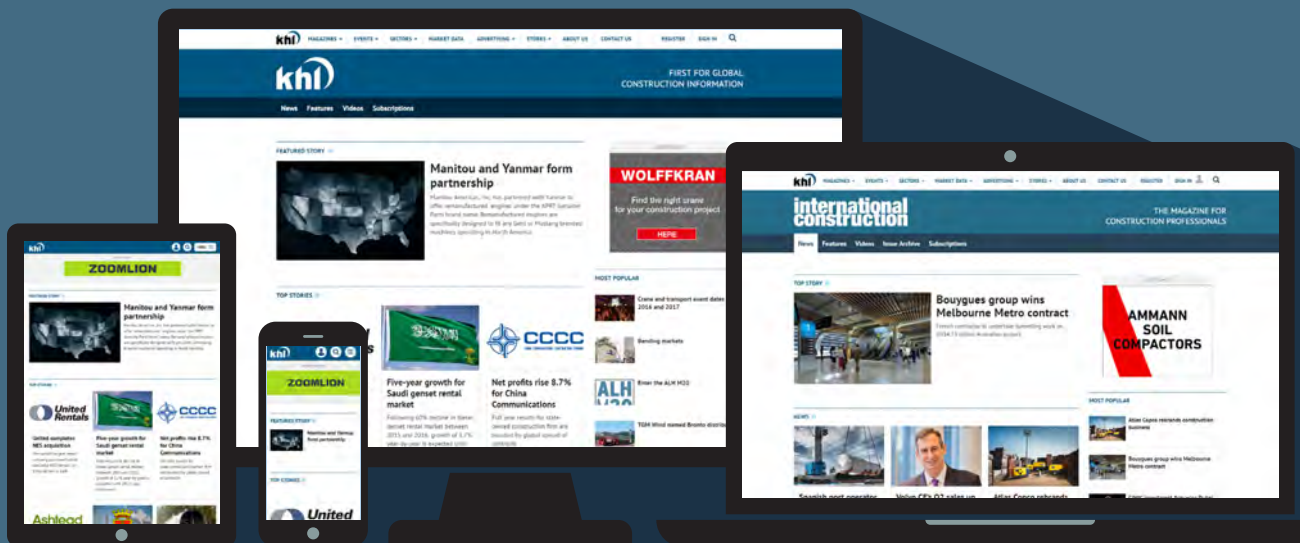


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AMERICAN CRANES & TRANSPORT

July 2018
Volume 14 ■ Issue 6

ACT

The magazine for the crane, lifting and transport industry

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PRODUCT FOCUS
Crawler cranes

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Crane month

In the 13 years that I have been editor of *American Cranes & Transport*, I've travelled to a lot of neat places to see and talk about cranes, trailers, transport systems, rigging and the like. While most of my travels have been contained to North America, I occasionally trek to Europe, mainly for the Bauma tradeshow. Rarely am I gone more than a few days. But June 2018 was something else; I'm calling it "Crane month extraordinaire." On June 6, I left for Manitowoc's Crane Days in Shady Grove, PA. After that impressive event I drove to Dulles Airport, met up with Assistant Editor Hannah Sundermeyer, and we flew to Germany for Liebherr's Customer Days. After a whirlwind trip seeing cranes in Austria and Germany, I finally got home June 14. I had just enough time to get my suitcase unpacked and repacked to fly to Miami for the first ever Tower Cranes North America Conference (TNCA).

All that said, this issue is a crane and travel magazine, with reviews of our trips to Manitowoc Crane Days, Liebherr Customer Days and TCNA. To the hosts of the OEM events, we would like to offer a special thanks for inviting the press along to see firsthand what customers and dealers get to experience in the realm of product introductions and networking. Well done!

June was also crawler crane month as four of the five major crawler manufacturers rolled out new models. Kobelco announced their latest model a couple of months ago. I think buyers are going to be impressed with the selection in the 300 and 100-ton classes especially, to say the least of the 800 tonner from Liebherr. See our Product Focus Crawler Cranes on page 40. For the first time we present our Project Focus: Power Plants and Refineries on page 46. The jobs involve some pretty spectacular rigging and lifting.

Hannah reports on ground stabilization trends in the Rigging Review column on page 33 and the latest LMI/RCL technologies in our Technology Report on page 37.

And finally, the Interview column on page 28 features TSP's Toni Sabia. I've known Toni for almost all of the years I've been editing *ACT*, and she is the consummate professional. In the article, she offers some advice given by her father. I actually copied and pasted that advice into an email to my daughters and son-in-laws. Once you read it, you may want to do the same.

So we are now deep into the summer heat in Texas where I am and in Chicago where Hannah works. We both ask: What's going on in your area of the country?

D. ANN SLAYTON SHIFFLER**Editor**

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ALL TERRAIN

Why fleet owners prefer Tadano cranes

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



Using its Manitowoc MLC650, Bigge Crane and Rigging sets a heat recovery steam generator module. See the Project Focus starting on page 46.



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Official domestic magazine of the SC&RA

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Manitowoc's Crane Days event was the opportunity to show off five new cranes and a lot more. *D. Ann Shiffler* reports.

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86 EVENTS

■ **WIKA Mobile Control (WMC)**, formerly Hirschmann MCS, recently hosted a dealer conference in Chambersburg, PA. Approximately 30 dealers from the U.S. and Canada attended the two-day event that focused on the WMC aftermarket product offering, including the new qSCALE maestro LMI upgrade, PRS90 multi-sensor indicator and the qSCALE lx LMI.

■ **NationsBuilders Insurance Services (NBIS)**, a leader in specialty construction, risk management and insurance, announced a new market partner relationship with Old Republic Specialty Insurance Underwriters.

■ **Lifting Gear Hire (LGH)** recently completed its new training center in the North American Corporate Rental Center in Bridgeview, IL.

■ **Sigalarm**, working with ASTM International, has developed a new industry standard for the manufacturing of proximity alarms. The two groups were able to set ASTM new standards to define how proximity alarms should be manufactured.

■ **Magnetek** has launched its OmniPulse DDC Series 2 Drive. This microprocessor-based, solid-state, four-quadrant, DC-to-DC control is designed for series, shunt or compound wound motors, and is ideal for DC crane modernizations.

■ **RIM logistics**, a provider of global freight forwarding and third-party logistics services, has joined the Blockchain in Transportation Alliance (BiTA), a consortium of the foremost leaders in the transportation industry forging a path towards industry standards in blockchain use.

OEM agreement for crawlers ends

The Manitowoc Company and Kobelco Construction Machinery will not renew their OEM supply agreement. Since 2003, Kobelco has supplied Manitowoc with lattice-boom crawler crane models with lift capacities under 150 tons to the worldwide Manitowoc distribution network. The global alliance will end on November 9, 2018. Kobelco will continue to support Manitowoc and its customers,

and Manitowoc will continue to support Kobelco and its customers with service parts for a period of ten years.

“As a world leader in lattice-boom crawler cranes, Manitowoc provided our customers with a comprehensive line through our alliance with Kobelco,” said Barry Pennypacker, president and CEO of The Manitowoc Company. “The company has been an excellent partner, providing our customers with a high

standard of product quality and reliability. After nearly 15 years, we have agreed to pursue separate ways developing our own products in the smaller capacity cranes to serve our respective customers.”

Kazuhide Naraki, president and CEO of Kobelco Construction Machinery, said, “Manitowoc has an outstanding reputation around the world and offered a strong distribution network in regions it serves globally. I can say our partnership was very successful between two highly respected industry players joining forces. I feel strongly that both companies share the same approach—focusing on customers with care and bringing to market reliable products which have a high standard of quality and safety.”

“After nearly 15 years, we have agreed to pursue separate ways developing our own products in the smaller capacity cranes to serve our respective customers.”

BARRY PENNYPACKER, President & CEO, Manitowoc Cranes

Tadano invests in Manitex International

Tadano has invested \$32.7 million to buy 2,918,542 shares of Manitex International, giving the company a 14.9 percent stake in the company.

Commenting on the deal, Koichi Tadano, Tadano president and chief executive officer, said, “We are pleased to announce our investment in Manitex. We are hopeful that our strategic alliance with Manitex will assist in our mutual, future growth and profitability. Manitex is a recognized market leader in boom truck cranes, with its exceptionally strong brand and North American distribution, as well as its worldwide presence in the knuckle boom

market. It is our hope that our investment will help the company’s continued progress both in North America and internationally.”

David Langevin, Manitex CEO, commented, “We are pleased to have Tadano as an investor in our company. With over \$1.7 billion in global annual sales, it is one of the premier crane companies in the world, with products and distribution channels that are complementary to ours. Tadano is a global leader in all terrain and rough terrain cranes and aerial work

platforms. We see multiple opportunities to benefit from this strategic partnership and to take advantage of the currently favorable industrial environment.”

Ingo Schiller, Tadano America president and chief executive officer, will serve on the Manitex board of directors.

Tadano has purchased almost 3 million shares of Manitex International stock.



Link-Belt launches 348 Series 2 crawler crane

Link-Belt's new 348 Series 2 is on the test pad in Lexington, KY.

Link-Belt Cranes is launching the 348 Series 2 lattice crawler crane with a lifting capacity of 300 tons. First shipments are scheduled to start in the fourth quarter of 2018, following final testing.

Engine-wise, Cummins QSL 9 350 hp Tier 4 Final and Tier III engines are available,

while dual swing Kawasaki motors provide what Link-Belt described as “dynamic” operator control. Controls in the cab enable the operator to speed up or slow down the swing speed.

Matching hydraulically-driven main and auxiliary hoist drums utilize Link-Belt-designed gear drives for straight power-up/power-down auto brake mode.

