

ACT

The magazine for the crane, lifting and transport industry
A KHL Group Publication www.khl.com/act

INTERVIEW

TransWorld's
Crystal Dieleman

PRODUCT FOCUS

SPMTs

ROUNDTABLE:

Pilot cars

Trestle wrestle!

Tandem lifting over the Lehigh River

Official domestic
magazine of
the SC&RA



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Transportation
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JOE DOERR

Program Manager - Transportation

March 1, 2018

Breakout #2

2:30 - 3:30 P.M.

*Topic: In-Cab Technology:
Changing the Role of Drivers*

*Joined onstage by Dave Merrill
of Pahoia Express*

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Got you covered

This month's cover story is a good example of how to get a job or project featured in *American Cranes & Transport*. The writer and photographer, Frank Lawska, sent me an email last fall. He planned to photograph the pedestrian bridge erection project in Jim Thorpe, PA, and he offered to cover it as a Site Report for ACT. It all sounded great so I asked him, "Is this article exclusive to ACT?"

He agreed that it would be. You see, it's important that our Site Reports are exclusive; we aspire to cover all the industry news and also give our readers bonus exclusives. Lawska stayed in contact with the contractor and Dickinson Crane from October until mid-December when the cranes would roll in to make the tandem pick. He even arranged to photograph the jobsite with a drone. Just before Christmas the lifts were made and I scheduled the story. He sent me the copy in early January.

For the most part, that's how we get a majority of our job stories. Readers offer to cover a project for us. Larger crane companies and manufacturers generally have public relations or marketing folks who work with us on job stories, but the process is the same.

You don't have to be a professional photographer or writer, either. Many times we will get the photos from a job and our Assistant Editor Hannah Sundermeyer or I will call the project manager or crane owner to get the details and write the job report. And sometimes, when everything lines up, we are able to travel to the jobsite to see a lift and witness the project firsthand.

Our parent company, KHL Group, has created a "Guide to Working with the Press," that outlines everything from writing press releases to photography to new media. If you'd like a copy of this document email me.

Crystal Dieleman is a delightful young woman who is making waves in the crane and specialized transportation industry. In our Interview on page 18, she discusses how she started TransWorld Manufacturing and how she navigates the industry. Sundermeyer conducted our annual Pilot Car Roundtable on page 26. It seems like everyone is in agreement that a national Pilot Car Certification needs to happen.

This issue is also our show guide to the SC&RA Specialized Transportation Symposium Exhibit Center. If you are going to the Symposium in St. Louis, be sure to look us up at the Exhibit Center or one of the networking functions. If not, don't miss the show guide's insight into the companies that will be participating.

All that said, we look forward to hearing about your jobs, cranes and equipment and people!

D. ANN SLAYTON SHIFFLER

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PHOTO: FRANK LAWSKI

Erecting the 250-foot Mansion House Bridge required expert solutions and confident crane work. See our Site Report on page 38.



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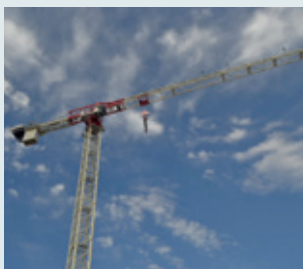
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■ Terex Cranes has introduced a new addition to its growing tower crane family, the Terex CTT 472-20 flat top tower crane. This new 22-ton class crane expands maximum jib length to 262.5-feet and increases load charts over previous models offering the same maximum lifting capacity. Maximum load at the full length is 4.4-tons or 5 tons with the Terex Power Plus (TPP).

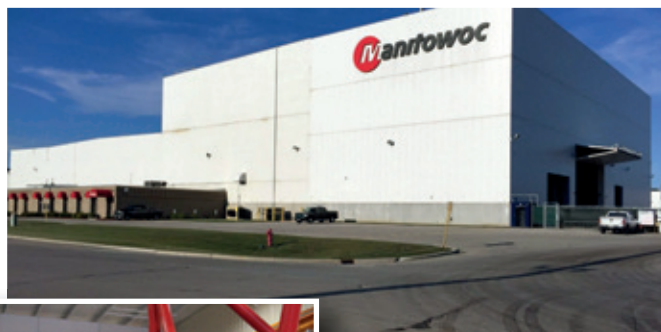
■ Grayhill now offers a line of Hall Effect joystick and rotary switches, which offer cursor control, redundancy options and low power consumption. The Hall Effect switches are ideal for a variety of fine position applications, including speed control, gain adjustment, screen navigation and hydraulic valve/flow control, as well as motion control and potentiometer replacement.

■ Trail King Industries has expanded its dealer network, recently adding 12 new distributors. New distributors and their territories include Competition Trailer Sales, Calgary, Alberta, Canada; Transit Quebec, Quebec, Canada; Querel Trailers, Winnipeg, Manitoba, Canada; Young Truck Trailer, Nebraska; Lucky's Trailer Sales, North Carolina; Arrow Trailer and Equipment Company, Illinois; Pee Dee Trailer Sales, South Carolina; Preferred Lowboys, Dallas, TX; TNT, Missouri; 5 Star, New England; Penn Jersey, Pennsylvania and Blanchard, South Carolina and Georgia.

Manitowoc relocates HQ to Milwaukee

The Manitowoc Company will relocate its corporate headquarters from Manitowoc, WI to Milwaukee, WI. Manitowoc has leased approximately 16,000-square feet of space in One Park Place in the Park Plaza office park. Manitowoc has already started to transition headquarters employees, and the relocation is expected to be completed by the end of the first quarter of 2018, pending completion of the build-out of the offices.

"Manitowoc's origin as a Wisconsin-based manufacturer dates to 1902," said Barry Pennypacker, president and CEO, of The Manitowoc Company. "The state has an impressive roster of global manufacturing businesses with a top-level talent pool, and we are excited about the move of our corporate headquarters.



Manitowoc moved its crawler operations to Shady Grove in 2016, and will now move its corporate headquarters to Milwaukee, WI from Manitowoc, WI.

We believe this location will strategically create easier accessibility for our customers, shareholders and employees."

The move will allow the company better access to infrastructure and a larger talent pool, according to David Antoniuk, senior vice president and CFO of Manitowoc.

Commensurate with the

relocation to Milwaukee, the company has agreed to the sale of its former headquarters in Manitowoc to Investors Community Bank. The sale is expected to be completed by the first quarter of 2018.

During 2016, the company moved its crawler crane manufacturing operations from Manitowoc to Shady Grove, PA campus, where the Grove and National manufacturing facilities are located.

WIKAI Group acquires Hirschmann MCS

Following successful negotiations between WIKAI and Belden, Hirschmann MCS is now detached from Hirschmann Automation



and Control to join and to strategically bolster the WIKAI Group.

Effective since January 1, 2018, Hirschmann Mobile Machine Control Solutions (MCS) has now assumed the new name of WIKAI Mobile Control. The new WIKAI Mobile Control business unit will include Hirschmann MCS in Ettlingen, Germany and Chambersburg, PA as well as a 50 percent share of a joint venture in Xuzhou, China.

All existing production sites and other facilities will continue to operate.

"WIKAI and Hirschmann MCS are an excellent fit," said Axel Kaltoben, executive vice president, WIKAI. "Within the context of this repositioning, we are going to leverage the synergies from merging solution-oriented and component activities to drive the long-term expansion of our system business and strengthen our international market position."



■ The SC&RA Crane & Rigging Group Tower Crane Committee's Incident Weather Preparedness Task Force will present their recommendations for tower cranes at the Tower Cranes North America Conference in Miami, FL June 18-19. The task force formed on the heels of Hurricanes Irma and Maria, as members highlighted the need for industry recommendations.

■ Garner, Iowa-based Iowa Mold Tooling has added two dealers to serve Saskatchewan, Northern Alberta and Wyoming. Transform Crane and Equipment will cover Saskatchewan and Northern Alberta while Power Equipment Company will cover Wyoming for the company. IMT produces truck-mounted cranes and mechanics trucks.

■ Maeda USA's CC1485 telescopic boom crawler crane is now available for sale and rental in the United States, Canada and Latin America. Replacing its LC785 model, the CC1485 features a 6.6 ton maximum lift capacity.

Tadano America and Tadano Mantis have assigned Reynolds Equipment, a subsidiary of Reynolds Rigging & Crane, as the dealer for Tadano rough-terrain cranes and Tadano Mantis telescopic boom crawler cranes for the state of Wisconsin.



Cropac grows fleet with Manitex cranes

Manitex International has finalized orders totaling 42 Manitex cranes from Cropac Equipment based in Oakville, Ontario, Canada.

The cranes will be used for retail sales and rental fleet needs across Canada, which now includes Cropac's

expanded territory of British Columbia. The orders cover a range of cranes with capacities from 17 to 50-tons.

In total, this new purchase will add more than 1,350-tons of lifting capacity to the Cropac's sales and rental fleet, giving customers multiple

options to suit their needs, the company said. Initial shipments are scheduled for the first half of 2018, and the total value of the order is approximately \$6.3 million.

"Cropac's dedication to the Manitex brand is apparent with this order," said Bill Finkle, president of Cropac. "As one of North America's largest Manitex dealers, Cropac is committed to our long-standing relationship of over 30 years. Cropac's customers trust that we will provide them with the highest quality boom trucks, that not only meet their very specific needs, but provide superior up-time giving our customers a strong ROI. Manitex has shown that they exceed these expectations, and we believe they will continue to do so in the future."



The Manitex purchase will add more than 1,350-tons of lifting capacity to the Cropac's sales and rental fleet.

Kruger uses GRT8100 for bridge building

Kruger Construction has been using one of Manitowoc Cranes' latest rough-terrain models, the Grove GRT8100, for more than six months in its bridge-building operations.

"Compared to traditional rough-terrain cranes I've used, the GRT8100 operates a lot more smoothly," said Joe Palickar, general superintendent of Kruger. "I

was able to notice it even on a 10 percent roadway pitch with the outriggers deployed at 50 percent. From the movement of the boom to the stability of the house and tilting cab, you can feel how well-built this crane is."

When Kruger received its GRT8100 in June of 2017, the company immediately put the crane to work on a new bridge project, setting 3.5-ton barriers in a river to build a cofferdam. After completing that task, the crane installed 32-foot-long beams that weighed 6 tons each, all within a tight, 18-foot-wide work space. Operators then used the GRT8100 to lift 18.5-ton precast segments to build the bridge itself. It was the first of five projects on which the company would use the GRT8100 in 2017. In 2018, the company is scheduled to build more than 30 bridges, and the GRT8100 will be used on all of them.



Pennsylvania-based Kruger uses its GRT8100 on bridge projects.



■ The ALL Family of Companies will take delivery of two 500-ton Liebherr LTM 1450-8.1 all-terrain cranes. It's VarioBallast system can add capacity, but still allows the AT to work in spaces where other large cranes will not fit.

Mammoet updates fleet with big order

Mammoet has placed an order for 10 Demag all terrain cranes including an AC 500-8 crane, three Terex MAC 25-4 pick and carry cranes and a Demag CC 3800-1 crawler crane. Mammoet's new fleet of Demag all terrain cranes feature innovations like the

Demag IC-1 Plus control system and a single engine concept with an intelligent motor management system. The IC-1 Plus control system provides real time calculation of the lifting capacities. This allows the crane to perform jobs usually reserved for larger machines, the company said. In addition, the single engine with start and stop function reduces idle times and total engine hours, which contributes to the reduction of fuel costs and helps preserve the crane's residual value.

The Demag CC 3800-1 lattice boom crawler crane has become a mainstay on wind farms across North America, according to Terex.

The Terex Mac 25-4 pick and carry crane has a 28-ton lift capacity and a maximum boom length of 60 feet.

Mammoet's three units include intuitive controls with a large LCD and cruise control, making them simple to operate, easy to rig and fast to transport from one job to the next. Mammoet's Demag CC 3800-1 lattice boom crawler crane is the industry's preferred choice for constructing wind turbines, according to Terex.

The CC 3800-1 can erect wind turbines at a 384-foot hub height without superlift. The 717-ton capacity crane also features an ergonomic cab and fall protection as standard equipment. ■



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■ SC&RA recently sent a letter to New York City Mayor Bill de Blasio urging him not to sign Bill No. 443 that would ban cranes older than 25-years of age. SC&RA has offered to assist with drafting language that is acceptable to the City Council, the NYC Department of Buildings, OSHA and the Mayor's office.

■ QSL, Groupe Robert (Watson and Sycamore) and Express Mondor will merge to create Mondor-Watson, one of the largest heavy hauling and oversized transportation consortiums in Eastern Canada.

CIS introduces new operator evaluation

To assist employers in evaluating and documenting crane operator competency, Crane Industry Services has introduced a new process called Qualified Crane Operator Evaluations (QCOE). The process gives employers valuable insights not available in certification testing by identifying specific operator strengths and skills that need to be improved.

