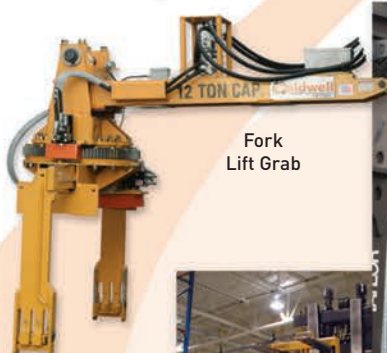
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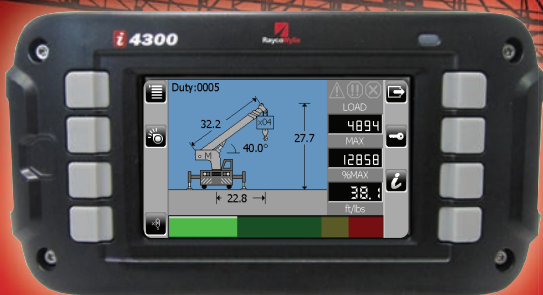
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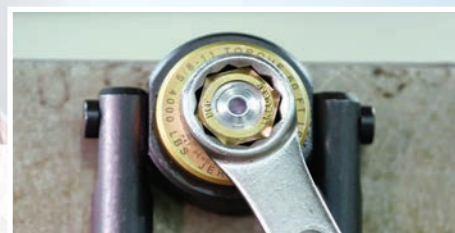
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Winter weather brings a whole host of driving safety issues.

When you drive a commercial motor vehicle (CMV) for a living – whether it's a truck or a crane – winter driving poses a number of additional challenges. Snow, ice, limited visibility – winter weather brings a whole host of seasonal considerations drivers (and employers) need to think about.

Although employers cannot control roadway conditions, they can certainly promote safe driving behaviors by making sure employees recognize the hazards of driving in winter weather. One way to do this is to share with employees the following five CMV Driving Tips for operating vehicles in inclement weather, which are suggested by the Federal Motor Carrier Safety Administration (FMCSA):

1 REDUCE YOUR DRIVING SPEED IN ADVERSE ROAD AND/OR WEATHER CONDITIONS –

25 percent of speeding-related CMV fatalities occurred during adverse weather conditions (US DOT Publication No. MCRT-00-004).

2 ENTER A CURVE SLOWLY, CURVE WARNING SIGNS ARE INTENDED FOR PASSENGER

VEHICLES – 40 percent of speed-related fatalities occur on curves (DOT HS publication No. 809 839).

3 REDUCE YOUR SPEED BEFORE ENTERING AN EXIT/ENTRANCE RAMP –

20 to 30 percent of all large-truck crashes occur on or near ramps (Journal of Transportation and Statistics, 1, 75-92., p. 76).

4 DRIVE SLOWLY WITH A LOADED TRAILER –

Fully loaded trailers are 10 times more likely to roll over than those with empty trailers (Pennsylvania Commercial Driver's License Manual, p. 2-15, 6-1).

5 SLOW-DOWN IN WORK ZONES –

nearly a quarter of all work-zone deaths in 2006 involved a large truck (U.S. Department of Transportation Federal Highway Administration. (2008), Ninth Annual National Work Zone Awareness Week 2008).

“ Although employers cannot control roadway conditions, they can certainly promote safe driving behaviors by making sure employees recognize the hazards of driving in winter weather. ”

Employers should also set and enforce driver safety policies and implement an effective winter maintenance program for all vehicles and mechanized equipment that drivers are required to operate in colder months. Many times, these programs involve winter-specific activities such as keeping gas tanks at least half full, ensuring motor oil is the right viscosity and changing tires. Other vehicle systems that should be checked (but not limited to) include:

- **BRAKES:** Brakes should provide even and balanced braking. Also check that brake fluid is at the proper level.
- **COOLING SYSTEM:** Ensure a proper mixture of 50/50 antifreeze and water in the cooling system at the proper level.
- **ELECTRICAL SYSTEM:** Check the ignition system and make sure that the battery is fully charged and that the connections are clean. Check that the alternator belt is in good condition with proper tension.
- **EXHAUST SYSTEM:** Check exhaust for leaks and that all clamps and hangers are snug.
- **TIRES:** Check for proper tread depth and no signs of damage or uneven wear. Check for proper tire inflation.
- **OIL:** Check that oil is at proper level and viscosity.
- **VISIBILITY SYSTEMS:** Inspect all exterior lights, defrosters (windshield and rear window) and wipers. Install winter windshield wipers.

As seasons change, so should the tasks you perform before hitting the road. Be sure to discuss with your employees techniques related to driving on snow and ice-covered roads; consider offering training for driving in winter weather conditions; and make extra certain operators are licensed (as applicable) for the vehicles they operate.

THE AUTHOR



Bill Smith, executive vice president, NBIS, is an expert on risk management and safe crane operations. He was a member of C-DAC, which assisted writing the OSHA Crane & Derricks Standard.

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