They can also incorporate an optional ‘wet clutch’ free fall feature, if required. Wide hoist drum laggings provide a standard 28 millimeter hoist rope with an extra-large circumference, said Link-Belt, extending rope life and offering a maximum line pull of 53,306 pounds.

For more information see our Product Focus: Crawler Cranes on page 40. ■

Scott-Macon adds two Demags

Scott-Macon Equipment has purchased two Demag AC 220-5 all-terrain cranes from Terex Cranes. The Demag AC 220-5 is in the 245-ton capacity class and has a boom length of 255.9 feet. Terex said this is the longest main boom reach of any five-axle crane on the market. With boom extensions, the crane's reach can be extended to 324.8 feet.

The AC 220-5 also has a single engine with an intelligent motor management system to reduce operational and maintenance costs.

SC&RA unveils Severe Weather Guidelines

The Specialized Carriers & Rigging Association has published *Severe Weather Guidelines* for the crane and rigging industry. The publication comes on the heels of one of the top 10 all-time most active Atlantic hurricane seasons on record in 2017.

The Crane & Rigging Safety Education & Training Committee's Inclement Weather Preparedness Task Force created recommendations and

emergency planning guidelines for severe weather conditions including tornadoes, hurricanes, winds, thunderstorms and snow. The publication outlines job preparation before, during and after severe weather and includes timelines for preparation work. The intent is to minimize risks, reinforce safe work practices



and communicate preparedness.

“The crane and rigging industry now has a tool to help companies and employees prepare for inclement weather,” said SC&RA Senior Vice President Beth O’Quinn. “Our

fundamental goal with this guidance is to make the workplace safer when weather becomes a factor.” ■

FHWA clarifies ‘nondivisible’

The Federal Highway Administration (FHWA) has clarified a long-standing definition of “nondivisible load” that has been interpreted differently between states and even within various

jurisdictions within states.

In response to a request from SC&RA, the FHWA formally responded: “As you assert, the word, ‘or’ at the end of (II) means that a load that meets any one or more of the three definitions shall be considered nondivisible. States are required to use the federal definition only when considering whether to issue a nondivisible load permit allowing an overweight vehicle or load to operate on the Interstate System and roads providing reasonable access to and from the Interstate.”

According to the Federal Definition 23 CFR 658.5, nondivisible means any load or vehicle exceeding applicable length or weight limits which, if separated into smaller loads or vehicles, would: (i) compromise the intended use of the vehicle, (ii) destroy the value of the load or vehicle, or (iii) require more than eight work hours to dismantle using appropriate equipment.

With respect to extra equipment on mobile cranes, several states have, particularly hung their hat exclusively on (iii) where removal of



FHWA's clarification should bring states and other jurisdictions greater harmonization.

counterweights, etc., typically takes far less than eight hours to dismantle. ■



■ Hoist Liftruck's FR Series line of extendable counterweight rigger trucks now includes an electric version to complement the existing IC models. While maintaining all the functionality of its IC counterpart, the new FR-E features a 72/80V AC powered 2-speed hydrostatic drive with variable motor rpm control and an AC lift motor.

■ J D Neuhaus (JDN), a leader in air hoists, cranes, trolleys and monorail hoists, has enhanced its remote-control capabilities. Three remote control models are now available, RC-X, RCS and RC-SP, each comprising of a transmitter and receiver and all can either be integrated in existing JDN solutions or directly combined with a new JDN hoist.

■ Daseke Inc., has completed the acquisition of Aveda Transportation and Energy Services, one of the largest and fastest-growing oil rig moving companies in North America.

■ Kenco Bucket Trucks assisted in the 2,600-mile transport of two superloads for Edwards Moving & Rigging, transporting a steam turbine generator and steam turbine from Houston to the Canadian border, before it arrived at the Cinook Power Station in Saskatchewan, Canada.

Yale Cordage acquires new test bed

Yale Cordage has acquired a Salm Splice test bed for destructive and non-destructive testing of synthetic rope, wire rope, shackles, chain and slings up to 1,300,000 pounds in tensile and a low-range capacity of up to 250,000 pounds. With a maximum test sample length of 116 feet with a 15-foot stroke, it is one of the largest and most capable test beds in

the eastern United States.

"We are very excited to bring this added test capability to Yale for our existing and future clients," said Bill Putnam, president, Yale Cordage. "We're constantly striving to take the synthetic rope industry to new heights and test the limits of our engineering capacity, and this test bed is just the next step in helping us achieve that mission."



Yale Cordage will use the test bed for destructive and non-destructive testing of rigging gear.

CM rolls out training station

CM Labs has released its Signaller Training Station, a one-of-a-kind simulation-based solution. Designed to work in conjunction with CM Labs' Vortex Trainer and Advantage simulators, it allows trainers to simultaneously engage multiple students in a single exercise.

While one apprentice operates a virtual crane via the Vortex simulator, another uses

the Signaller Training Station to provide guidance.

The trainee signaller can move around a realistically simulated worksite to inspect the lifting area, identify potential hazards, gain a clear view of site activity and provide hand signals to direct the crane operator via webcam and picture-in-picture display. The result is that new operators that are better prepared for any worksite. They learn critical skills before engaging with real cranes.

The Signaller Training Station was launched at the Tower Cranes North America Conference.



HoistCam debuts videos

HoistCam remote camera monitoring systems from Netarus has made self-installation and troubleshooting easier. The company recently launched a



series of videos to complement its online support system and knowledge base of frequently asked questions.

Topics include system startup instructions for HoistCam HC140, HC180,

Netarus recently launched a series of videos to complement its online support system and knowledge base of frequently asked questions.

HC190 and WinchCam. Other videos dive deeper into mounting the monitor, setting up the MDVR for HoistCam Director, and troubleshooting Pan-Tilt-Zoom. Designing products that are easy to install reduces costs and enables customers to deploy cameras on their schedule, rather than having to arrange for a service technician. In addition, it

Bay Crane utilizes MegaMAX trailers

Bay Crane has three super low 3-axle Faymonville MegaMAX double drop stretch trailers, which feature king-pin steering. The 42-degree steering angle allows steering into tighter locations than ever before. With a drive height of only 13.8 inches, the MegaMAX's perimeter-style deck is the lowest stretch in the market and offers the possibility to move highest goods to underneath the lowest bridges.

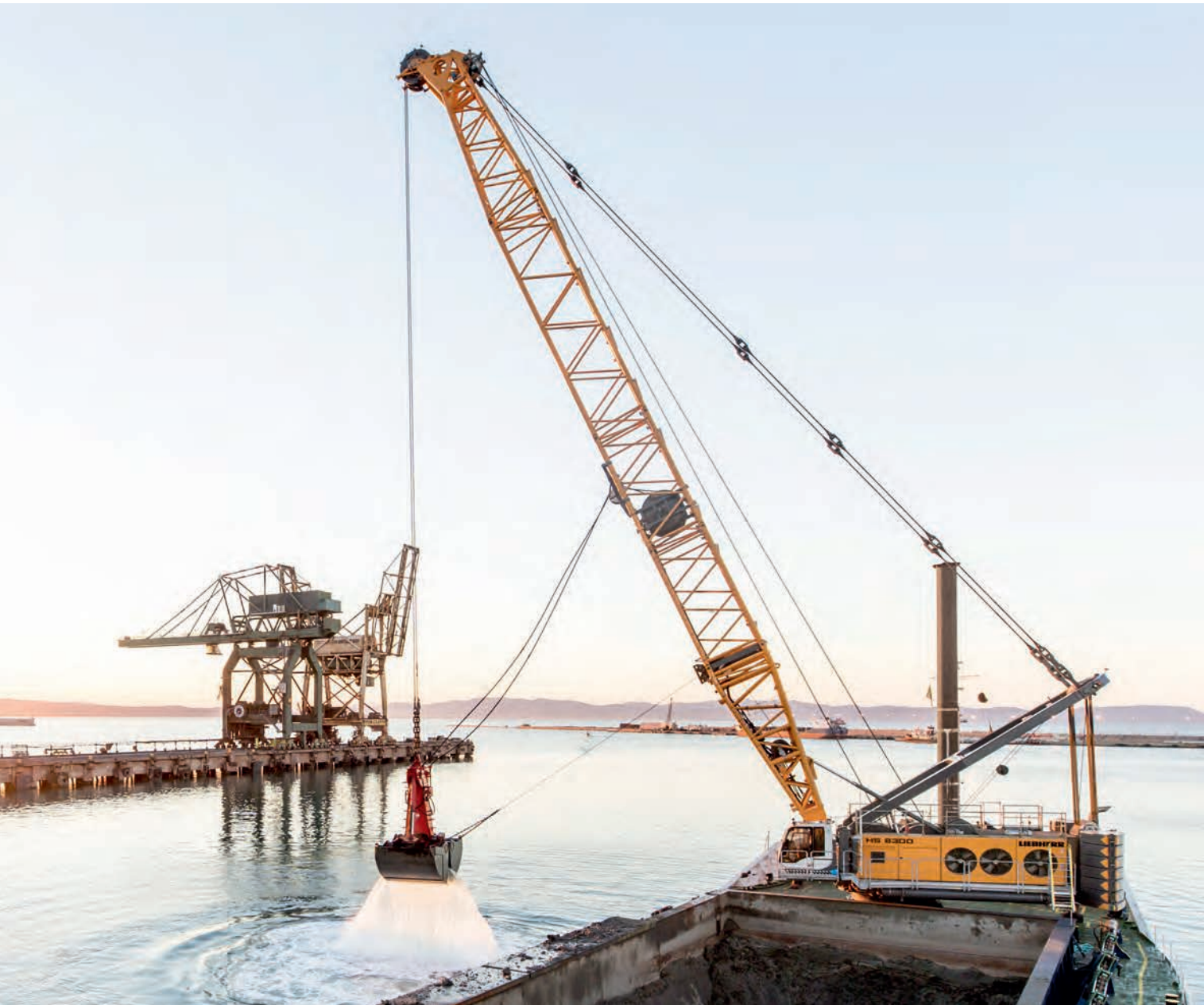
The 3-axle trailers on air suspension are rated for 100,000 pounds technical capacity. Faymonville's East Coast dealer Hale Heavy Haul sold the trailers to Bay Crane.