The QCOE process graphs areas where knowledge and



Crane Industry Services' QCOE process gives employers insights that are not available in regular certification testing.

skill are strongest and where the operator and supervisors would benefit from more training or experience that the employer can provide or can be obtained through a reliable source. The process lowers costs and hassles associated with certification testing.

"Excuses don't work when an employer is behind on a job

schedule or over budget due to skill levels that are lower than needed to complete timely, quality, safe work," said Debbie Dickinson, CEO, CIS. "QCOE also helps employers fulfill the 'employer duty' to provide documentation to OSHA regarding qualification of operators, but the main benefit is safer, higher quality work." ■

Talbert Manufacturing has launched the 60/65SA trailer to accommodate tri-axle and tandem-axle jeeps. The capacity is 60-tons and it has a 13-foot 6 inch, two-point, rigid load base.



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High-wide corridor

Mike Chalmers reports on a new Wisconsin law that is considered a 'game changer' for the transportation industry.

On November 30, 2017, Wisconsin Governor Scott Walker signed into law Senate Bill 186 Milwaukee County High-Wide Route. The bill was introduced by Wisconsin State Senators Craig, Wanggaard, Carpenter, C. Larson and L. Taylor.

The law states that, in general, no person may install any structure along the route within the area necessary for the passage of a high-wide load without the authorization of the City of Milwaukee. Additionally, no person may take any action that would make any portion of the route permanently unavailable for use by a high-wide load – defined as a motor vehicle that exceeds general state limitations on motor vehicle size, is transporting property and is not more than 28 feet wide or 23 feet tall.

"The people involved in this legislation had a vision, and it certainly could have gone a different way, but you have some great people in positions of authority who understand how critical the trucking industry is to not only their state, but the nation as well," said Ray Morgan of Perkins Specialized Transportation, and vice chair of the Specialized Carriers & Rigging Association (SC&RA) Transportation Governing Group. "This was both a tremendous undertaking and a great win for the industry."

Economic benefits

Familiar to both city and county permit officials, the Wisconsin route is open to all carriers, nationwide. It begins at the northernmost



Wisconsin Governor Scott Walker signs SB 186, a new law that is a huge victory for specialized carriers.

intersection of South 70th Street and West Washington Street in the city of West Allis, and ends at the northern terminus of South Car Ferry Drive. Specialized carriers throughout the industry hope the legislation opens doors for similar decisions around the country.

"Just consider the other states that have port facilities," Morgan said. "If they were to do something similar to support their manufacturing base, imagine the economic benefits. Companies will invest because they can now build whatever it is they manufacture – in a more complete form, which is what industry is trying to do. Considering how many jobs have left – something like this, if it spreads, can really change this country."

Wayne P. Kokta, transportation manager for Dawes Rigging & Crane Rental/DST, Inc., and longtime SC&RA Permit Policy Committee member, echoed Morgan's enthusiasm, noting that this particular high-wide route issue has existed for nearly 40 years, and has slowly eroded, and needed protection.

"Prior to the passing of this bill, there was no way to

stop an entity from placing impediments along the route," he explained. "With the addition of new cable and fiber-optics lines, roundabouts, pedestrian-friendly street crossings, bike lanes and other obstacles, routing was becoming impossible. Thousands of dollars would need to be spent by the carrier to remove or alter the obstacles, and then restore them. This legislation, in effect, protects the route, makes everyone aware that it exists and forces them to plan around it."

Moving forward

Steven Todd, SC&RA's vice president of transportation, called the legislation a milestone that opens up economic opportunity and mobility.

"The route might only be ten miles, but it is the primary direct route in and out of that busy port," he emphasized. "We're talking thousands of trips per year – in which carriers will not have to coordinate with anywhere from one to half a dozen different utility and cable companies to raise and lower wires, which can be a several-day to several-week process, and include costs ranging

“Something like this, if it spreads, can really change this country.”

RAY MORGAN
Perkins Specialized Transportation

anywhere from \$1,000 to, I've heard, over \$60,000."

It also sets a precedent for the nation, Todd said.

"We're seeing progress in Oklahoma to create some semblance of a high-wide-heavy corridor in and out of the Tulsa Port of Catoosa – to raise their tandem allowance to 46,000 pounds. They're also proposing a bill for the upcoming Oklahoma legislative session that includes 28 feet wide and 23 feet tall – wording lifted right out of the successful Wisconsin bill."

Todd pointed to ongoing progress with the North/West Passage Corridor Coalition (made up of eight states from Wisconsin to Washington), the I-95 Corridor Coalition in Maryland, continued work in Texas to create efficient OS/OW corridors and continued work on the I-10 Connected Freight Corridor (sponsored by Arizona, Texas, New Mexico and California DOTs) as cause for great optimism moving forward. ■

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Stock markets soared to unprecedented highs as 2017 drew to a close.

This buoyancy was felt among heavy equipment manufacturers, with some notable share price records being set.

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.

Record highs

The Dow Jones Industrial Average finished 2017 in the high 24,000s, and would go on to breach the 25,000 mark for the first time in its history early in the New Year. The NASDAQ enjoyed an even steeper rally at the end of last year, exceeding 7,000 points for the first time, and the S&P 500 also set a new record.

This unprecedented strength was also seen among equipment manufacturers' share prices, with the ACT Heavy Equipment Index (HEI) breaking through the 250-point mark. The previous record was 217 points, set in April 2011.

As the graph illustrates, the industry has gained almost 50 percent in value over the last 12 months. One of the key factors in this is Caterpillar's performance. It has by far the highest capitalization – the number of shares outstanding multiplied by the share price – of any company in the ACT HEI. Its share price has sailed to more than \$160 in

the recent rally, pushing its capitalization close to \$100 billion for the first time.

This all prompts the question why? The economy is improving, but not outstanding. Corporate financials are healthier now than in the last few years, but revenues and profits are far from being sensational, so why are share prices at such high levels.

Ups and downs

There are several factors at play. First economic conditions are in a sweet spot. GDP growth is good, but it is not at such a runaway level that inflation is a worry. This means that the Fed and other central banks can keep monetary policy very loose, which makes the cost of borrowing cheap for corporations and consumers.

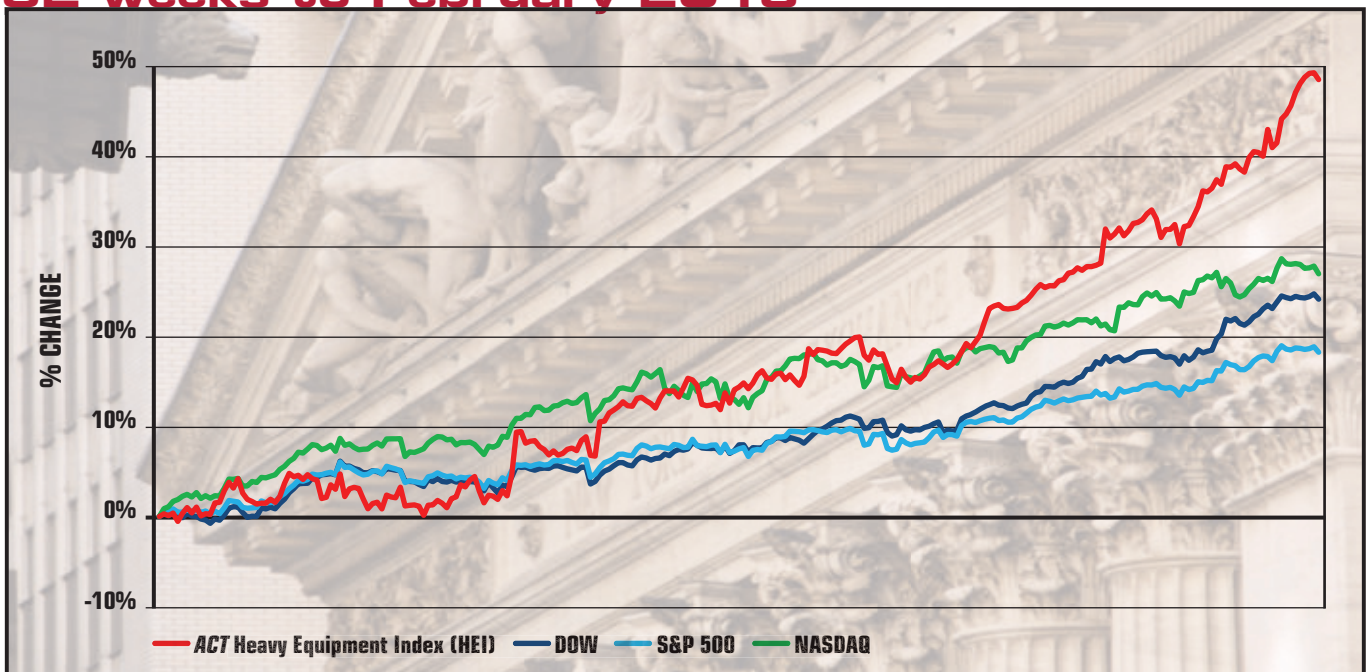
The other issue about low interest rates is that it keeps bond yields low. With this traditional safe haven looking unattractive, investors have put their money elsewhere.

“ The economy is improving, but not outstanding. ”

Equities are of course a riskier proposition than bonds, but blue-chip companies like those which comprise the Dow are among the safest in the world, so their stocks have undoubtedly attracted money.

But as sure as night follows day, there is a downturn coming. Pundits have been warning since the late summer that the markets are over-bought and over-valued, and the longer the rally goes on, the more painful the correction will be. The usual seasonal pattern is in for a slump in late January and early February, the time when this issue of ACT was going to press. The normal trigger for this is the release of annual financial results, which will provide a touch of realism to over-euphoric markets. ■

52 weeks to February 2018

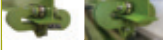


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NCCCO provides employers with key tools to preserve the integrity of the CCO certification process.

When NCCCO introduced its beefed-up ethics and discipline program several years ago, the sharp and direct tone was intentional: Break the rules and risk losing your certification.

"We needed to send a message to the (admittedly, very small) minority that NCCCO will not tolerate any attempts at subversion of its certification process and that any challenges to the integrity of the program will be dealt with to the fullest extent of our authority," said NCCCO's Ethics and Discipline Committee Chair, Ron Kohner.

Kohner said that NCCCO provides two key integrity tools to employers. Tool #1 is the NCCCO investigative process. Tool #2 is the certification verification system.

Tool #1: Report unethical behavior

NCCCO may become aware of an incident requiring investigation as a result of information received from any one of a number of sources: employers, examiners, state agencies, co-workers and even the certificant himself.

NCCCO uses a three-step, fully transparent process to ensure that allegations of misconduct are fairly and reasonably investigated, and to protect the public against unprofessional and unethical conduct.

1. REVIEW OF COMPLAINTS. Complaints are received and reviewed by the Program Integrity Team, an internal body composed of staff members with years of experience in program integrity matters.

2. FULL AND FAIR INVESTIGATION. All actionable matters are fairly investigated and adjudicated by NCCCO's Ethics & Discipline Committee, with notice given to the affected party. Sanctions may range from a warning up to revocation of certification.

3. APPEAL STAGE. An opportunity is provided for appeal to a separate appeals body of any sanction imposed to ensure fairness and due process.

"NCCCO goes to great lengths to protect the integrity of its programs by proactively

Investigation and verification

seeking to ensure compliance with its policies, and thoroughly investigating any allegations of misconduct," said NCCCO Director of Administration and General Counsel, John Zarian. "For example, every candidate signs an agreement promising to comply with, among other things, NCCCO's Code of Ethics and the Substance Abuse Policy, and it seems only fair and reasonable that failure to do that will result in sanctions."

Tool #2: Verify Certification

So what happens when a certified crane operator has his or her certification revoked? Clearly, ready access to information is important for employers who are hiring crane operators, and that becomes particularly important if the sanctioned operator fails to return his (now invalid) certification card.

That's where NCCCO's Verify CCO Online (VCO) system plays such a vital role. VCO provides instant checking of CCO certification at no cost via the NCCCO home page, or directly online at www.verifycco.org and has proven to be a highly accurate and reliable means of verifying credentials.

Users can obtain information from VCO

at any time, 24/7, and from most devices with an internet connection, including computers, smartphones and tablets. Even though different certifications may have different expiration dates, entering a valid certification number provides information on all certifications and their expiration dates for that person.

"The VCO certification verification system is an employer's first line of defense against certificant fraud," says Peter Juhren, VP operations, Morrow Equipment Co. "Verifying operators' certification through the online system should be standard practice for all employers, both at the point of hire and periodically during employment. It's quick, it's easy, it's free and it's available 24/7."