The 3-axle trailers on air suspension are rated for 100,000 pounds technical capacity.

makes it easier for cameras to be moved from one piece of equipment to another.

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Hicks named president

Jeff Hicks was appointed president of Construction Safety Experts. Terry Young will remain as CEO.

Hicks has served as the East Region Safety Director at JE Dunn Construction Company for the past 19 years. He has over 28 years of experience in safety and health, with 22 of

those years exclusively in the construction industry. He also worked as a safety professional in the insurance industry.

Hicks has been an authorized trainer for the OSHA 10 and 30 Hour Safety Courses. He has an Industrial Engineering Technology degree from Southern Polytechnic

University, is active in Associated General Contractors of Georgia, and is currently a member of the Safety Standards subcommittee.



HIGHLIGHTS

■ Sims Crane has named **Bill Titus** general manager of the West Palm Beach location. Titus, a 28-year crane-industry veteran, brings extensive management experience and knowledge of lifting and moving solutions to the Sims team.

■ Trail King Industries has hired **Jon Duesterhoeft**

as the director of sales operations. Duesterhoeft will support the inside sales team at the Mitchell, SD headquarters location.

■ Daseke welcomes new executives **Brett Thompson**, vice president of purchasing; **Erek Starnes**, vice president of equipment operations; and **Gloria Piiler**, director of purchasing.



IN MEMORIAM

Larry Weiss

Lawrence (Larry) Weiss passed away peacefully on June 1, 2018, surrounded by his family, after a long and valiant battle with Leukemia. Weiss will be forever remembered and cherished by his loving wife of 53 years, Suzanne; his children, Rob and Liz; his six grandchildren, Ethan, Anna, Devin, Catarina, Max and Sasha; his sister, Judy; and niece, Jennifer. He lived life to the fullest, embracing his many passions for family, work, music, sports and science. Weiss was a kind and generous person who was deeply



1941-2018

loved and respected by everyone who was lucky enough to know him.

Born in Brooklyn in 1941, Weiss attended Amherst College and earned a law degree from Harvard University. After practicing law for eight years, he joined his father at A.J. McNulty and Cranes, Inc., longtime family businesses in New York's construction and crane rental industries. For the last 26 years, he was proud to have had his son, Rob, by his side. Weiss was a respected leader in his field, serving as officer, board member and trustee for many organizations. He will be deeply missed by his family, friends and business associates.

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throw at it.**

**I couldn't ask for anything
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awesome machine."**

- Pat Nemec, Crane Operator - RJ Corman



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it doesn't lean, nothing."**

- Kyle Clark, Crane Operator - RJ Corman



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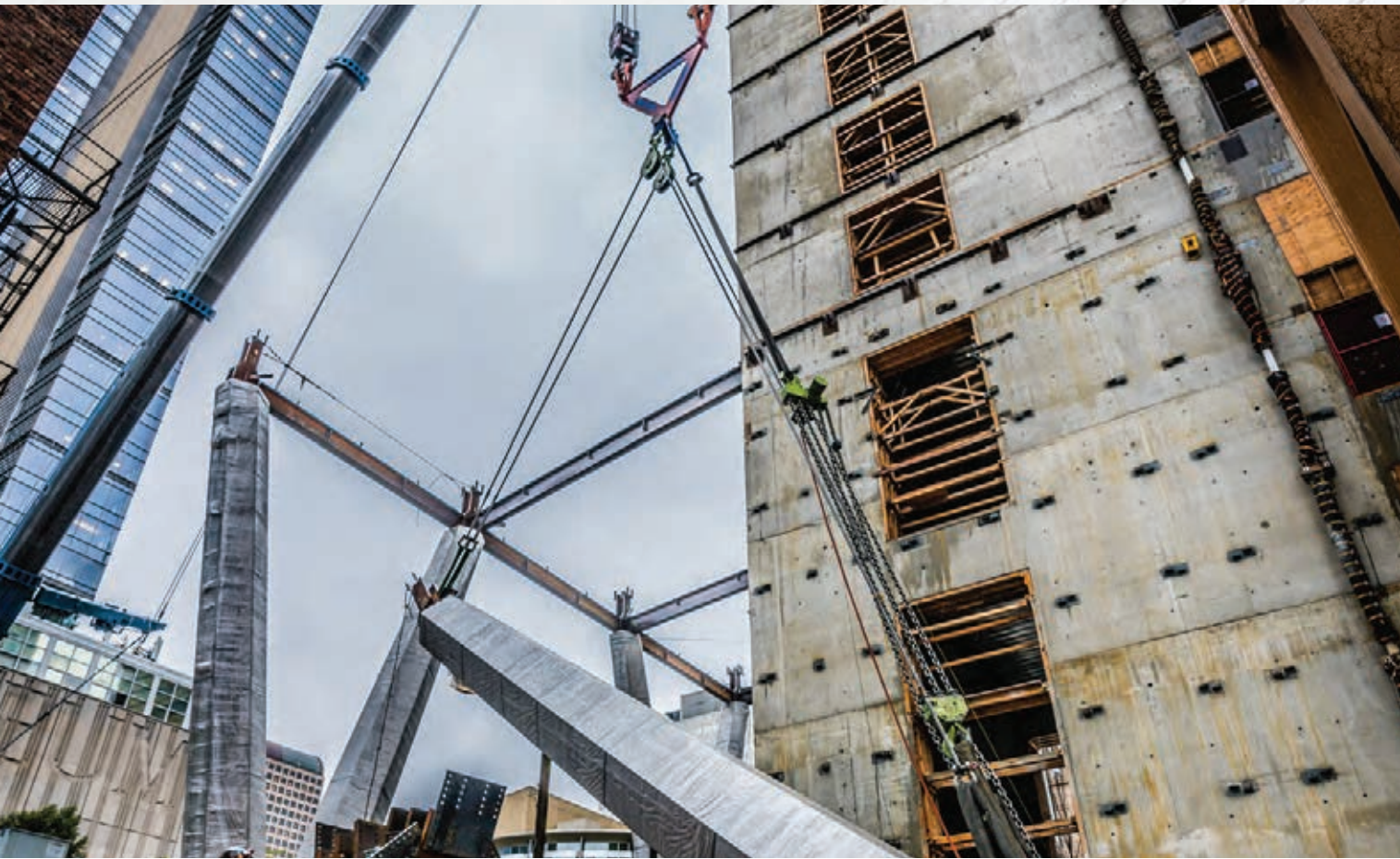


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Listen up!

Manitowoc's Crane Days focused on a bevy of new cranes and product development strategies.

D. Ann Shiffler reports.

“Without you, we don't know what to make,” said Barry Pennypacker, president and CEO of The Manitowoc Company, at the company's Crane Days event in Shady Grove, PA. “We want to have you, our customer, intimately involved in the products we produce.”

Speaking to more than 300 contractors, distributors and end users, he said Manitowoc has learned hard lessons from not paying close enough attention to market needs. But Manitowoc is now listening, taking notes and applying a new brand of product development to the way it brings products to market. On this beautiful spring day at the newly retooled manufacturing facility, the company rolled out five new cranes.

Centerpiece crawler

The compact 100-ton MLC100-1 was not a huge surprise given that the company recently ended its OEM agreement with Kobelco. The new crawler is a part of a product development evolution that Pennypacker termed a “revolution.”

“Our revolution is real,” he said as the red satin sheath was removed from the impressive new crane that was designed for quick and easy erection and



Dubbed by Manitowoc as “the only 100-ton crawler crane proudly made in America” the MLC100-1 was designed for quick and simple erection.

demobilization. With a maximum boom length of 200 feet, the crawler has a load moment of 371 ton-meters and is powered by a 300 hp Cummins 6.7 L Tier 4 Final engine.

The crane will save time on the jobsite because of its self-assembly hook, which enables the operator to install the counterweight without assistance. During assembly, the crane uses a single segment of hoist line with a button termination, which is routed through sheaves in the boom butt.

“We chose to go with the 100-tonner because we believe in the small crawler market; this is the size class of choice,” Pennypacker said. “We are constantly watching the product mix, and we believe the smaller crawler market will be the first to come back. We have had really positive feedback on this new crawler.”



Manitowoc President and CEO Barry Pennypacker said the company is listening to its customers and building the products they want in their fleets.



The centerpiece of Manitowoc's product roll-out was the MLC100-1 crawler.



In the rough terrain class, Manitowoc went to the heart of the competition with the 165-ton capacity Grove GRT9165.



The 40-ton capacity Grove TMS500-2 shows Manitowoc's commitment to the truck crane class.

>14

The other crawler on display was the MLC300, which was rigged with new 11.5-foot-wide boom inserts and extended upper boom point, which provides an off-set lifting point for wind maintenance or other jobs that require a higher hook height.

Heart of the competition

In the rough terrain class, Manitowoc went right to the heart of the competition with the roll out of the 165-ton capacity Grove GRT9165, which offers the longest reach and highest capacity in Grove's RT range.

The GRT9165 features a 205-foot six-section, pinned boom, five feet longer than the closest competing model, the company said. Tip height is 299.1 feet, and both manual and hydraulic extensions are available. It has been designed for easy transport, with an overall height of 148.5 inches. With all components removed, the GRT9165 weighs 116,000 pounds. Other RTs shown were the GRT880, GRT8100 and GRT655.

New to the all-terrain class from Grove is the GMK4090. Customers wanted an AT that is a lightweight, flexible taxi crane in the 100-ton class, Pennypacker said. Boosting its overall reach is a 49-foot bi-fold swing-away jib that can be extended with a 20-foot boom extension for a total jib length of 69 feet. It can travel with a 20.2-ton counterweight, and can transport up to 10 tons without an additional transport truck. The crane's width is 8.4 feet. It has a minimum tail swing of 11.6 feet, within the maximum outrigger width. Also, on display in the AT class was the GMK5150L and GMK5250L.

Truck crane commitment

Manitowoc showed its commitment to the truck crane class with the introduction of the new 40-ton capacity Grove TMS500-2.

"Manitowoc's Voice of Customer research showed strong demand for this model," Pennypacker said. The TMS500-2

The GMK4090 has a 167-foot, six-section Megaform boom that utilizes Grove's Twin-Lock pinning system.



The NBT50L Series offers a 151-foot boom and a maximum tip height of 158 feet.

has two boom options. The first ranges from 29 to 95 feet, with three quick-reeve Nylatron sheaves in its main boom nose. The second option ranges from 32 to 102 feet and has four quick-reeve Nylatron sheaves. Both four-section booms are synchronized and have full-power. There is an optional 26 to 45-foot telescoping swing-away jib for additional reach.

The TMS500-2 shares a common carrier cab with the higher-capacity TMS9000-2, which debuted at ConExpo in 2017. It features 350 hp Cummins ISL engine and Ultrashift transmission with highway travel speeds of up to 70 mph. The TMS500-2 can be configured with a heavy or lightweight counterweight package.

In the boom truck class, Manitowoc

rolled out the National Crane NBT50L Series. The new line of cranes is an update to the NBT50 Series, adding more boom length for increased versatility, the company said.

The NBT50L Series offers a 151-foot boom and a maximum tip height of 158 feet. The new boom truck series also features a 36-foot offsettable lattice jib, a first for National Crane.

The Potain MR 160 C tower crane made its North American debut. The 11-ton capacity tower crane is suited for congested jobsites because of its ability to attain excellent underhook heights while avoiding obstacles. Also, on display from Potain was the MDT 219, the IGO T 130, the IGO MA 21 and the Hup 40-30.

Beyond the new crane introductions, Manitowoc hosted a comprehensive plant tour that led visitors through the refurbished factory that has been updated and reallocated for leaner production and more efficient manufacturing.

Pennypacker said when the market "crawls out of the bottom of the cycle," they are ready to go. And Pennypacker is very optimistic.

"We have shown our investors, our customers, our distributors that we are here to stay," he said. "We are seeing a crane comeback. There are a lot of signs and signals. Cranes are busy working."

Some 900-plus people attended the three Crane Days events. Pennypacker termed the week as "exceptional."

The plant tour included a look at robot welding machines.



The retrofitted factory relies on lean strategies that allow Manitowoc to bring products to market much faster and a higher quality.



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Customer Days'

D. Ann Shiffler and **Hannah Sundermeyer** review an engaging four days at Liebherr's Customer Days.

Liebherr Cranes' American customers were treated to an engaging, and often amazing, few days of German and Austrian food, music and fellowship as well as factory tours, fireworks and fun during the company's Customer Days event June 10-13.

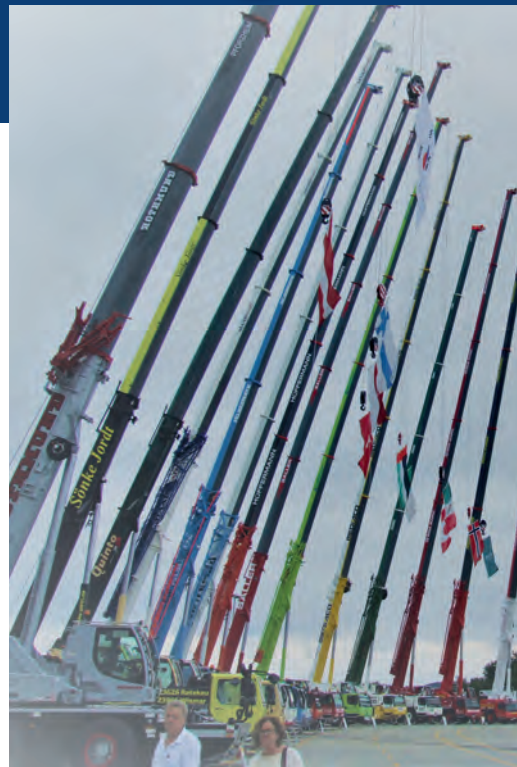
Some 100 American customers were guests of the company that organized a compelling schedule of events, including three nights at the luxurious Liebherr-owned Inter Alpen-Hotel Tyrol near Seefeld, Austria. In Austria the group enjoyed gourmet meals, breathtaking

mountain views and even a talented Oompah Band that was quite adept at playing rock and roll oldies. Pretzels, sausages, potato salad and strudel were in abundance as was all types of German beer and spirits.

Work and play

After shaking off the jet lag at the beautiful hotel, the group was taken on a tour of the Liebherr Nenzing plant in Nenzing, Austria. At the immaculate plant where the skyline was punctuated by duty cycle and special application cranes and equipment, Gerhard Frainer, managing director, welcomed American guests with a short presentation about the plant that employs 1,600 workers.

From Nenzing the group traveled to Ulm, Germany, a beautiful little town on the River Danube, about 18 miles from the huge Liebherr-Werk Ehingen factory. That evening the Ehingen team hosted a rooftop dinner that provided a perfect view of the Ulm Minster Cathedral, the tallest church in the world. Before leaving for the Liebherr Ehingen factory the next morning, Barnhart's Alan Barnhart and Cranes Inc.'s Rob Weiss climbed the 530-



foot church tower's spiral staircase to the spire, a 768-step trek up and back down.

Once at the Liebherr-Werk Ehingen factory the American group was joined by hundreds of other customers from



In the crawler crane presentation, the new Liebherr LR 1800-1.0 was assembled in the air.

In their own words

ACT asked a sampling of attendees to recount their experience at Liebherr Customer Days.

"I was impressed with the emphasis on culture and quality that surely comes from being a family-owned, privately-held business. In a business where safety is essential, Liebherr provided me with the confidence that everything they do is top-of-the-line while still being innovative.

JENNIFER GABEL,
president, JK Crane

"One of NessCampbell's core business values is relationships. We strive to build them with our customers, employees and our vendors. We are always excited to see what is new in their product line and witness the quality of manufacturing that goes into the products that we purchase."

JOHN ANDERSON, president,
NessCampbell Crane

"I was blown away by the kindness of the Liebherr family and how approachable they were. The fact that so many of the employees have worked there so long and still love their jobs really pays tribute to what a wonderful



organization they operate. We are very excited about the cranes unveiled in the show; it was like no other I have ever seen."

ANDREA ARNETT, vice president, Trand Inc.

"I got a chance to see cranes that I would never see working in a chemical plant, but also got to see cranes that I could hopefully get a chance to pursue for my company. The food and atmosphere were outstanding, as well as the other customers that I got to meet and hang out with."

GARY ARWOOD, manager,
Eastman Lifting Services

amazes

Some 25 cranes for customers around the world displayed flags from their various countries.



around the world. Some 1,500 visitors each attended two Customer Days events that included a huge food tent with live music throughout the day and evening. But the most impressive part of being at the Ehingen facility was the crane displays and demonstrations.

My dad, brothers and I were fortunate enough to attend [together]. All our reactions were the same: 'Wow!' and 'Over the top!' The food, drinks and entertainment were never ending. Liebherr's equipment display is every operator's dream come true. Life size Tonka Toys operated by radio control!"

ROBERT GARTON, vice president, Garton's Rigging

"Any time away from work that involves cranes is my ideal vacation. It's really nice to be able to connect and network with crane companies from all over the country. Every different area and state has different rules and regulations, and a different target on what their business is focused on. From the wind industry, mechanical, power plants, etc. we're all targeting different work for our larger projects. We really saw all the



The mobile crane presentation featured several remote controlled cranes.



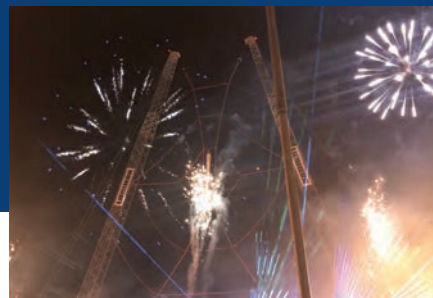
Counterweight slabs and booms of every hue were neatly stacked.

Innovationspark

A special aspect of the trip for American customers was the opportunity to experience Liebherr's "Innovationspark" display. For more than an hour, the group was able to get up close and personal with some 11 cranes and accessories that are

absolute, most advanced and latest technology of the crane world. It's nice to be able to stay up on that and have all of that fresh, as far as what's available out there for products. I met a lot of great people."

CHRISTOPHER J. SHAUGHNESSY, president, C.J. Shaughnessy Crane Service, Inc.



The finale was a fireworks display that lit up the skies with light and smoke.

The new cranes

While Liebherr showed off many cranes from its rough terrain, all-terrain and crawler ranges, two new models were shown for the first time. The latest crawler from Liebherr is the 800-metric ton capacity LR 1800-1.0. The crane is three meters wide and has a maximum transport weight of 45 metric tons once its tracks have been removed. In standard configuration the crane has an 84-meter luffing jib and an 84-meter boom, which comprises three lattice sections that can be telescoped for transport.