In addition to major industrial and construction crane users, the system is now in widespread use by federal, state and local government agencies, including OSHA and the U.S. Army Corps of Engineers. Thousands of users from all 50 states and the District of Columbia, as well as Canada and Australia, have registered to use VCO.

"No forgery, however good, can survive the scrutiny provided by the VCO system," said Zarian. "If a certification doesn't show up when a search is conducted via VCO, it either is not in good standing, or simply doesn't exist."

Indeed, the development of the VCO system has dramatically reduced the number of incidents involving doctored certification cards or misrepresentations of certification status.

"It's all part of our commitment not just to our candidates who have a reasonable expectation that all those certified by NCCCO will abide by the rules, but also to the employers who need to have faith in a system that will hold all certificants to account," said NCCCO CEO Graham Brent.



No forgery, however good, can survive the scrutiny provided by the VCO system.

SIX WAYS TO LOSE CERTIFICATION

- Operating a crane unsafely
- Using illicit drugs
- Cheating on an exam
- Forging a CCO certification card
- Attempting to bribe an Examiner
- Misrepresenting certification status

“ The VCO certification verification system is an employer's first line of defense against certificant fraud. It's quick, it's easy, it's free, and it's available 24/7. ”

PETER JUHREN, VP Operations, Morrow Equipment Co.

It is only natural that **Crystal Dieleman** would become a major player in the crane industry.

D. Ann Shiffler reports.

Not your

Age and gender are not an issue for Crystal Dieleman. At 33 she is president of TransWorld Manufacturing, a company she incorporated in 2015. Her idea was to

capitalize on three generations of family experience in the crane business to create an organization that is a turnkey resource for boom dollies, specialty trailers, spreader bars and other lifting and hauling products. TransWorld offers in-house engineering, fabrication and machining capabilities to design and manufacture a variety of crane accessories.

Dieleman is a stunning example of how to navigate the crane industry as a young woman. She is poised and intelligent and easily holds her own in conversations about the most complicated crane and rigging endeavors. At a young age she was already an industry insider, working at a Las Vegas family crane company since she was old enough to work. She grew up at Jake's Crane, a company started by her grandfather and later owned by her father.

"It was a natural evolution," she said. "Growing up, I always worked at Jake's Crane during the summer and while on breaks from school. We manufactured everything we needed for boom dollies, spreader bars, etc. because there were not many quality suppliers at the time. Jake's had some incredibly talented engineers and forward-thinking products. As everyone started to retire, it just seemed crazy to close up shop and let all those cool ideas get dusty in a box. The timing was right to start a manufacturing company to leverage the decades of knowledge and experience from being in the heavy lift and heavy haul industry."

After college she worked at a company

“ You have to build trust with your customers to have a lasting relationship with them. If you have great products and believe in what you are doing, the business will be there. **”**

**CRYSTAL DIELEMAN, President,
TransWorld Manufacturing,
Las Vegas, NV**

Crystal Dieleman incorporated TransWorld Manufacturing in 2015. She said the timing was right to start a specialized transportation and crane accessory manufacturing company to leverage decades of knowledge and experience from her family.

father's business

that specialized in tower crane erection, jumps and dismantling. She also worked at a crane certification company.

I've known Crystal since 2015 when she introduced TransWorld Manufacturing at the SC&RA Specialized Transportation Symposium. Since then she has become a mainstay at industry events around the world, and TransWorld Manufacturing's profile has benefitted from her marketing savvy, crane knowledge and the need for the products her company produces. She is known by all the major crane OEMs who work with her and the TransWorld team to produce boom dollies for specific crane designs.

Dieleman answered our questions about her career and her company with a refreshing energy and aplomb. I think you will be interested in what she has to say, and I also think the industry will be benefitting from her expertise for years to come.

WHAT IS THE HISTORY OF TRANSWORLD MANUFACTURING?

I incorporated TransWorld Manufacturing a couple years ago. The name TransWorld actually came from TransWorld Crane, which was a company started by Jim McGhie in the late 1980s, an engineer from American Hoist & Derrick Company, and later my father got involved in that business. Together they created some revolutionary designs, including a 400-ton capacity lattice boom truck crane, the SL400. It was a machine ahead of its time because it doubled the capacity of street-legal truck cranes in America. Its serial number is "The Crystal May," so the crane is actually named after me.

WHAT DISTINGUISHES TRANSWORLD'S BOOM DOLLIES?

There is an incredible attention to detail in the engineering and overall design of our dollies. Not only were they designed by the end-user, but they were operationally test-proven for years with our own fleet of cranes. We have some very talented fabricators in our shop that take great pride in their work. Personally, I think our dollies are beautiful.

WHAT IS IT ABOUT THE JOB THAT KEEPS YOU ENGAGED?

I enjoy being on the manufacturing side

of the industry because I get to travel and meet interesting people. Boom dolly sales are generally tied to big crane purchases, so it's always fun to keep up with the new models and configurations of these remarkable machines. Sometimes a customer will have a unique scenario where we have to design something special, so we get to learn about these neat projects before they happen.

WHAT ARE THE CHALLENGES?

A lot of what we do ends up being customized to a specific project or customer. It is difficult to pre-build or stock things. The state Departments of Transportation requirements get revised and updated, and manufacturers change things periodically. It can be a lot to keep up with while still maintaining consistency and short lead times.

HAVE YOU EVER HAD ISSUES BEING A WOMAN IN A MALE-DOMINATED INDUSTRY? IF SO, HOW DID YOU DEAL WITH THEM?

I think being a woman in this industry is an advantage. People remember me because there aren't many women. As a woman, you have to make sure you are schooled up about the industry or whatever it is you specialize in. Some people might test you to see if you know what you are talking about because they don't expect a woman to know much about cranes.

You sort of have to get past that first hurdle of proving yourself before you can start a real conversation. I tend to ask a lot of questions, and I have found that many colleagues are happy to share their knowledge to help me expand my understanding.

You definitely do have to have thick skin though. It's not for everyone. I don't want to make light of potential dangers or roadblocks women may face in a male-dominated (or any) industry. Bottom line is you need to be true to yourself and trust your instincts.

THERE IS A FOCUS IN THE INDUSTRY TO HIRE MORE WOMEN? WHAT IS THE BEST STRATEGY TO ACCOMPLISH THIS?

Change comes from within. I am in this profession because of my family. Without that exposure I don't think I would have joined this industry. Many parents wonder



Bragg Crane & Rigging, based in Long Beach, CA, recently took delivery of a Liebherr LTM 1400. TransWorld produced a boom dolly for the new crane.

if their sons might become crane operators or project managers, but what about their daughters? I've heard people say "oh my daughter likes makeup" as a reason they don't talk to her about cranes. Well, those things aren't mutually exclusive. You can like makeup and cranes, you just need to discover your own personal brand and own it.

I am fortunate to have a father who encouraged me to do this. This industry is fascinating; we just need to get the word out more, and to younger children. People at every level should be proactive and inspire young people, regardless of their sex.

WHAT IS YOUR BUSINESS PHILOSOPHY?

I believe in honesty and integrity. You have to build trust with your customers to have a lasting relationship with them. If you have great products and believe in what you are doing, the business will come.

WHAT DO YOU DO WHEN YOU ARE NOT WORKING?

I love to travel! And eat. My amazing son is four now, so he's at an age where we can really start doing some fun things together. So far this year we have trips planned to the beach and to see the St. Patrick's Day parades in New Orleans. When I visit your city, you can be sure I will ask for local food recommendations. ■



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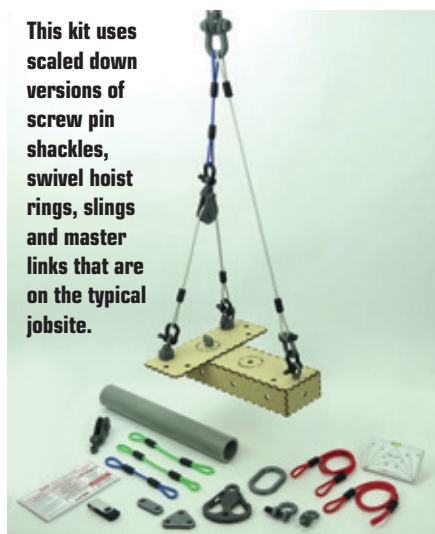
Smaller scale training and certification techniques are both unique and cost effective. **Hannah Sundermeyer** reports.

Miniaturization is the trend to produce ever smaller mechanical or electronic products. Think about your first cell phone. It was probably much larger than the thin smart phone that you carry around today. NASA was an early proponent of miniaturization in its quest to develop lighter electronics in space. Miniaturization has been embraced by the crane, rigging and specialized transportation sector for many years. The goal is to produce equipment that is lighter and more agile.

Miniaturization can also be effectively used in training crane operators and rigging personnel in proper rigging techniques.

The North American Crane Bureau (NACB) recently introduced the NACB Training Kit that was designed as a training aid to provide a thorough, long-term understanding of using typical rigging gear. Designed by TactiLearning, the kit features miniaturized rigging gear,

This kit uses scaled down versions of screw pin shackles, swivel hoist rings, slings and master links that are on the typical jobsite.



The NACB Training Kit provides an interactive, hands-on training experience, giving students immediate feedback on the cause and effect of their actions.

much like you would see on a typical jobsite where cranes are being operated.

Hands-on learning

"These kits allow the participant to rig and attach loads in a controlled environment, and anything that can be used as a tool for proper training in a more controlled environment will continue to be paramount in reducing accidents," said Ted L. Blanton, Sr., president and CEO of NACB. "NACB continues to push the envelope, leveraging its long history of success by partnering with groups like TactiLearning to bring such innovative products to the industry."

There are many perks and benefits of the NACB Training Kit, including its compact size. Measuring in at only 5 by 5 by 17 inches and weighing only five pounds, the kit includes an instructor guide, trainer presentation and student manual, in addition to a Crosby Lift Guide and a tape measure with level and angle guides. The instruction guide has seven rigging workshops covering the following safety presentations: Rigging with a Single-Point Load Hook, Rigging with a Duplex Load Hook, Rigging with Basic Hitches, Calculating Weight, Sling Angle, and Tension, Rigging a Load with an Off-Center C.O.G., Rigging with Snatch Blocks – The Basics, and Rigging with Snatch Blocks – Rolling a Load.

The kit includes functional, scaled-down versions of screw pin shackles, swivel hoist rings, slings and master links. It comes with multiple loads, individual components and sling lengths for learning rigging concepts.



The centerpiece of the training kit is the miniature rigging gear. There is also a comprehensive Instructor Guide and Student Manual.

The Instructor Manual features multiple training scenarios. It addresses bridle hitches, basket hitches, load control, off-center of gravity, shackle orientation, pivoting a load, length/height sling tension multipliers, eye bolt de-rating for angular loads and more.

According to NACB, any product that can reduce the chances of an accident or loss of life is an asset. Proper safety training goes a long way, and it can be performed with minimal costs and time. Personnel that have been properly trained are more qualified and can perform their jobs safely and with fewer hazards.

It's also important to note the flexibility of space and time to properly train in a classroom scenario. The cost, physical space or liability insurance to train a group of riggers alone makes rigging training very challenging. This kit eliminates these factors and allows for trained personnel to guide students through complex rigging scenarios in a safe manner.

SC&RA marks its 70th anniversary at the 2018 Annual Conference.

Leading

Celebrating 70 years in 2018, SC&RA's Annual Conference lands at the Boca Raton Resort April 17-21 in Boca Raton, FL. The theme is leadership, and nothing exemplifies the strength and productivity of the many leaders who have, and do, make up the Association than a growing membership that, seven decades in the making, comprises more than 1,350 members representing 46 nations.

Beneath the banner "70 Years of Excellence," SC&RA has improved on its mission to advocate for, educate and provide networking opportunities to its members in the moving and lifting industries, so they can operate safely, legally and profitably around the globe.

The 2018 Annual conference will bring together more than 700 of the industry's top managers, senior executives and



owners to experience a week of highly beneficial networking, committee meetings and educational sessions.

Additionally, the Annual Conference Products Fair offers members and exhibitors the chance to meet in person and discuss industry products and opportunities that apply directly to business on both sides of the exhibit table. The Products Fair is a hub of networking activity, and stands as a strong example of SC&RA's global membership value.

A key component of SC&RA events are the presentations, especially at the Annual Conference. Attendees will benefit from and enjoy an impressive roster of speakers delivering sessions on a range of human-interest and industry-specific material.

Defining success

One need to look no further than the Opening Session featuring Tommy Spaulding, who will discuss "The Heart-Led Leader." From the jump, Spaulding points out that 18 inches is the distance from your head to your heart. Such a short distance, yet most individuals



Nestled in a Mediterranean-inspired village and just a few steps from the South Florida coastline, Boca Raton Resort and Club is a Waldorf Astoria Resort.

never take the journey. Leaders and organizations that lead with their hearts are more successful and achieve better results than those that don't, he contends.