The new all-terrain crane is the 230-metric ton capacity LTM 1230-5.1, which succeeds the LTM 1200-5.1. It has a longer boom and greater lifting capacity than its predecessor. The 75-meter telescopic boom is 3 meters longer, while its lifting capacity has increased by an average of 20 percent, taking it to 230 metric tons. With lattice extensions the maximum hook height has been increased by 10 meters to 111 meters. In addition to a multi-functional folding jib, a 43-meter fixed jib is also available.



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A Liebherr LRT 1100-2.1 was displayed from two crawler cranes in a spider web configuration. As the skies darkened, the ropes lit up.

being developed and tested at the Liebherr-Werk Ehingen factory.

Cranes at the Innovationspark included the MK 140 with VarioJib, the LTF 106-4.1 operated by remote control, the LTM 1450-8.1 with a two hook operation, the LTM 1750-9.1 rigged with fiber rope and the LTC 1050-3.1 with a lift cabin. Other cranes and displays showed off Liebherr's fleet management system, telematics, remote

control operations and the like.

"I was the most impressed with the LTM 1090 4.2 and the LTM 1450 8.1," said Christopher Shaughnessy, president of C.J. Shaughnessy Crane Service based in Hanover, MA. "When they did the presentation, the machines boomed down until they were at their absolute limits. And the outriggers were at zero percent on those sides. That's truly amazing."



A quick visit to the Nenzing factory

A highlight of the Liebherr Customer Day trip was a quick stop at the Liebherr-Werk Nenzing factory in Austria.

Gerhard Frainer, managing director, said, "It's always a great honor to show how our equipment is manufactured," Frainer said. "We are delivering the message that we are a solution provider to the challenges you are faced with."

In terms of cranes, the Nenzing factory produces crawler cranes from 100 to 300 metric tons. After a rain shower, the outdoor presentation was a bit soggy but still impressive. Beyond the review of several models of cranes produced at the Nenzing factory, a highlight was a vintage 1979 HS 870, the first hydraulic duty cycle crane with an electronic control system produced by the company. Until recently, the crane was in operation; Liebherr Nenzing purchased it with the goal of refurbishing it and using it as an example of how durable and long-lasting the company's cranes are.

The 1979 HS 870 was driven around the yard.



BARGE-MOUNTED MLC650 BOOSTS EFFICIENCY FOR TRANSMISSION TOWER REPLACEMENT PROJECT

The project manager stated that the MLC650 with VPC-MAX was the only crane that had a load chart that would enable them to complete the project this efficiently.

Cianbro is the latest company to take advantage of the barge-mounted benefits that Manitowoc crawler cranes with Variable Position Counterweight (VPC) offer. The Pittsfield, Maine-based construction firm used a Manitowoc MLC650 to help replace two aging transmission towers on the James River near Charles City, Virginia. The new towers will help feed energy from a nearby nuclear plant to the surrounding area.

The two towers stand 425 ft tall, rising from the James River. While planning the project, it became clear that a barge-mounted crane would provide more efficiency, as the crane could complete lifts in closer proximity to the transmission towers. Previous generations of crawler cranes that would have been used to get the reach and capacity needed for the job may have been too large for erection on a barge. But the MLC650 with VPC-MAX has the reach and capacity in specialty barge charts to get the job done.

The crane removed the old transmission towers and then set the replacement towers into position on the river.

“In the past, we would have had to build a trestle, cofferdam or causeway to accommodate a traditional crawler crane with the necessary capacity,” said Mike Berry, lift superintendent for Cianbro. “The MLC650 has the right capacity and a compact footprint that fits securely on a barge, which enabled us to lift from an optimal position on the river.”



The heaviest components of the new towers are the 100 ft by 90 ft bases, which weigh 75.5 USt. The upper halves of each tower weigh 28 USt and were lifted 435 ft above the water for installation. To dismantle the old transmission towers and erect the new ones, the MLC650 was outfitted with the VPC-MAX attachment, which enhances the crane's capacity and enables additional boom- and jib-length combinations.

Each tower section was assembled at Shirley Plantation on the north bank of the James River. Once completed, the sections were be moved into position by barge, where the MLC650 installed each one.

The MLC650 was not the only Manitowoc crawler on the job. A barge-mounted Manitowoc 4100 RINGER assisted the MLC650 with lifting each tower component. Additionally, two Manitowoc 4100Ws and a 4000W were also set up on the river bank to remove old tower components from the river and to deposit them on land for further disassembly.



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Recapping the first ever
Tower Cranes North
America Conference held
in downtown Miami, FL.



Tower talk

Although activity levels in the tower crane sector are high, rental companies should be aware that market conditions can change. This message was voiced by two industry experts at the Tower Cranes North America (TCNA) Conference held June 18-19 in Miami.

Keynote speaker Christian Chalupny, president of Morrow Equipment, said he was reasonably confident that the market would remain strong for the next 18 to 24 months, but that the market operates in cycles and that a slowdown will come.

"There is an increasing acceptance of tower cranes in North America, when compared to 10 or 20 years ago," Chalupny said. "We see an increasing demand for tower cranes as people realize the economics of the tower crane."

Maxim Crane COO Frank Bardono said the work pipeline is strong, but he but sounded a cautionary note by citing

Keynote speaker Christian Chalupny is 'reasonably confident' the market will remain strong for the next 18 to 24 months.

the confidence and investment in the run up to the 2008 crash. He said rental companies need to be aware of the value of their services, the expertise of their staff, and charge rates that reflect this.

Camera debate

Another area of keen debate was the use of hook block cameras. During a roundtable discussion, Billy Smith of NBIS challenged Peter Hird of BlokCam and Chris Machut of HoistCam on the use of cameras, claiming that they could leave crane operators and crane companies legally exposed in the event of accidents. Both Hird and Machut made strong arguments for the use of these devices.

Meanwhile, Peter Juhren of Morrow, and chair of the SC&RA's tower crane committee, outlined how crane companies should prepare their tower cranes for hurricanes and other severe weather events. He emphasized the need to prepare well in advance. "If you start preparing only when a weather warning is issued, then it is already too late," he said.

A key theme of the event was the challenges that taller buildings and faster construction schedules have on tower crane suppliers. Both Wolffkran and Terex Cranes described some of the technical solutions they are developing with customers to adapt to the demands of contractors.

Liebherr's Marco Guariglia reported

The first time in North America, the conference attracted some 275 delegates.



Maxim's Frank Bardono addressed recent headlines regarding the tower crane market in 2008 and 2018. He asked the question 'Is it Déjà vu all over again?'



Conference sponsors hosted table top displays during networking events.



on the company's fiber rope technology, which he said would extend rope life and increase crane lifting capacity.

Presentations can be downloaded from the conference website at www.khl-tcna.com. The conference was organized by KHL Group and its magazines *American Cranes & Transport* and *International Cranes and Specialized Transport* and supported by event partner SC&RA. International Tower Cranes will be held in Vienna, Austria on May 8-9, 2019. ■

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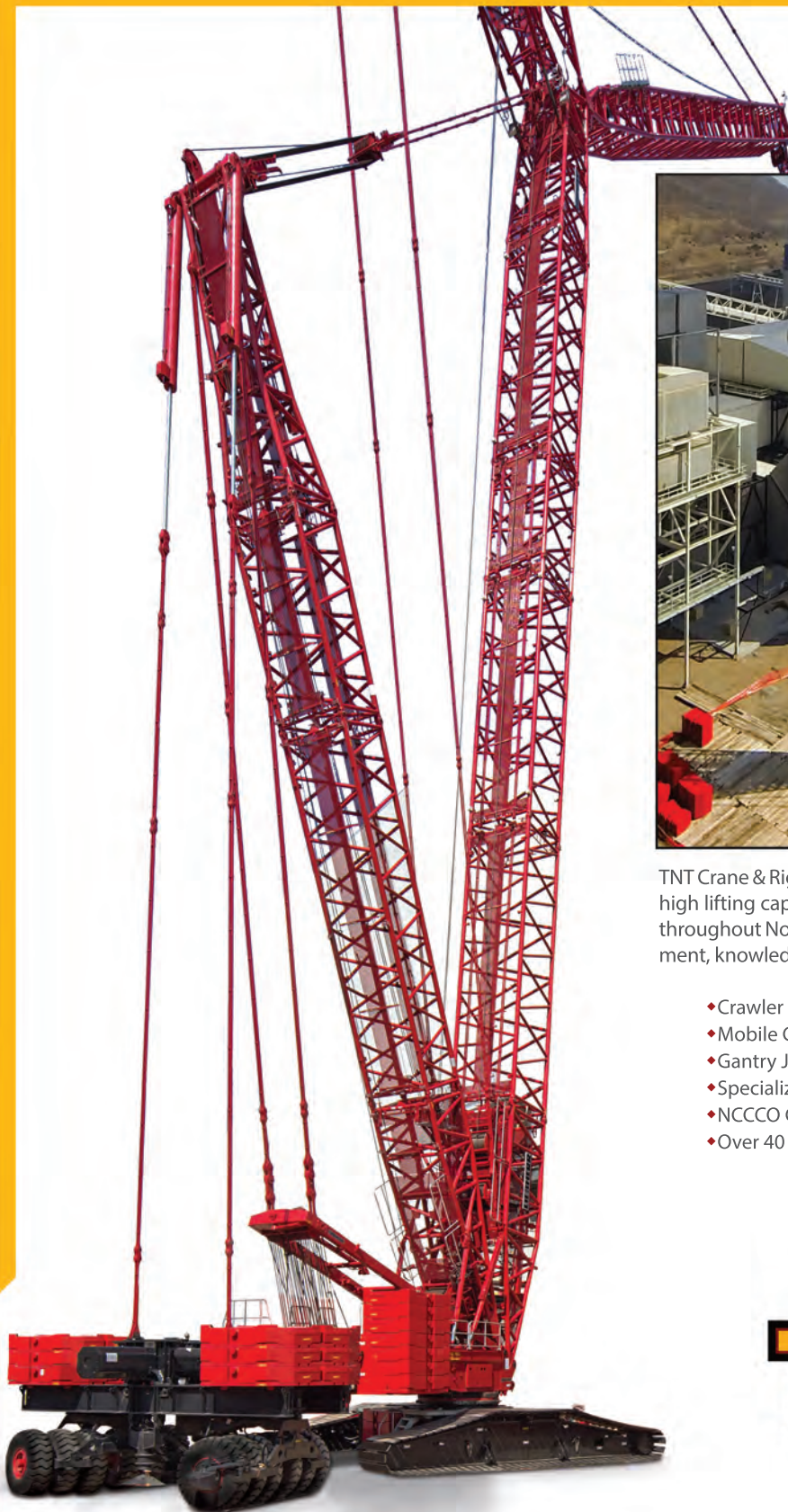
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Louisville line-up

Mike Chalmers previews the 2018 Crane & Rigging Workshop.

PHOTOS: @GOTOLOUISVILLE



The 2018 SC&RA Crane & Rigging Workshop is set for September 26-28, at the Louisville Marriott Downtown in Louisville, KY. The Workshop is the crane and rigging event of the year – bringing together owners, operators, safety directors and operations managers from the industry's foremost manufacturers and companies. Workshop sessions have an emphasis on safety, regulatory and consensus standards, training, equipment maintenance, as well as current issues affecting the industry.

In addition to numerous networking opportunities, the Exhibit Center, with over 90 booths, has sold out each of the last 15 years. With no conflicting sessions or distractions, the Exhibit Center is the best place for Workshop-goers to meet and make new contacts quickly and easily.

Recognizing pitfalls

One universal concern almost everyone in attendance will agree on is the persistent nature of litigation throughout the marketplace. All the more reason for attendees to sit in on Bill Smith's presentation "Practical Ways to Protect Your Company from Lawsuits."

Recognizing that the new lottery of

More than 500 are expected to attend this important industry event.

today is the lawsuit, Smith, executive vice president of claims and risk management for NBIS, will share with audience members practical ways to protect and defend themselves in the event of a suit filed against their company or employees.

Similarly underscoring the importance of knowing the "rules of the game," Steven Todd, SC&RA vice president of transportation, will articulate how one permitting mistake could cost a company millions of dollars, in his session "Mobile Cranes on the Move: Using New OS/OW Rules to Your Advantage."

WHAT:

SC&RA Crane & Rigging Workshop

WHEN:

September 26-28, 2018

WHERE:

Louisville Marriott Downtown, Louisville, KY

REGISTRATION INFORMATION

www.scranet.org

A former state department of transportation official, Todd will explain how to take advantage of a recent federal government ruling on mobile cranes to maximize time and budget. All aspects of securing permits and working with law enforcement and government officials will be covered.

While Todd inspects costly mistakes, Jim Wiethorn, PhD., P.E., Haag Engineering, >24

Expert speakers, presentations



■ NBIS' **Bill Smith** will address Practical Ways to Protect Your Company from Lawsuits.

■ SC&RA's **Steven**

Todd will present Mobile Cranes on the Move: Using New OS/OW Rules to Your Advantage.

■ Haag Engineering's **Jim**



Wiethorn and University of Texas Associate Professor **Fernanda Leite**

will examine what contributes to accidents, discussing The Hazards of Service Providers.



■ Goldberg Segalla Partner Attorney

Michael Rubin will speak on the subject: An Attorney's Point of View: Playing Offense with OSHA.



■ Lifting Gear Hire's **Patrick Clark** and **Tom Beasley** will present a session titled:

Tackle Any Job with Better Tool Management.



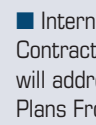
■ Cortland Company's **Brooks Nunley** and Sampson Rope's **Dennis**

Sherman will discuss How to Successfully Use Synthetics.



■ Ashley Sling's **Sam**

Socolow will examine the ins and outs of Calculating Sling Angles and Hardware Selection.



■ International Industrial Contracting's **Jamison Fox** will address Engineered Lift Plans From A to Z.



THE AUTHOR

Mike Chalmers serves as partner, chief copywriter for Thrive Content Solutions LLC, a creative copywriting agency based in Chicago.

HIGHLIGHTS



Link-Belt Cranes is hosting a factory tour for Workshop attendees. At the 770,000-square-foot plant in Lexington, KY, participants can see firsthand everything it takes to manufacture and assemble a Link-Belt crane. Machining centers, assembly, lattice and formed boom bays, final paint and much more – are all customary stops along the way. The tour will culminate with lunch and a Link-Belt signature CraneFest presentation that will show off the company's latest product offerings.



The **SC&RA Leadership Forum** is another key component of the SC&RA Crane & Rigging Workshop. The inclusive program is designed to help fast-track the best and brightest young minds to the next levels of professional and Association leadership. Accepted applicants will be matched with a mentor and learn from various industry veterans about workplace trends and industry issues (all interested can apply at www.scranet.org/leadership).



With more than 90 booths, the Crane & Rigging Workshop Exhibit Center gives attendees the opportunity to hear about new products and services, make new contacts and get to know industry leaders.



Educational sessions center on topics that include safety, regulatory and consensus standards, training and equipment maintenance.

and Fernanda Leite, PhD, P.E., associate professor of the University of Texas, will examine what contributes to accidents in the presentation, “The Hazards of Service Providers.”

Wiethorn and Leite will point to recent research that suggests a lack of safety talks, pre-lift meetings and miscommunication between service providers (crane rental firms) and the client – including what those in attendance can do to reduce risk of accidents.

And what good discussion on rules and pitfalls is complete without advice from a lawyer? Michael Rubin, partner attorney, Goldberg Segalla, will walk Workshop-goers through how to take control of their company's compliance by knowing their rights and responsibilities during his session “An Attorney's Point of View: Playing Offense with OSHA.”

Staying compliant

Using SC&RA's new *Severe Weather Guidelines* as an example, Troy Pierce, vice president, Health Safety and Environmental of TNT Crane & Rigging, will explain best practices for managers who want to introduce new practices and rules to employees in his presentation “Bridging the Gap Between Compliance and Choice.”

Complementing Pierce, Patrick Clark, national rental support manager for Lifting Gear Hire, and Tom Beasley, business support manager for Lifting Gear Hire, will ask their audience if their companies are organized and compliant when it comes to tooling operations. During their presentation – “Tackle Any Job with Better Tool Management” – Clark and Beasley will show attendees how to discover their options in inventory management, inspection recording and other tools so that their teams can be compliant (ASME B30 standards and OSHA 1910) and efficient.

Crucial calculations

Application is the name of the game when Brooks Nunley, technical sales and key account manager for Cortland Company, and Dennis Sherman, technical sales manager of cranes for Sampson Rope, take the stage to present “How to Successfully Use Synthetics.”

The duo will address the question: What are the effects of bending on synthetic fiber ropes and slings, and how do they differ from steel wire and round slings?

Staying on theme, Sam Socolow, product application and training manager for Ashley Sling, will educate the audience on how to calculate reduction and tension factors and the effects of angular loading on hardware in “Calculating Sling Angles and Hardware Selection.”

Jamison Fox, P.E., International Industrial Contracting Corporation, will guide attendees through the elements of preparing an engineered lift plan in “Engineered Lift Plans From A to Z.”

In addition to two evening receptions and a First Timers' Briefing, the Workshop will also shine a deserving light on the 2018 Rigging Job of the Year Winners – representing the four best projects in their categories for exemplifying safety practices, ingenuity and specialized engineering.



Networking is a critical benefit of the Workshop, which will bring together more than 500 owners, operators, safety directors and operations managers from the industry's top OEMs and crane and rigging companies.

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Concern of strained international trade relations stemming from the Trump Administration's import tariffs have affected stock markets. But many leading indexes remain at historically high levels.

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.

Tariff concerns

The threat of further import tariffs on goods imported from China weighed on stock markets in May and June. At the moment, this is more of a war of words between the two countries, but the concern is that the back and forth of tariffs and counter tariffs could escalate into a trade war that would be detrimental to the Chinese and American economies alike.

The Trump Administration has couched its policies in terms of securing jobs in the U.S., encouraging inward investment and as a way of protecting American companies' intellectual property. Free-trade advocates would say that tariffs push up prices for consumers and tend to threaten jobs because they close-off export markets. The stock market view of the situation has been negative, with share prices falling as the rhetoric has flown.

There are also difficult practical issues in today's world of international

supply chains and the global manufacturing footprint many companies now have. There is plenty of potential for tariffs to push up prices of goods sold in America, and which many would consider to be manufactured domestically because component parts are supplied from overseas. This means that the effect of tariffs can be hard to quantify, and that they can have negative and unintended consequences.

Although this has provoked negative sentiment on the stock markets, the impact has been limited. As this month's graph indicates, the major stock market indicators have been essentially flat for the last few weeks and months, rather than heading sharply down.