Ultimately, Spaulding shows that love and results are not opposites; they are two sides of the same coin. AKA: love-driven results. If you love what you do, if you love the people you do it with, you will achieve better results.

Another highlight presentation will be delivered by Bill Smith, executive vice president of claims and risk management for NBIS. In this session, "Key Standards of Care for Crane & Transport Companies," Smith answers some timely questions: What are the safety standards of care for crane and trucking companies? What are the responsibilities of all parties in a crane lift? Who is responsible for what?



The Annual Conference provides conference-goers with unmatched opportunities to network and socialize.

Enlightening and entertaining speakers



The Opening Session speaker is Tommy Spaulding, who will address how to lead from your heart.



At the Link-Belt Breakfast, Dave Davlin will discuss 'The Game-Winning Three' to achieve a fulfilling career and balanced life.



Kevin Brown will share his ideas, strategies and principles in his presentation 'The Hero Effect.'



Comedian and entertainer Greg Schwem will show participants how to 'Rock, Roll and Laugh Your Way to the Top' at the annual Trail King breakfast.



Entertainer Mike Rayburn is the headliner at the Closing Night Awards & Recognition Dinner.



NBIS's Bill Smith discusses the key safety standards of care for crane and transportation companies.

the way



The Products Fair, always a hub of networking activity, gives participants the opportunity to catch up on new product and service offerings.

He will also ask: What can I do to get my transportation costs and accidents under control? How can I teach my employees defensive driving or, better yet, do I know how they are driving my equipment?

Smith's goal is for attendees to walk away with a better understanding of the responsibilities within a crane lift, and how to protect their company, as well as tools and techniques to reduce auto transportation exposure.

Dave Davlin also joins the ranks with his presentation "The Game-Winning 3." He will expound on how success can be defined in its simplest form as making life better for someone else. The key to success in any business lies not only in the development of great products and services, but more importantly, in the development of great people.

Kevin Brown will challenge conference-goers to reach beyond what is required and do something remarkable. In "The Hero Effect," Brown will share ideas, strategies and principles that will inspire and equip participants to show up and make a positive difference. At the heart of his message is a philosophy for life

that drives every thought and action, and ultimately every result achieved personally and professionally.

The numbers question

"How Do Your Numbers Stack Up?"

This question will be answered by panelists Rebecca Brewster, president, American Transportation Research Institute; Bob Costello, chief economist, American Trucking Associations; and Ken Simonson, chief economist, Associated General Contractors.

The three industry analysts will explain how business is impacted by internal and external challenges. From the state of the economy, to regulations to the driver shortage and more, the panel will show how each impacts operations and can mean the difference between failure and success. Brewster, Costello and Simonson will walk attendees through the numbers associated with trucking and the construction industry's top issues.

Comedian Greg Schwem will switch things up a bit with his session: "Rock, Roll and Laugh Your Way to the Top."

Schwem has opened concerts for stars ranging from Keith Urban to Celine Dion to Enrique Iglesias to – wait for it – KC and the Sunshine Band, and has seen how Rock and Roll is really a business. Over the years, he's learned that every company and employee has "rock-star" potential.

Schwem shows his audience how that can be done in a presentation combining hilarious comedy, live concert footage and a musical soundtrack featuring everything from Classic Rock to Country to Techno.

One of SC&RA's core beliefs is putting members together to pursue opportunity or to just catch up with old friends. Organized networking events include the First-Timers Reception, the President's Reception, the International Members Reception and the Acoustic Alchemy Guitar Reception. On the extracurricular side, the tennis and golf tournaments are always popular, as well as the NCCCO Fun Run/Walk 5K.

The theme of the Foundation Gala is "Racing Toward Our Future," and attendees are encouraged to wear race day attire, black and white.



The SC&RA Golf Tournament is an opportunity to kick-start networking at the conference while playing a signature course in the perfect Florida sun.

Rounding out the week is the Closing Night Awards & Recognition Dinner – where more than 300 attendees will convene for a gourmet meal and the chance to see fellow members be recognized. The program includes awards for membership longevity, the Environmental Award, the Golden Achievement Award and the President's Award. The prestigious Hauling and Rigging Job of the Year Awards buttress the end of the evening.

Entertainment for the evening is international keynote artist Mike Rayburn, who will share three simple, powerful tools which took him from playing empty bars to headlining Carnegie Hall, eight times! For more information on the 2018 Annual Conference, awards applications and/or to register, visit www.scranet.org/annualconference. ■



How do your numbers stack up?

Three of the industry's top data analysts – ATRI President Rebecca Brewster (top), ATA Chief Economist Bob Costello (middle) and AGC Chief Economist Ken Simonson (bottom) – will answer key questions about the U.S. economy and related concerns. They will discuss regulatory concerns, the driver shortage and other issues that may affect business success in 2018.

Pilot car executives weigh in on market trends, challenges and certification. **Hannah Sundermeyer** reports.

Road ready

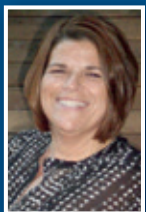
Pilot cars play a critical role in the safe arrival of a heavy haul convoy. They help assure the safety of the load and the well-being of the traveling general public. Pilot car drivers are “scouts” of the convoy, making sure that what’s ahead and what may be coming up from behind is communicated to everyone involved in the project. Participants in our 2018 Pilot Car Roundtable are WCS Permits’ Valerie Daniels, New York Truck Escorts & Permits’ Maureen Mandich and Nova Permits & Pilot Cars’ Louis Juneau.

HOW DO YOU CHARACTERIZE THE MARKET FOR PILOT CARS?

DANIELS: The need for pilot cars is steady, and I foresee it as remaining steady. With manufacturers producing larger commodities daily and changes being made to state regulations, we could even see a slight increase in 2018.

MANDICH: New York City is a unique place and navigating through the local streets is a challenge best left to professionals

“ The need for pilot cars is steady and I foresee it as remaining steady. ”



VALERIE DANIELS,
Pilot Car Division
Manager, WCS Permits

“ As we continue to grow and prosper we must never forget that safety is our number one concern. ”

MAUREEN MANDICH, Owner, New York Truck Escorts & Permits, Inc.



that are thoroughly familiar with the area. It can be very intimidating for drivers who seldom travel the metropolitan area or may have never been here before. I find most of my customers want me to arrange escorts for them, even when they have an escort along with them. They feel comfortable knowing that the local knowledge possessed by the NYC escort will guide them to their destination safely.

JUNEAU: It’s an evolving one. Large carriers invest in their own. States and provinces are in the process of replacing troopers with super pilot cars.

WHAT DO YOU CONSIDER TO BE THE BIGGEST CHALLENGES IN THE PILOT CAR BUSINESS?

DANIELS: Route surveying and high pole piloting continues to be a problem. Many pilot car companies offer these services without having the proper experience or knowledge. Additionally, there are no standards amongst state agencies as to how a survey should be prepared or what should be included within the survey. WCS places requirements on pilots and surveyors, but other company’s requirements may be different or may not exist at all. Another challenge is the industry is separating the qualified pilot car drivers. Over the years WCS has been in the industry, we have developed a good book of pilots, but it can sometimes be hard to decipher between a qualified pilot without different levels of certification.

MANDICH: Carriers seeking to increase their bottom line have focused on reducing their insurance costs by increasing the responsibility of the pilot car company. This has created a difficult situation as

the role of the escort evolves. The cost of insurance is no secret to anyone in business. We all complain about the high cost but there is no choice but to accept it as a cost of doing business. However, if an escort is to take on additional liabilities and purchase additional insurance policies, please expect the cost of an escort to go up proportionally to the cost of the insurance.

JUNEAU: To remain competitive and find suitable drivers.

WHAT’S YOUR PERSPECTIVE ON PILOT CAR CERTIFICATION? DO YOU THINK THIS WILL COME TO FRUITION AND IF SO WHEN?

DANIELS: Pilot car certification needs to happen! The ability to have uniformity with regards to insurance requirements, equipment, signage and lighting would be of great benefit. Additionally, some basic training in flagging operations; what a truck driver can see, what the truck driver requires of a pilot during movement and what to do in an emergency, would be of great benefit to the pilot industry, trucking industry, as well as the traveling public. I believe the certification should have two levels. The first would allow a pilot to provide chase car/lead car operations and the second would allow high pole usage and surveying. The certification needs to be broad and not designed around one segment of our industry. Every pilot should not be required to understand how a 400-foot long dual lane superload steers. If we don’t over complicate the process, I believe it can and will come to fruition. When? I wish I could say.

MANDICH: The state of New York is our main area of focus. New York state leads the way as we already have a certification process in place. Escorts are certified after using a study guide and taking a test administered by the New York Department of Motor Vehicles. In addition to the New York license, you must possess a driver’s license, but it does not have to be a New York driver’s license.

JUNEAU: More and more states are

considering it. Some provinces in Canada are now even thinking about it, which is a really good thing.

DO YOU SEE MORE LARGE COMPANIES CREATING THEIR OWN PILOT CAR DIVISIONS?

DANIELS: Trucking companies have wandered in and out of the pilot business for many years. I do not believe most companies will see the long-term benefit to large scale pilot operations. The problem is logistics. Pilot cars are not needed on all oversize loads and at times, only on certain highways or in certain states. Unless the trucking company's operations are isolated to a small geographic area, having the pilot in the right place at the right time is a problem. A pilot traveling a long distance to escort a load is neither time nor cost effective. As a result, I do not see pilot car operations being beneficial to the majority of interstate haulers, and in this regard, I do not foresee drastic change within the pilot industry.

MANDICH: The current trend is already towards carriers having their own pilot car division. However, because NYC is so unique, we are somewhat insulated from

this because of the unique knowledge required to come through NYC. Our services are being used because customers demand us. Reducing the tension and apprehension of travelling through NYC is worth its cost to have peace of mind.

JUNEAU: As mentioned before, it's impossible to compete with larger companies doing such. Their pilot car drivers tag along and assist their truck drivers with various tasks which pilot cars shouldn't be doing for insurance and works comp reasons.

WHAT DO YOU HOPE TO SEE IN THE COMING YEARS FOR PILOT CAR COMPANIES?

DANIELS: I hope to see clear-cut lines between surveyors/high poles and standard pilot cars, mandatory general liability insurance and that all states require pilot car certifications and mandatory equipment inspections.

MANDICH: New York Truck Escorts & Permits is very fortunate to be at the center of construction. Everywhere you look there is development. Urban and metropolitan areas alike are experiencing new construction. The positive business news that we receive daily and even hourly

“ Some provinces are now even thinking about [certification] which is



a really good thing.”

LOUIS JUNEAU,
President,
NOVA Permits & Pilot Cars

makes me believe that the outlook for the transportation industry is very bright. As we continue to grow and prosper we must never forget that safety is our Number One concern. We have continued to use our relationships with the various regulating agencies to effect change in routing and escort procedures. We look forward to the challenges that the future presents us as we continue to grow and mature.

JUNEAU: I wish to see 3-tier certification for chase and lead, pole operator and super pilot cars for police replacement and directing other pilot cars on load. ■

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Modular marvels

Because of their agility, versatility and design features specifically targeted to the market, SPMT demand is escalating in North America.

Heavy haul companies in North America are increasingly embracing the benefits of having self-propelled modular transport (SPMT) systems in their fleets. Just 10 years ago, only the larger-scale specialized carriers had discovered the benefits of these European-made and designed transporters. But today, mid-sized and even small heavy haul companies have realized the efficiencies and versatility that SPMTs offer.

SPMTs are modular, which allows for myriad configurations. Beyond moving heavy, oversized equipment and vessels through plants, refineries and other facilities, SPMTs can be adapted to highway use. Following are some of the newer SPMT products on the market.

Fully interoperable

Goldhofer's Addrive system brings a switchable drive to its line of SPMTs. The Addrive, according to Erich Traub, is a milestone for the heavy-haul sector and "another building block in the Goldhofer range of transport solutions."

Since Goldhofer introduced the Addrive in 2016, more than 60 units have been placed. The Addrive combines the benefits of a towed module with those of a SPMT in terms of tractive force, speed, flexibility and economics, Traub said.

The drive unit switches off automatically after reaching a speed of 9 mph and the vehicle can be driven as a normal heavy-duty module. The disconnect separates the motor from the wheel and prevents the drive from overheating. To handle



Emmert International uses a Goldhofer SPMT to haul a huge vessel.

gradients, the Addrive is activated again to obtain full tractive power from the system. That avoids the need for an additional towing tractor or pusher.

Addrive's flexibility to switch between the self-propelled and trailered modes makes it a strong solution for long hauls that include steep hills and winding roads. It allows for heavy machinery and components to be transported from one place to another using one single vehicle.