It is also worth noting that they are all significantly up compared to their positions a year ago – between 10 and 20 percent for the Dow, NASDAQ and S&P 500, and almost 30 percent for the ACT Heavy Equipment Index (HEI). All four indexes remain close to the record highs that

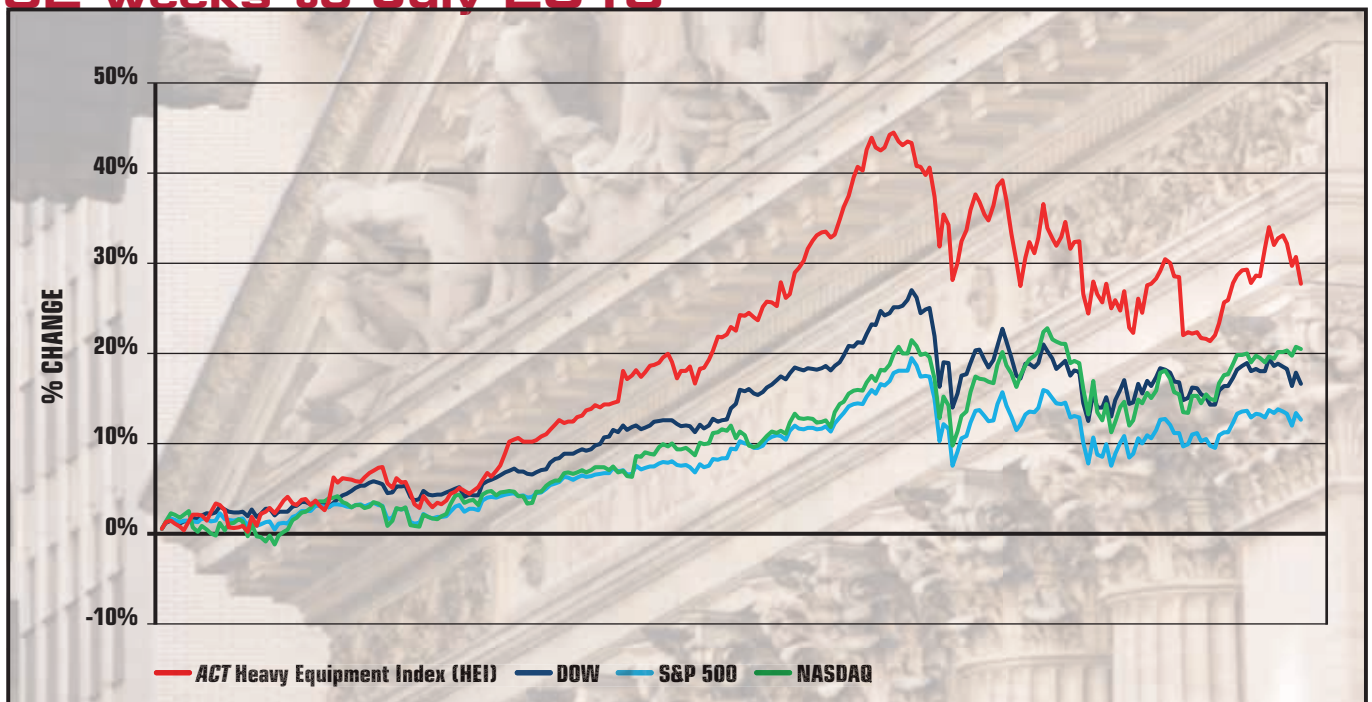
were set in the first few weeks of this year.

As this month's edition of ACT went to press, half-year results from the major equipment manufacturers were eagerly awaited. The bellwether as far as the heavy equipment sector is concerned is Caterpillar, and the company has made some interesting comments on the state of the markets and its business this year.

One issue that Caterpillar and others have raised is the difficulty in meeting demand. With global construction equipment sales rising 28 percent last year, according to specialist consultant Off-Highway Research, certain components are in short supply, which is leading to higher costs and longer lead times for manufacturers.

In terms of financial results, this may impact a companies' profitability, which is the key metric of interest to investors and therefore the key influencer on share prices.

52 weeks to July 2018



When know-how

Small in stature but huge in know-how, **Toni Sabia** sells equipment and vehicles that move enormous payloads.

D. Ann Shiffler reports.

Twenty years ago, Toni Sabia started her company – Transport Systems & Products (TSP Inc.) – as a one-woman show. Since then TSP has grown exponentially, distributing among the best known specialized transportation and marine equipment in the world.

Sabia began her career as a logistics manager at the Brimmekamp Company, which represented several European-manufactured equipment companies. One of those companies was Scheuerle.

“That’s when I was introduced to the world of specialized transportation,” she recalled. “As time went on I became versed in all aspects of that business, including sales and service.”



When Brimmekamp closed its doors in 1998, Scheuerle approached Sabia about the prospect of becoming its North American representative. She said yes, and that’s when her company was born.

For two years she ran the business on her own.

“After that it became obvious that I was going to need help,” she said. “As we grew as a company, I added support staff and later sales and marketing people. In 2001 we added other products specific to specialized transportation and the marine industries to our offering. The marine products are a perfect fit as we have sold Scheuerle transporters into many of the major shipyards in North America.”

I first met Toni Sabia in 2006 at an SC&RA meeting, during the first year that we published *American Cranes & Transport*. Back then, at the SC&RA Symposium Exhibit Center and Annual Conference Products Fair, she would work the TSP Inc. booth alone. Often, she and I were the only women on that side of the display table.

As she grew her company, she grew her involvement in SC&RA, serving on the board of directors and leading the SC&R Foundation.

She was an eloquent spokesperson for the Foundation, often awarding scholarships and grants to proud recipients who would travel to the SC&RA’s annual conference to accept their awards.

“I never really paid attention to the thought that a woman couldn’t be successful in this industry.”

**TONI SABIA, President and Owner,
Transport Systems & Products**

A huge engine is transferred from a barge on a self-propelled modular transporter (SPMT). TSP Inc. sells the TII Group/Scheuerle brand of SPMTs.

“Our affiliation with the SC&RA has had a wonderful impact on our business,” she said. “The ‘we/us’ attitude of the organization and its members allows a wave of networking, referral and assistance that I haven’t experienced through any other organization. The SC&RA and its membership work wonders in letting everyone know who moves and builds our world. I love being a part of that group.”

And suffice it to say, the feeling is mutual.

Sabia is admired and respected for her leadership and professionalism throughout the industry. She has sold transport systems to small companies and huge ones alike, and each of her customers are assured that the service after the sale is as good as gold.

We caught up with Sabia recently to discuss her business and the market for specialized transportation equipment.

WHAT IS THE SCOPE OF PRODUCTS/SERVICES OFFERED BY TSP?

TSP offers a wide variety of products starting with transporters from the TII Group and Scheuerle. These transporters span a wide range of industries from aerospace to energy, construction to shipbuilding and more. TSP also offers a full complement of marine electronics, marine safety equipment, foul weather gear and mobile electronics.



meets eloquence



WHAT DISTINGUISHES TSP INC. IN THE MARKETS ITS SERVES?

TSP has always had a customer centric philosophy. We work hard for both our customers and the manufacturers we represent. When you combine our focus on customer service with the wide array of products we offer, and over 35 years of experience in the specialized transport and marine industries, TSP sits apart from most other organizations in our respective industries.

HOW IS THE TII/SCHUEERLE PRODUCT LINE DISTRIBUTED IN THE UNITED STATES? WHAT ARE ITS ADVANTAGES?

The Scheuerle product line has long been a world leader in specialized transportation. Since the formation of the TII Group, the product line has expanded even more. Covering the marine and shipyard industries, energy, manufacturing, metallurgy, over-the-road and in-plant sectors, Scheuerle and the TII Group either makes or can design a transporter to meet your needs and challenges. Ship yard transporters, SPMTs, hydraulic platform trailers, hydraulic highway trailers as well

When TII Group and its subsidiaries roll out a new product, such as the KMAG 25 or the Scheuerle SPMT Light, Toni Sabia and her TSP team will introduce the product to end users throughout North America.

as custom design and build transporters that solve a multitude of specialized transportation challenges.

The product line is distributed in the United States through TSP and its strategic partners. When a customer buys a Scheuerle they are purchasing a long history of success, service, functionality and technology that is unsurpassed.

A WOMAN-OWNED BUSINESS IN THE REALM OF SPECIALIZED TRANSPORTATION IS A RARITY. WERE THERE ANY CHALLENGES ALONG THE WAY IN BUILDING YOUR BUSINESS?

There were some times in the beginning that I felt I had to prove myself, to show that I actually had the mechanical knowledge and capability to comprehend and understand the needs of our customers and the workings of our equipment.

I use a lesson every day, that my father taught me as a young child, and that is: "If something is in your way, move it. If something is broken, fix it. And if you want something, work hard for it."

So, with that in mind, I never really paid attention to the thought that a woman couldn't be successful in this industry.

WHAT IS IT YOU LIKE ABOUT WHAT YOU DO?

What I like about this industry and the job we do centers around the fact

that we actually have an impact in the development, advancement and structure of our global society. I have gotten to visit many incredible places and see some amazing things. I am fortunate in that on a daily basis I get to see hard working people excelling at jobs that most people don't even know exist, doing things that no one really knows how they get done. That's what I love about what I do.

WHAT IS YOUR BUSINESS PHILOSOPHY?

TSP is a customer centric company. We not only recognize our customer's wants, but we also pay careful attention to their needs. We believe that in any project we equally represent our principal and our customer. We work hard to make the interaction work for all parties.

WHAT DO YOU DO WHEN NOT WORKING?

I will let you know when that finally happens!



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What's trending in the world of ground stabilization? **Hannah Sundermeyer** reports.

From the ground up

The most important part of crane setup and operation is assuring proper ground stabilization.