Goldhofers PST modules deliver interoperability in a variety of transport operations. The hydrostatic drive turns the THP into self-propelled transporters (PST). The PST series, for axle loads up to 66 tons, is available in 7.97 feet and 9.84-foot widths (depending on the type).

"The PST series is very economical as all vehicles are fitted with standard truck tires, and the electronic multi-way steering with +/-135-degree maximum steering angle helps keep tire wear to a minimum without missing out on the wide range of steering programs, including standard steering modes such as normal, transversal

(90 degree), diagonal and carousel as well as several special steering programs," said Traub. "The PST series is available with mechanical steering with 55-degree maximum steering angle."

Versatility plus

According to TII Group, which markets the Scheuerle, Kamag and Nicolas line of specialized transporters, 70 percent of all transports over 3,000 metric tons and 90 percent of all transports over 5,000 metric tons are now carried out on modular, self-propelled vehicles from the TII Group.

TII has long been a major player in the global SPMT market and is credited with developing many of the original attributes of this type of transporter.

The Scheuerle SPMT SL is a centrally-dividable variant of the modular, self-propelled SPMT transporter. It can be combined to form any size of vehicle arrangement. The Scheuerle SPMT SL can be used to form three-file combinations, which is especially useful for huge component and vessel transport.

Also, from Scheuerle is the SPMT Light. "With the fully electric SPMT Light from Scheuerle, we provide one of the most universal and efficient systems for indoor and outdoor use," said Joachim Kolb, business development manager at TII.

"The vehicle can move an 86-ton payload free of emissions and almost without a sound, which is almost a third more than competing systems," he said. Loading is carried out either by driving under the load and lifting the hydraulically



New from TII Group and Scheuerle is the battery powered SPMT Light with a capacity of 86 tons.

supported vehicle or with the help of available cranes onsite.

The main feature of the SPMT Light series is the compact design of the vehicle modules. The platform dimensions of approximately 19.5 by 8 feet with four pendulum axes guarantee optimum flexibility for smaller transport tasks, especially in warehouses and small spaces.

“Scheuerle’s SPMT Light always stores sufficient energy for its various tasks thanks to the state-of-the-art battery and charging technology,” said Kolb.

Strong and flexible

After the takeover by the Faymonville Group, Cometto is now the specialist for self-propelled, modular and special industrial vehicles. The latest product included in the Cometto product range is the MGSL modular axle lines that have a capacity of 50 to 5,000 tons.

The MGSL is designed for public roads and off-road transport, as well as for inside plant operations. The MGSL offers flexibility for light and heavy loads, the company said.

“Thanks to a strengthened loading area, it reaches point loads up to 55 tons above the wheel arches and 88 tons above cross members for heavy and concentrated loads,” the company said. “Another impressive fact is that the MGSL has the highest bending moment on the market.”

The Cometto MGSL is designed to be user friendly. The axle compensation makes an ideal load distribution possible, according to Marco Andres of Faymonville.

“Best maneuverability is guaranteed by pendulum axles with a stroke of 600 mm (2.4 inches) and the pivot-mounted



The latest product included in the Cometto product range is the MGSL modular axle lines that have a capacity of 50 to 5,000 tons.

bogie with a 60-degree steering angle,” he said. “Road inclinations (lengthwise and crosswise) can be compensated with the stroke on the cylinders. Pendulum axles ensure optimum ground contact and equal tire pressure under the most difficult circumstances and keep the platform almost in a horizontal level.”

The steering is controlled either by a gooseneck or by a drawbar. The freely accessible steering rods give an easy and safe adaptation of steering angles.

Due to a large package of options and accessories, the MGSL can be quickly adapted to specific transport requirements. Dropdecks are also available in various designs and payload classes.

“Perimeter deck, flatbed deck, excavator deck or a spacer, the customer can choose within a large range of versatile and standardized dropdecks or even go for a tailor-made solution that meets exactly his needs,” said Andres. “Another helpful tool to optimize the use of these MGSL axle lines is the Cosmo-software, an open tool to survey axle loads and bending moments.”

A new standard

Enerpac Heavy Lifting Technology has been developing SPMT systems since 2009. The Enerpac ETL600 travel gantry combines the safety and efficiency of a hydraulic gantry with the ease of use of a SPMT. With a lifting capacity of 60 tons, the travel gantry features self-contained hydraulics, telescopic cylinders and wireless controls.

Enerpac recently introduced its first standard SPMT product range, the SPMT600 Series. The SPMT600 is a compact, three-axle per trailer modular system featuring a low pick-up height and slim design, making it suitable for operating in confined spaces. A single trailer can support loads up to 67 tons.

Using remote wireless control operation, one person can operate the transporter, safely away from the load.

The SPMT600’s trailers and HPUs can be configured to a maximum of four trailers in two rows (4x2) or six trailers in two rows (6x2). Two trailers and a power pack can be shipped inside one 20-foot container. The SPMT features a Tier-4 diesel HPU for reduced emissions.

Enerpac’s SPMT features a low retracted height and narrow design. These compact units operate efficiently indoors or on well compacted surfaces and feature easy operation of steering, driving and lifting for the operator. The SPMT is controlled remotely via the wireless Enerpac Intelli-Drive remote, which allows the operator to walk freely with the load untethered, maximizing sight lines and safety.

“In just a short time, often less than 10 minutes, an operator can learn to use the SPMT, making use of steering modes such as crab and carousel and confidently position the trailer to do some heavy lifting,” the company said.

The 67-ton capacity SPMT600 is a compact, three-axle per trailer modular system featuring a low pick-up height and slim design.



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Data deluge

What are the differences between the telematics systems offered by major crane manufacturers? Here's the scoop.

For the past decade crane manufacturers have been grappling with the advent of telematics technology. These systems produce valuable data that can affect many areas of crane ownership, including fleet management, remote diagnostics, GPS tracking and even safety. But for the most part, crane owners have been slower to grasp this technology and to take advantage of what it offers. Today, most telematics users are the operators of large-scale crane fleets that rely on this data to help manage their equipment and businesses more efficiently.

All the major crane OEMs offer telematics with varying data points. Some offer telematics systems through third-party vendors and others manage their system in-house.

To assist in standardizing telematics systems on construction equipment, the American Equipment Manufacturers Association (AEM) and the Association of Equipment Management Professionals (AEMP) have created a mixed-fleet telematics standard that recently received approval from the International Organization for Standardization (ISO) to be accepted as a global standard. Data points include location, operating hours, fuel usage, distance traveled, caution codes, idle time, engine operating data and a variety of diagnostic codes.

AEM and AEMP are now working to include cranes in this standard. The SC&RA and several crane OEMs are working with AEM on this project. A crane telematics standard will likely be introduced within the next year.

American Cranes & Transport recently surveyed the major crane manufacturers about their respective telematics systems and the specifics of these programs.

Kobelco's KCROSS system allows for daily reporting with a multitude of data points including monitoring operation hours (detailed by propel, swing, craning, rigging and idling) as well as fuel consumption monitoring and maintenance due alerts.

Kobelco KCROSS

Kobelco Cranes introduced its KCROSS (Kobelco Crane Remote Observation Satellite System) telematics system in 2011 as a standard feature in the G-Series crawler cranes. The system was demonstrated to customers for the first time at the G-Series product launch at ConExpo in 2011. Kobelco said it was the first crawler crane manufacturer to offer the system as standard equipment.

"During these seven successful, field-proven years of KCROSS operation, the system has been applauded by Kobelco crane owners throughout North America for the abundance of useful information it provides in a simple, easy to understand format," according to Greg Ballweg, general manager of sales for Kobelco.

Information provided includes viewing and printing daily, weekly and periodic reports; monitoring operation hours (detailed by propel, swing, craning, rigging and idling); fuel consumption monitoring; delivering notification of events or "maintenance due" alerts; crane location and movement; building a "geo fence" with movement alarm around the crane; assisting in service troubleshooting; and customizing maintenance records and alerts.

Kobelco contends that the best part of the KCROSS system is that it's free. There's no subscription fee or expiration of service, and it's transferable.

However, the Kobelco telematics system is not available on the Manitowoc products built by Kobelco for Manitowoc.

Ballweg said that Kobelco crane owners and their fleet managers played an

instrumental role in the development of KCROSS.

"Their feedback and direction allowed Kobelco engineers to develop a system that was user friendly, customer oriented and what they wanted," said Ballweg. "And since KCROSS is a Kobelco designed and built system, it allows for customization of information and reports. Kobelco engineers have already facilitated requests of

some Kobelco fleet owners."

Kobelco contends that KCROSS has the potential to enhance a crane's resale value.

"The original Kobelco crane owner can use the KCROSS information to illustrate a positive story about their ownership experience, application usage and maintenance record," said Ballweg. "Since KCROSS can breakdown hours on the hour meter by application, the original owner can show a prospective buyer what percentage of total time was spent on less stressful applications, such as idling or just holding a load (rigging). And since KCROSS is transferable, this also becomes a desirable feature for the second or third owner of a Kobelco crane throughout its life span. The second or third owner of the crane simply contacts Kobelco or their Kobelco



Tadano's Hello-Net system was designed to give crane owning companies an asset management tool that provides operational and logistical information. Benefits include multi-machine management capabilities for tracking geographic location, maintenance planning and scheduling, operational visibility, work history and report generation.

crane dealer to establish a new KCROSS username and password for its new "no-charge" account.

Liebherr LiDAT

Liebherr supplies an electronic interface for telemetry data for nearly all mobile crane models in its production range, according to Wolfgang Pfister, head of strategic marketing and communications, Liebherr-Werk Nenzing. One of the major benefits of this is that systems from various telemetry service providers can process the data it supplies.

"Liebherr cranes are prepared using the established FMS standard of leading European commercial vehicle manufacturers," said Pfister. "This means it will be possible to integrate the latest mobile crane generation into the customer's existing FMS system without any problem. The benefits for crane owners include recording and visualization of crane data such as localization, operating condition, mileage, down times and lots more."

LiDAT is the data transmission and positioning system for Liebherr machines and the machines of other manufacturers. Based on state-of-the-art data transmission technology, LiDAT provides information on the location and operation of machines, enabling their efficient management, optimal operation scheduling and remote supervision.

With LiDAT all the most important machine data can be viewed at all times.

Data is updated several times a day and can be accessed using a

web browser. Particularly valuable information, such as when a machine leaves a predefined zone or notifications about specific operating modes and parameters, can be automatically delivered by email.

For crawler cranes and foundation equipment, Liebherr offers additional packages such as overview of safety-relevant information; documentation of overloads, violation of wind speeds, etc.; LML overview of sensor warnings, LML assembly operation, etc.; additional process recording data transmitted via LiDAT to the reporting software; and additional web service packages allowing a direct integration in an ERP system capable of web service.

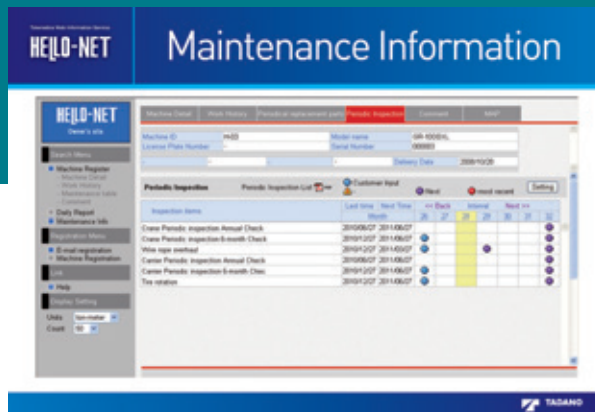
Terex IC-1 Remote

Terex Cranes is collaborating with customers to develop the new IC-1 Remote telematics system for Demag and Terex mobile cranes. The IC-1 Remote telematics system will be formally rolled out in 2018 to offer crane operators and owners a detailed overview of their connected fleet, according to the company.

"Until the launch, a pilot phase is being used as a learning experience for both Demag and for customers," said Dustin Hamburg, Terex's associate marketing manager of North America. "Customers will be able to give direct feedback and suggestions to Demag to implement in the launch version of the system. This collaborative approach has been chosen to provide customers with a chance to directly influence the system with their real-life insights and invaluable input."

Through this process of testing, feedback and continuous development, Demag aims to create the most intuitive crane fleet telematics solution on the

The major crane manufacturing companies have developed telematics systems that allow for remote crane diagnostics and fleet management from around the world. With Liebherr's LiDAT system, all the most important machine data can be viewed at all times.



market – with all the features and data that today's connected crane customers want – and need, Hamburg said.

The IC-1 Remote telematics system is designed to deliver an improved overview of fleet assets. Users and owners will be able to save time and resources by managing and monitoring their fleets remotely. IC-1 Remote will include GPS positioning, hours of operation, wind speed, crane configuration information and more.

Hamburg said IC-1 Remote will offer remote diagnostics to troubleshoot and diagnose cranes remotely and provide remote operation support to allow operators to receive remote support and online assistance from Demag service technicians. Advanced features include remote service access for control system maintenance.

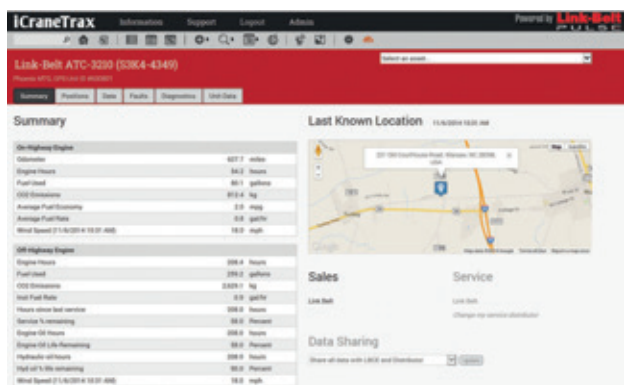
Tadano Hello-Net

Introduced in 2010, Tadano's telematics communications system is known as Hello-Net.

"Hello-Net is an efficient asset management tool that provides valuable operational and logistical information about our cranes to our customers," said Jay Shiffler, vice president of marketing. "The system benefits include multi-machine management capabilities for tracking geographic location, maintenance planning and scheduling, operational visibility, work history and report generation. When users log into Hello-Net the raw data is shown in an actionable format that when used, serves to enhance our customer's business through quality crane and fleet management."

Hello-Net data is currently collected via satellite and mobile communications systems (GSM). But Shiffler said Tadano is transitioning fully to GSM that will enable more immediate access to crane information where satellite





Link-Belt offers choices for coverage that range from a very simple program with basic information, to comprehensive needs of customers with expanded requirements.

said Bruce Kabalen, manager marketing and technical communication. “Link-Belt’s telematics detail

communications are only updated several times a day.

“Moving to the GSM will one day allow customer support staff direct remote access to the crane, providing technicians the ability to troubleshoot and perform repairs as well as provide software updates remotely,” he said. “Tadano’s Hello-Net system is provided free with the purchase of our cranes.”

The data provided by Hello-Net telematics is equally important to Tadano customer service, design and manufacturing operations.

“The ability to receive actual performance and operational information is essential to understanding how our cranes and crane components are functioning in the field,” Shiffler said. “Using the data, we can detect and provide necessary product updates and modifications on current model cranes as well as feedback data to improve future product development.”

Link-Belt iCraneTrax/Pulse

Link-Belt’s telematics initiative began in earnest in 2012 when it first announced its partnership with AIA Software and its telematics portal, iCraneTrax powered by Link-Belt Pulse. By ConExpo 2017, all Link-Belt cranes were telematics capable.

Since the beginning of implementation, the focus for Link-Belt has always been to provide crane owners the assurance that all data points and fault codes relayed from each enacted machine was proprietary to the crane owner; in other words, the crane owner’s own the data. Furthermore, the crane owner can determine whether they share the data with their Link-Belt distributor and/or Link-Belt.

“Telematics is no longer a nice option. It has become a tool for the owner to maximize their equipment investment by monitoring fuel use up to component wear and predictive maintenance,”

unquestionably leads the crane industry and our easy-to-use portal at iCraneTrax.com gives all owners unmatched capabilities regardless of fleet size.”

Link-Belt’s success with telematics has been the flexibility it offers to customers, Kabalen said. Link-Belt offers choices for coverage that range from a very simple program with basic information, to comprehensive needs of customers with expanded requirements.

Link-Belt also wanted to ensure the valuable resources of the Link-Belt Distributor Network were optimized in the process. Of course, basic information – location, operating hours, odometers, fuel etc. – are all included, but tons of “crane-specific” data is also at the customer’s disposal on an easy-to-use dashboard.

The most recent development to telematics on Link-Belt cranes is Pulse 2.0, which debuted at ConExpo 2017. One of the most exciting enhancements with Link-Belt Pulse 2.0 is the ability to service and update a crane’s software remotely, Kabalen said. The system includes a Wi-Fi connection and uses the serial number of the unit to determine

whether any updates are available and downloads/installs to the appropriate controller. Software maintenance can be accomplished in the field without a service call or bringing the crane in for service.

Manitowoc CraneSTAR

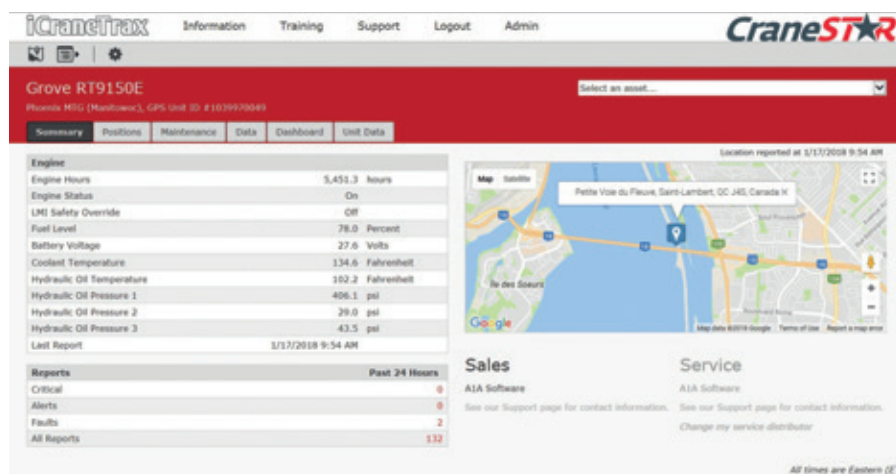
Manitowoc’s CraneSTAR represents a new era of data management and planning for crane owners around the world by providing real-time crane fleet information to engineers and operators, regardless of location, the company said.

Manitowoc’s proprietary telematics system helps users to reduce costs by monitoring critical data, recognizing trends and enabling smarter decision making. CraneSTAR does this by providing information on numerous factors, including engine use, location changes, daily productivity, critical systems and much more.

Crane owners can keep their equipment running longer by utilizing automated maintenance alerts from the machine’s service meter. Custom function timers are also available to track usage hours for hoist, swing and drive motors.

CraneSTAR’s hardware is weatherproof and meets or exceeds industry environmental standards, the company said, as well as SAE J1455 specifications for mechanical, electrical and environmental design and use. With its IP67 sealed, compact aluminum enclosure, CraneSTAR is built to withstand harsh environments.

Built with technology that’s exclusive to Manitowoc, CraneSTAR remains one of the most extensive OEM-produced crane asset management systems available today, according to Manitowoc.



Manitowoc’s proprietary telematics system helps users to reduce costs by monitoring critical data, recognizing trends and enabling smarter decision making, the company said.

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Raising the bar

Kenco Bucket Trucks navigated a mountainous hauling project with all sorts of obstructions.

Kenco Bucket Trucks recently teamed up with Edwards Moving & Rigging to safely transport two massive turbines. Both turbines measured approximately 30 feet long, 16 feet wide and 17 feet tall. When loaded on the trailer with one pull and two push trucks, the stats were even more impressive. The loaded out transports weighed 913,227 pounds and measured 245 feet long, 19.5 feet wide and 18 feet tall.

Originating in New York, Kenco deployed two bucket trucks and four crew members to successfully guide the transport. In all, the Kenco team cleared more than 650 overhead obstructions along a route stretching more than 200 miles to its destination in Pennsylvania. During the winter move, the team encountered adverse weather conditions, including snow, which hampered visibility and halted progress during several stretches.



Kenco's team had to remove multiple traffic signal mast arms and vertical poles.

"Kenco's ongoing training program and strong safety culture qualified our bucket truck operators to anticipate and eliminate aerial and roadside obstacles," said Kenny Mungle, owner of Kenco Bucket Trucks.

These obstacles included signal lights and lines, telephone, cable television lines and electrical lines belonging to multiple service jurisdictions. Kenco also coordinated all utility trucks on the project, directing them to the electrical distribution lines they needed to move.

"Even in the unavoidable weather conditions, the bucket

Kenco and Edwards were also periodically required to transition from daytime moves to night moves to reduce traffic disruptions.

truck operators made sure to never compromise the cargo, project team members or public safety," said Mungle.

A joint effort

Handling live electrical wires, traffic lights and other obstructions along a given route requires experienced bucket truck operations. Kenco's bucket truck operators disconnect and remove aerial traffic signals, remove and/or raise signal mast arms, reposition signal mast heads for proper clearances, remove pedestrian cross walk signs, remove and replace highway signage, adjust and lift all types of communications cabling for proper clearances and remove and replace roadway signage. Kenco's team will often work with local municipalities and jurisdictions to minimize community disruption. Many times Kenco's team will coordinate traffic management plans and develop intersection detour plans. The company also conducts route surveys to ensure all aerial obstructions are liftable or removable.

"Moving that type of equipment along

The Kenco Bucket Truck team cleared more than 650 overhead obstructions along a route stretching more than 200 miles. During the winter move, the team encountered adverse weather conditions, including snow, which hampered visibility and halted progress during several stretches.



the back roads of the Poconos and Adirondacks was challenging, especially with the hazardous weather conditions,” said Kyle McAfee, project manager of Edwards Moving & Rigging. “We were glad to have the crew from Kenco on our team.”

The biggest challenge of the transport was navigating through the mountains, and the various small townships with numerous traffic signals, communication lines and fiber optics. The load required a push truck and a pull truck to maneuver through, and the Kenco team had to remove multiple traffic signal mast arms and vertical poles.

High risk haul

Kenco and Edwards were also periodically required to transition from daytime moves to night moves to reduce traffic disruptions in the area. Given the higher levels of risk at night, the Kenco team relied on a well-maintained bucket truck fleet and state-of-the-art equipment, as well as its certifications and training to ensure the cargo and crew arrived safely.

Based in Baytown, TX, Kenco Bucket Trucks was founded more than 20 years



The loaded out transports weighed 913,227 pounds and measured 245 feet long, 19.5 feet wide and 18 feet tall.

ago by Mungle and his wife Myna. The company’s purple bucket trucks are well known by heavy haul companies throughout the United States. The company works in the lower 48 states with the Gulf Coast area its main territory.

“Our uniformed fleet proved once again that their personal investment in training and established safety record positioned our team of bucket truck operators to handle any situation that came their way,” said Mungle.

Kenco has a proprietary library of

custom bucket truck videos and safety training for on-site and off-site bucket truck training. The company’s bucket truck operators have achieved OSHA Fall Protection certification, TRF450 and TRF 453 certification, basic mechanical aptitude testing, hand-tool knowledge courses, IMSA Work Zone Safety Certification, IMSA Traffic Signal Technician I Certification, IMSA Traffic Signal Technician II Certification, HASC training and OSHA’s 10-hour and 30-hour training courses.



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Closing the gap

Erecting the 250-foot Mansion House Bridge required expert solutions and confident crane work.

Frank Lawski reports exclusively for *ACT*.

The new \$3.9 million Mansion House Bridge recently erected in Jim Thorpe, PA is the result of a 25-year effort to connect the Delaware & Lehigh (D&L) Trail and the Rails-to-Trails system. The planned 47-mile D&L Trail is part of the Delaware & Lehigh National Heritage Corridor that, when complete, will preserve an historic pathway that once was used to transport coal and iron. The bridge is a long-awaited connection for hikers and bikers.

When it was founded in 1818, Jim Thorpe, PA was known as the “Mauch Chunk” borough. It was renamed Jim Thorpe in 1953 to honor Olympic medal winner James Francis Thorpe. In addition to its title as one of the “Most Beautiful Small Towns in America,” visitors from nearby Philadelphia and New York City frequent Jim Thorpe for hiking, biking, white water rafting, skiing and horseback riding. Carbon County Commissioner Wayne Nothstein said the new bridge is expected to significantly increase tourism.

The winding canyon of the Lehigh River narrows on its western shore south of Jim Thorpe, making the new pedestrian bridge the only way of continuing the trail south. The erection of the bridge took place in December, less than a week before Christmas. The very tight working geography made moving and positioning the huge cranes complicated. Adding to this problem was that both sides of the river have active freight railroads with daily trains. As well, passenger tour trains operate on the Jim Thorpe side of the river

PHOTOS BY FRANK LAWSKI



The bridge sections, trucked to the jobsite by Latona from Alabama, were laid flat about a quarter of a mile upstream in a staging area used by a recently finished highway bridge.

within 50 feet of the west bridge abutment.

Pittsburg, PA-based Latona Trucking was the general contractor for the bridge project. This was Latona's first undertaking of constructing such a large-scale bridge. Field Superintendent Chris DeCresenza outlined the large amount of planning that was required, especially concerning the tight work areas.

One of the most time-consuming issues was dealing with the railroads and protecting their right-of-ways. On the eastern shore, where both the Reading Northern and the Norfolk Southern run freight lines, there is an active water treatment construction project. Railroad paperwork stalled the bridge erection for 45 days in the spring, pushing the final lift into December and inclement weather.

Staging the bridge

The iron pedestrian bridge was fabricated in Alabama by Contech Engineered Solutions and transported to Jim Thorpe

The erection of the bridge took place in December, when the weather was less than ideal.

over a two-day period in the fall of 2017.

The 40,000-pound bridge sections were placed at a staging area about a quarter of a mile upstream. Dickinson Crane used its 40-ton capacity Grove RTC to lift the pieces for assembly.

Later in the project these six sections were lifted onto Latona's lowbed tractor trailer by a 50-ton Grove truck crane, and then backed down through the parking lot to be lifted by Dickinson's new Liebherr 1400 all-terrain crane that the company acquired in late June 2017.

Rick Pletz was the site foreman in charge of crane operations and planning for the project. He and DeCresenza spent many hours planning the lifts and determining how to get the cranes in and out.

A second crane was originally coming from another company, but because of project delays, the final lift caused



a scheduling conflict. The second crane ended up being a Grove GMK 7550 provided by ALL Crane Rental of Pennsylvania.

A major concern was getting the second crane to its lifting location, which was a narrow access road to the water treatment plant that ran along the railroad. There were many obstacles including stored tank cars and a protruding shear rock wall mountain.

The first issue was determining if the crane would fit down the road. Even if the tank cars were moved, the crane could not move off the road on to the ballasted train tracks to avoid the rocks.

The ALL GMK was transported to the jobsite with the boom on a separate trailer. The crane was assembled in the parking lot of the Jim Thorpe Market. Due to its flexible steering, the Grove GMK 7550 navigated the road with about three feet to spare in some locations.

Meanwhile Dickinson's Liebherr 1400 was driven to the site with the boom in place. It was set up in the staging area to attach the wings and then driven through the parking area to the west bridge pier about 200 feet past the train station. The crane had to be maneuvered down the extremely tight access road to the lifting pad on the river. About half way down, the Liebherr 1400 encountered a huge rock outcropping that could not be moved. With a little creative maneuvering by crane operators Jake Schuster and Doug Hendricks working together, they cleared the rock and got down to the pad using the chassis elevating feature of the crane carrier.

Test fits

Once in place, the Liebherr 1400 began lifting its outrigger pads and counterweights from a procession of flatbed trailers. It took the remaining few hours of the first day to assemble the 1400. The second day saw the Liebherr 1400 fully assembled and lifting the counterweight assembly from trailers on the west side to ALL Erection's Grove



Rigging the bridge sections was complicated. It took several hours to balance the loads and set the chain-hoists to their proper heights until the bridge mating could start.

GMK 7550 on the eastern side of the river.

The third day started with Dickinson's 50-ton Grove rough terrain crane working at the bridge assembly site loading one of the bridge sections onto Latona's low bed tractor trailer and then backing the rig down through the parking lot to the ever-narrowing access road next to the western side bridge pier.

The Liebherr 1400, known as Crane 1, was rigged to the bridge section then lifted it down to its river pad where it was disconnected. Next, Crane 2, the Grove 7550, reached across the river, rigged onto it and lifted the first section to its side of the river.

While the first section was still in the air, Jim Morris, site inspector, had the crane lift the bridge section over to the eastern pier for a test fit. Satisfied that there wouldn't be a problem, Crane 2 proceeded to set the section down on a tight landing between the crane and the pier to later be joined by two more sections forming half of the bridge. As this was happening on the eastern pad, the Liebherr 1400 was doing the same on the western pad.

The next few days were spent lining up and inserting more than 400 bolts into the sections until there were two half bridges assembled, one on each side of the river. During the assembly, both cranes held and maneuvered each section into place for the ground crews to do their work.

The weather changed to a cold wind and a coating of snow, causing the work to slow. For safety, and to relax the work environment, Latona's DeCresenza and Dickinson's Pletz made the decision to move the final lift day ahead to the next week on Monday, December 18.

ALL Erection's Grove GMK 7550 was rigged in the parking lot of the Jim Thorpe Market. Due to its flexible steering, the crane fit on the narrow road with about three feet to spare in some locations.



The Liebherr 1400's chassis elevating feature allowed it to maneuver past several rock outcroppings.

On that morning, after several safety meetings at different locations around the jobsite, the cranes were fired up around 8:30 a.m. and the rigging began. It took several hours to balance the loads and set the chain-hoists to their proper heights until the bridge mating could start.

Mating the sections

Slightly after 11:30 a.m., both cranes began lifting, and by noon the two halves of the bridge were lined up crossing the river to be joined in the middle.

Both cranes maneuvered their loads with their respective bridge ends set on blocks on the side of each pier while the center section floated about five feet in the air above the river. This allowed the men on the work platforms to reach the center bolt holes from the ground.

The two aerial work platforms were a 75-foot JLG on the upstream side and an 85-foot Genie platform on the downstream side. As workers began maneuvering the bridge sides, the come-alongs torqued the two pieces together. A huge bang could be heard in downtown Jim Thorpe.

The bolting continued into darkness, facilitating the use of several portable light plants. Around 6:30 p.m. Joe Latona, owner of Latona Trucking, had a pick-up truck load full of pizza and hoagies brought in for an impromptu dinner for the crew. By 7 p.m. the ground crews were back working on the bolts, with only a few to go on a top center cross member. A problem developed when it was discovered that four holes were off just a fraction, and even with drift-pins fully hammered in, still would not accept the bolts, no matter how much they tried.

Morris went up and determined that the lift could continue with the drift pins hammered in all the way. The next day the holes would need to be reamed out with a drill.





The two cranes began lifting in tandem, bringing the entire 250-foot long bridge up in the air and floating it into position. At 9:02 p.m. the new bridge was rigged into place on each side of the river.



The Mansion House Bridge is a new landmark in Jim Thorpe, PA.

Just before 9 p.m. the two cranes began lifting together bringing the entire 250-foot-long bridge up in the air and floating it into position. At 9:02 p.m. the new Mansion House Bridge at Jim Thorpe touched down. After a few bolt nuts and the removal of the rigging straps, the new bridge was home.

Early Tuesday morning saw the sun shine on a new landmark in Jim Thorpe, PA. Crane 1 reached across the river and helped dismantle Crane 2. ALL Erection's crane began motoring off the pad around 11 a.m. It took about 45 minutes for it to

navigate back to the market parking lot to begin removing the boom for the trip to its next job.

Dickinson's Liebherr continued to work, hooking up to the center of the bridge while Latona's ground crew finished reaming out the misfit holes and placing new bolts in place of the drift-pins. A short time later, after the remaining new bolts were torqued to the proper poundage, Crane 1 was disconnected and put to bed for the day.

The next day Crane 1 removed its counterweights and moved to the

assembly area off the river pad. As soon as it left the river, Latona's excavators started removing the "rip-pap" pad from the river. By the end of the week it was all trucked out using 15 tri-axle dump trucks. The river bank was returned to its original, if not improved, condition.

The bridge deck has been secured from entry, and the project will be halted until spring when Latona's crews will begin placing the ironwood deck on the bridge and the approach work is completed. The Mansion House Bridge official dedication ceremony is scheduled for June 1, 2018. ■



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✓ Indicates new participants at the 2018 Exhibitor Center.

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Young people today gravitate towards fairly universal concepts: technology, group-think, inclusion, collaboration. Let's take a look at that last one.

Practiced understanding

The next generation of workers – no matter what age, level of experience or vocational inclination – will have grown up with a practiced understanding of the value of collaboration. By the time they reach us, they will have collaborated with each other, their teachers, their coaches, their teammates, friends, parents and anyone else on countless endeavors – ranging from neighborhood fundraisers to after-school projects to in-game strategies to family voting on what food to eat and movie to go to.

If they decide to go to college, they collaborate even more – the belief in said collaboration becoming even more deeply imbedded. So, you can imagine – whether

they arrive in your conference room or on your jobsite – they're going to expect to be part of some type of collective effort – some type of shared experience.

The Merriam-Webster definition of collaboration is: to work jointly with others or together in an intellectual endeavor / to cooperate with or willingly assist / to cooperate with even if not immediately connected.

Collaborative culture

Sure, construction and transport do plenty of sharing, but do we do enough collaborating?

Ultimately, collaboration is working towards a common goal and not just working to accomplish an individual task. A competent collaborator brings people together, asks for various perspectives and circles back often to check in on progress.

In this way, collaboration becomes a culture – a culture, mind you, that many if not most of the generation of people we're looking to hire already have imbedded into their core mode of operation. An easy mistake is to assume you're collaborating just because you're sharing. Not always the case.

In our industry, sharing can often consist of doing your work and then handing it off. But this is actually a disruption to the collaborative process – and often might not include an active exchange of information, ideas and perspectives.

Creating a collaborative culture involves embracing certain core principles that can

be modified perhaps, but not controlled, by money or technology. A recent piece by Seattle-based construction technology firm, Unearth, stated: "Construction is great at completing individual tasks, and does perfectly well at sharing the results of this work with other parties. What construction needs to master is opening information for active discussion and input before that work is completed."

Unearth also pointed out that construction struggles with collaboration because, for generations, it has promoted a traditional chain of command that endorses sharing only when necessary. Before technology made instant communication possible, this strict chain of command helped keep everything above board and organized. It was slow, but it worked well. However, complex modern projects require a range of communication and collaboration, even as the industry is slow to adapt.

Such inability to adjust can not only be disruptive to a jobsite, but remain a constant challenge for companies throughout the industry looking to tap into the ever-elusive, altogether collaborative, next generation of workers.

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Success spotlight

SC&RA's Awards Program spotlights member and industry achievements.

Each April, SC&RA uses its Annual Conference to formally recognize exceptional achievements by both individuals and member companies via the popular Awards Program ceremony. However, the submission process begins about six months before that. The good news: there is still time to submit! The deadline for 2018 is March 6.

The Awards Program is very popular with members for a host of reasons. Winning an SC&RA award serves to spotlight a member's commitment to safety, ingenuity, perseverance and altruism. SC&RA members the world over recognize the awards as a

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March 6, 2018

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CRANE & RIGGING:

- Job of the Year Competition
- Safety, Safety Improvement and Zero Accident Awards
- Crane Operator Safety Award
- Project Safety Award
- Crane Rental Service Safety Award

TRANSPORTATION:

- Job of the Year Competition
- Fleet Safety, Safety Improvement and Zero Accident Awards
- Transportation Group Driver Safety
- Driver of the Year Award
- Million Miler Award

INDUSTRY:

- Environmental Award
- Golden Achievement Award
- President's Award

Access the rules, regulations and applications at www.scranet.org/awards

productive union of industry distinction, customer commitment and personal accomplishment. It's not uncommon for many Association members to express as much enthusiasm and admiration for the accomplishments of their industry peers as they do when graciously accepting equal recognition for their own success.

Bill Schwartz, safety director with member company Sautter Crane Rental, explained how proud his organization was to receive a Zero Accidents Award last year.

"It was a beautiful award, and we were very honored to get it," he affirmed. "Zero accidents for the year is something that every company strives for, and to get recognized for it made it even more special."

The Zero Accidents Award is given to members who have zero recordable accidents/incidents during the previous year. This award is joined by three others in the Crane & Rigging category: The Crane Operator Safety Award, the Safety Award and the Safety Improvement Award.

Safety merits

Additionally, two other awards – the Project Safety and Crane Rental Safety awards – are presented on a monthly basis.

Sautter Crane Rental has also picked up the Crane & Rigging Safety Award, and Schwartz indicated that being recognized by the Association and his peers for achievement only confirms his original motivation to join SC&RA.

"I think the first time I might have seen anything about SC&RA was an email I



received. I read it and thought, you know, this might be something we want to get more involved in," he explained. "I saw good information, and we got ourselves a login for the website – and we were able to get more and more involved as time went on. We've been very happy with the information we've received, the updates, the news and advocacy. And I've never had any question go unanswered by SC&RA."

Schwartz was also impressed with how SC&RA delivered on the actual award.

"Again, the Association has always been responsive and attentive, but it was amazing what we received," he pointed out. "I expected a certificate or something, but we ended up getting this beautifully designed crystal-type statue that we're proud to display in the lobby of our crane division. We also put the honor on our website and make note of it on our pre-qualification forms for potential customers. It's certainly a feather in our cap."

In 2015, SC&RA member company Precision Group won a Hauling Job of the Year for under 160,000 pounds.

The designation falls within the Transportation category, which boasts six additional awards: Zero Accidents, Fleet

“Zero accidents for the year is something that every company strives for, and to get recognized for it made it even more special.”

BILL SCHWARTZ, Sautter Crane Rental





Winning an SC&RA award serves to spotlight a member's commitment to safety, ingenuity, perseverance and altruism.

Safety, Fleet Safety Improvement, Million Miler, Driver Safety and Driver of the Year.

The Job of the Year (JOY) Awards are a highly coveted category representing one of the most prestigious achievements in the industry.

Ravi Annand, CFO at Precision, emphasized that the company's JOY was the result of the work and dedication of their employees.

"It is theirs: they won it and they are proud of this recognition," he indicated. "Receiving this award goes a long way to instill confidence in our clients that we are an experienced and knowledgeable company as judged by our peers. It also opens doors to new clients and puts us above the competition."

Esteemed recognition

The Transportation JOY epitomizes how SC&RA members successfully meet professional challenges encountered in hauling. Judges emphasize shipment routing, planning, physical elements, safety considerations and execution. Winners are selected in four job categories. Comparatively, the Rigging JOY focuses on ingenuity and adherence to standards, with an emphasis on safety, innovation, engineering and consideration of limitations. Winners are also selected in four categories.

Annand added that an SC&RA award adds value to both a company and the overall industry.

“ It shows everyone that we are paying attention to what is important besides revenue – such as safety, the environment, the travelling public and our image as an industry. **”**

RAVI ANNAND, Precision Specialized



The Job of the Year contest features the industry's most compelling rigging, lifting and specialized transportation projects.



"It shows everyone that we are paying attention to what is important besides revenue – such as safety, the environment, the travelling public and our image as an industry. We are responsible corporate citizens. The SC&RA certainly promotes and encourages these and other values."

Schwartz agreed, and said that witnessing the JOYs only serves as further motivation to grow and succeed as a company.

"These are some of the most amazing jobs I've ever seen in my life – and I pass everything on through the office to make sure everyone sees it," he said. "Now, we don't do anything on that scale yet, but we're getting bigger. And the Awards generates an appreciation for what this industry can do – and in turn gives individual companies like us perspective and motivation."

Additional SC&RA Awards are given

for Longevity, Industry Recognition and Service. To see all available awards, and find additional information, visit www.scranet.org/awards.

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Technology in trucking

Joseph Doer explores the changing role of drivers.

At the SC&RA Specialized Transportation Symposium February 28-March 1 in St. Louis, MO, I will be giving a presentation titled "In-Cab Technology: Changing the Role of Drivers."

As the title suggests, I'll be taking a deep dive into some of the ways in which technology is changing the role of truck drivers. I'll be talking about how companies are implementing modern technology, the return on investment of that technology, its positive safety implications and some of the long-term effects I see technology having on the transportation industry. In preparation for my presentation, I thought it made sense to preview some of what I will be talking about at the Symposium. Technology, as we all know, is a hotly debated subject.

Fleet-monitoring and IOT

The Internet of Things – connecting virtually any device with an on/off switch to the internet – has dramatically changed the world in which we live. We now have Wi-Fi-enabled refrigerators, televisions, coffee makers, lamps, washing machines and a whole slew of other items – and all these connected devices have completely changed the way we operate inside our homes. However, it doesn't stop there. The Internet of Things (IOT) isn't limited to household items or what we do inside our homes. It extends to the trades and businesses and has completely changed the way trucking companies operate. Perhaps the clearest example of this can be seen in the adaptation of fleet-monitoring technology.

Fleet monitoring technology comes in a variety of forms, including:

- telematics, which uses a combination of GPS and telecommunications systems

to give trucking companies real-time data about their fleet's location, drivers' behavior and vehicle diagnostic information;

- collision-avoidance systems, which uses technology to sense vehicles and other hazards and either warns the driver or autonomously avoids the collision by braking or returning the truck into its proper lane; and
- advanced driver assistance systems, which automate certain driver tasks (examples include adaptive cruise control, adaptive exterior lights and blind-spot detection.)

These systems use the internet, sensors, cameras, cellular-baseband radios and complex algorithms to monitor things like driver performance, a truck's mechanical status and other critical truck safety issues. Fleet management technology certainly isn't meant to replace human decision making, but it is meant to enhance it. Which is almost always the case with technology – and almost always leads to discussions about outcomes, both positive and negative.

Embracing good and bad

In its 2017-2018 "most wanted" list of safety improvements for the trucking industry, the National Transportation Safety Board (NTSB) called for an increased use of technology-based safety measures in the trucking industry.

The positives are pretty easy to see. Advancements in trucking technology often deliver substantial benefits almost immediately upon implementation. The return on investment for adopting these tech tools is often significant, with the technology paying for itself by helping to improve compliance issues with government regulations and eliminating the cost associated with being out of compliance. This, on top of the increased efficiency and productivity the company often realizes, combined with an improved safety profile, which can then lead to a reduction in expenses like insurance premiums, vehicle downtime and the costs associated with litigation.

According to the NTSB, collision avoidance technologies can reduce

Three take-aways

Here are three important takeaways as it concerns technology in trucking.

- 1 Address the "Big Brother Bias" at the start of planning process. People are often reluctant to change and the idea that someone is monitoring their actions can set off alarm bells. Everyone within your organization must buy into the new technology being adopted for the effort to be successful. Don't wait.
- 2 If you collect the data, use it. Having the ability to monitor the performance of your fleet is a very powerful thing. But monitoring alone doesn't cut it. Take the lessons your data is teaching you and make the necessary adjustments within each area of your business. Coaching and open communication are the keys to having a successful program.
- 3 Be the one who embraces change first. Lead by example. Have answers to the inevitable questions that will come, especially the ones that stem from a "this is how it has always been done" mindset. Embrace the change technology brings and use these new tools as a catalyst for growth within your organization.

fatalities and injuries over the long term. In 2012, the National Highway Traffic Safety Administration (NHTSA) predicted that autonomous emergency braking (AEB), meeting certain requirements, could prevent 13,000 to 28,000 minor injuries and 500 to 700 serious injuries from rear-end crashes – and could save as many as 65 lives each year.

In a 2015 study by the University of Michigan Transportation Research Institute, researchers found that in the large motor carriers they surveyed, lane departure warning systems (LDWs) reduced crashes by 14 percent, electronic stability control by 19 percent, forward



THE AUTHOR

With a background in FMCSA Performance Standards management and OSHA crane regulations, **Joe Doerr**

is the Specialized Transportation Program Manager for NBIS.



In its 2017-2018 "most wanted" list of safety improvements for the trucking industry, the National Transportation Safety Board called for an increased use of technology-based safety measures.

“Advancements in trucking technology often deliver substantial benefits almost immediately upon implementation.”



collision warning systems (FCWS) by 14 percent, blind spot detection by 5 percent and vehicle communications systems by 9 percent.

On the flip side – and there's always a flip side – the biggest detriment I see with all this new technology comes with what I call "technology complacency," which

is when an organization implements new technologies and then doesn't do anything with all the data that is captured as a result.

Each of these new systems is emitting a steady stream of data – and all that data is discoverable in court. If a company finds itself in the midst of litigation, all

that data can be harmful if it hasn't been dealt with appropriately. Turning data into action items, addressing the harmful behaviors that are discovered during data analysis and providing the proper training and coaching as a result of what is learned, can help favorably position an organization in court should something happen, rather than having to rush and play defense when unexpected events occur. The ability to leverage data to help proactively manage risk is one of the great benefits technology gives us. ■

For more information on how technology in trucking can help or harm your business, contact Joseph Doerr or another NBIS risk management specialist at 1-877-860-7677.

Don't miss Doerr's presentation at the SC&RA Specialized Transportation Symposium on Thursday, March 1, at 2:30 p.m.



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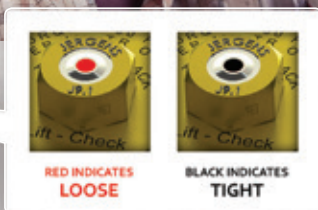
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1x	220 t	Tadano ATF 220G-5	2016
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1x	250 t	Kobelco CKE 2500-2	2010
2x	400 t	Demag CC 2400 SL	2009/2014
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1x	100 t	Tadano GR 1000XL-3	2017

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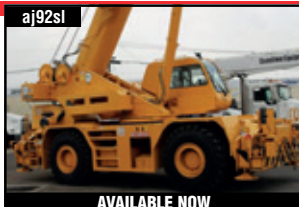

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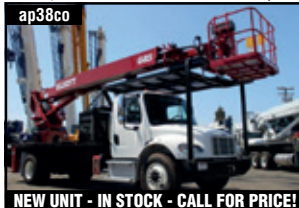
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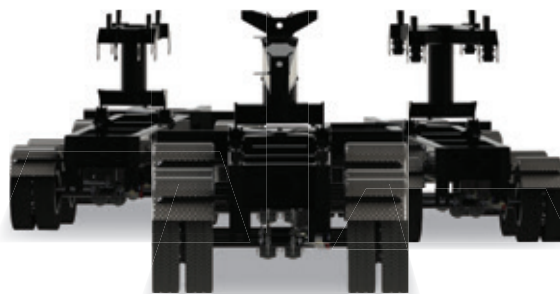
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Collins promoted at Link-Belt

W.E. "Skeeter" Collins has moved to the position of manager of major accounts for Link-Belt Cranes. Collins entered the construction equipment business in 1977 as a retail salesman for a Link-Belt distributor and was later promoted to sales manager. He started at Link-Belt in 1989 as a district manager in the southeastern United States, and was named North



W.E. "Skeeter" Collins

American sales manager in 2011. "Skeeter's experience and aptitude have been invaluable during his tenure at Link-Belt," said Bill Stramer, senior vice president of marketing, sales and customer support. "In his new role, Skeeter will lead our efforts with this important group of large, multi-national contractors that are a vital

segment of the market. His extensive background with these companies, combined with his comprehensive knowledge of our distribution family makes him uniquely qualified to succeed with this new challenge."

Mike Ogle has been named manager of North American sales for Link-Belt. Ogle has worked in the crane business for nearly 30 years. He joined Link-Belt Cranes as a district manager in 2011. ■



Mike Ogle



■ Daseke, one of North America's leading consolidators and flatbed and specialized

transportation companies, appointed its CFO **Scott Wheeler** as the company's new president. Wheeler assumes the role of president from company founder Don Daseke, who will continue to serve as Daseke's CEO and chairman. Wheeler will also remain as Daseke's CFO.

■ Summit Truck Group recently hired two new area operations directors, **Shane Candelaria** and **Jackie Bell**. Candelaria will manage fixed operations at Summit locations in Albuquerque and Farmington, NM. Bell will oversee dealerships in Little Rock and Pine Bluff, AR.

Burkett joins Nelson Manufacturing team

Nelson Manufacturing has hired Troy Burkett as an outside sales manager. With more than 24 years of heavy haul and specialized trailer experience, Burkett has worked in part sales, inside sales and he has spent the last 14 years in outside sales.

According to Tony Niese, president of Nelson Manufacturing, "Troy will focus his efforts on his core



Troy Burkett

knowledge base of heavy haul and specialized trailer sales. He has the experience and knowledge to work with people to ensure that they are getting the right trailer to fit their needs." In

addition to heavy haul and specialized trailers, Troy will also be available to assist customers on their crane boom launch trailer and boom dolly needs. ■

Lift & Move adds to 2018 schedule

Lift and Move USA, an event that introduces the crane, rigging and specialized transportation industry to high school, trade and college students and veterans, has announced three upcoming events for 2018. The industry events will be sponsored by NessCampbell on October 11 and Southwest Industrial

Rigging on November 8. Lift & Move will exhibit at the Skills USA annual convention from June 25-29 in Louisville, KY.

"Changing the culture to bust the myth that college is the only next step for high school graduates means we have to deliver on our promises," said Tracy Bennett, director, Lift & Move USA. "It's going to take parents introducing young children to activities like those provided by Skills USA." For more information visit www.liftandmoveusa.com. ■



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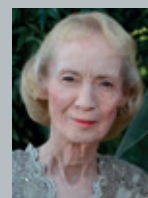
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Mary Ann Pool

Mary Ann Pool peacefully passed away on December 10, 2017. Since 1953, she worked tirelessly behind the scenes of The Bragg



Mary Ann Pool

Companies and was instrumental in building the company to what it is today. She was the daughter

of Jim and Sue Bragg, sister of George and Steve Bragg. She was mother to Kathy Ferrin, Connie Pool and Carol Pool, grandmother to Jessica, Amanda, Sarah and Jake and great grandmother to Carter, Layla, Sasha, Morgan and Jordan. She will be dearly missed by many.

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