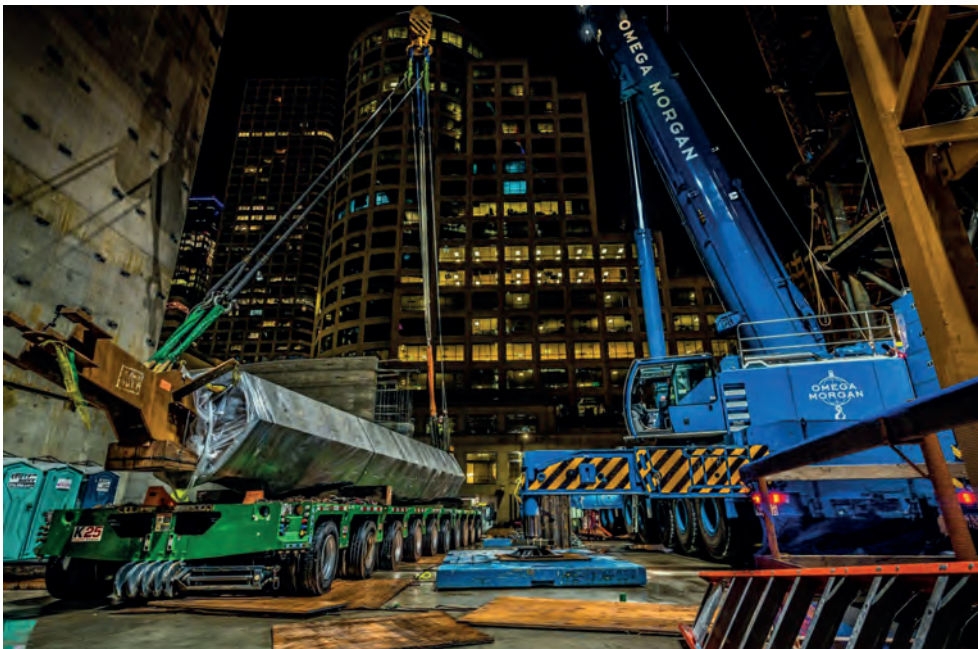
American Cranes & Transport spoke with industry experts about how they approach ground stabilization when it comes to crane mats, pads and cribbing for the various projects they perform.

At Imperial Crane Services, a lift planners' method for ground stabilization is the same, regardless of the crane size or type being used.

"Although the client assumes responsibility for the ground and soil conditions in the area where the crane is to be stored, parked or operated, Imperial estimators and planners assist the client with the requirements of the crane being used to be properly supported, and to identify and mitigate any potential hazards related to the ground conditions on the site," said Larry Eckardt, vice president of operations, Imperial Crane Services. "We provide the ground-bearing pressure created by the crane in use and offer the necessary matting to achieve acceptable conditions to perform the work safely."

Planning is key

According to Kate Lampson, director of strategic communications at Lampson International, regardless of what type of crane is used to make a lift, there



Omega Morgan uses wood round mats for smaller cranes and consider ground bearing capacity.

are several categories that need to be considered when factoring in ground stabilization.

"These include potential hazards to people, complexity of the load handling activity, adverse impact from environmental conditions, lift equipment and rigging capacity and/or performance, adverse commercial impact, site requirements unique to the load handling activity and federal, state and local safety requirements," Lampson said. "One of the main issues associated with planning any type of a lift is ground preparation and stabilization. There are several major categories that will help determine if the lift is either standard or critical in nature, and each category has multiple related items ranging from determining accurate load information, such as verifiable weight to the location of the center of gravity, verifying the allowable ground conditions, establishing a communication plan and controlling site access."

Some of the more complicated ground

stabilization issues that Imperial's crews have faced include working on suspended structures like bridge decks with specific limitations to ground bearing pressure.

Eckardt said in these cases, engineering related to the shoring process of the structure to meet the level of stability required to support the pressures applied by the crane can get very complicated. Proper evaluation and planning are always key.

"All our cranes are provided with mats that are sufficiently sized for the ground-bearing pressures generated by the crane," Eckardt said. "When it comes to selection of cribbing products, it is always about the application. We utilize several types of matting depending on the conditions and crane type; hardwood, synthetics, steel plating and fabricated steel matting. All have their strengths and weaknesses in various conditions, whether it is the weight/size of the cribbing related to transport and set up, or the effectiveness of the cribbing in various conditions, uneven ground, or water/moisture content of the soil, as well as the specific ground bearing pressure values set by the client."

Omega Morgan has designed and fabricated steel mats for their all-terrain cranes.



Lampson International uses steel mats under Lampson Transi-Lift crawler cranes, and the company now offers short and long-term steel crane mat rentals.

“We manufacture our crane mats at our facility in Washington state and offer Mudboats as well as conventional steel crane mats,” said Lampson. “Our Mudboats measure 9 feet by 50 feet and 9 feet by 25 feet and are moment connected for continuous bearing. Our steel crane mats measure 16 feet by 14 feet and include fork pockets for easy placement. Our mats are good for various applications such as load spreading, ramps, temporary bridging and crane runways to name a few.”

Omega Morgan uses various types of wooden round crane mats for smaller cranes, and they look at customer-provided ground-bearing capacity information to ensure that the mats are adequate to spread the load and stay under the required PSF, according to Kai Farrar, project engineer, Omega Morgan.

Omega Morgan uses the Duerr method to calculate track pressure and ground pressure and to determine a wood crane mat configuration to stay within the proper ground-bearing capacity. The same applies to Omega Morgan’s steel crane mats that are most often used with all-terrain cranes.

“We have designed and fabricated steel mats for each of our AT cranes that generally keep ground bearing pressure under 3,500 PSF,” Farrar said. “We also have various sizes and thicknesses of steel plate as well as fabricated I-beam bunks, if we need to have even lower ground pressure.”

Below the surface

“As a crane company, we don’t determine the ground-bearing capacity of the site,” said Farrar. “The site owner or general contractor is responsible for determining the site ground capacity. Soil studies to



Lampson International has always used their own steel mats under Lampson Transi-Lift crawler cranes. Lampson now offers short and long-term crane mat rentals.

determine ground capacity are generally conducted when there is no historical data for a site, when the force imposed by a crane is unusually large or there are buried structures and/or utilities.”

Lampson added that whether is a rough terrain crane, a boom truck or a heavy crawler crane, the company takes ground preparation very seriously.

Another expert in ground preparation, Dearborn Companies is a 65-year-old consulting, engineering firm and testing company that prides itself on tackling the most challenging crane and rigging jobs.

“What makes us somewhat unique is that we actually have the organic Ground Penetrating Radar (GPR) capabilities,” said Mike Walsh, president, Dearborn Companies. “This includes 3-D laser scanning along with engineering services. So, we can do data collection and document ‘as-is’ conditions and engineer that all out. That also involves clearance studies for tail swing, boom swing, load swing, getting the crane in, getting the crane back out, etc.”

A big part of the ground preparation process also comes down to the workflow, Walsh said, making sure you’re collecting data that’s being georeferenced. Then it comes down to the interpretation of that data.

“There are days where that can be as much art as it is science,” Walsh said.

Rules and regulations

Effective ground stabilization wouldn’t be successful and safe without a set of guidelines for the industry to heed.

“The OSHA regulations place the responsibility of the ground and the ability to support the crane on the controlling entity of the jobsite,” said Billy Smith, executive vice president,

NBIS. “The ASME/ANSI B30.5 safety standards require the site supervisor and the lift director to make sure the ground conditions are capable of supporting the crane and its intended load. The crane company should provide the ground bearing pressure below the crane outrigger pad and the support materials they are using to the controlling entity, site supervisor and/or lift director.”

Smith emphasized that ground stability is not the sole responsibility of the crane company. It’s important with the usage of large cranes that ground conditions are considered in detail.

“The problem, and also the challenge, is in the small crane industry where a crane may do three to five jobs a day and they are in and out in a couple hours,” Smith said. “Additionally, a rough terrain crane may move on a jobsite multiple times in a workday and set up in several locations. Therein lies the problem and the ground PSF beneath the outrigger may be an unknown and the lift still be successful. More than often this is the case.”

Certification exams from the National Commission for the Certification of Crane Operators pays significant attention to ground stabilization standards and best practices. The majority of NCCCO operator examinations address ground stabilization. While the language does vary, according to Graham Brent, Chief Executive Officer, NCCCO, elements of concern include but are not limited to: weakness below the surface, such as voids, tanks, and loose fill; weakness on the surface, such as retaining walls, slopes, excavations, and depressions and firm, drained, and graded ground conditions for adequate support. Operators must also know the proper use of mats, blocking, or cribbing and outriggers or crawlers, as they affect the ability of supporting surfaces to handle the expected loads of the operation.



At Imperial Crane Services, the method for ground stabilization is always the same.



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The digital hub

ACT rounds up some of the latest devices in LMI/RCL technologies.

Load Moment Indicators, also known as Rated Capacity Limiters, were never meant to replace a crane operator's experience or know-how when making a lift. They are designed to be an operator aid, a backup to assist the operator in assuring safe lifting operations. Today's LMIs/RCLs are much more sophisticated than in the past, and many operators want them on all the cranes they run. A small but mighty aspect of every crane, LMIs/RCLs are crucial in both safety and efficiency.

All in one

RaycoWylie's i4500 is more than just a system. The all-in-one operator aid boasts the flexibility to suit any crane and any application.

"RaycoWylie is continuously striving to advance its i4500 according to specific customer requirements, simple or complex, enhanced with customer logos, custom crane pictograms, camera views, outrigger monitoring, integrated engine data, etc.," said Manon Huard, OEM sales manager, RaycoWylie. "The use of multiple displays in a crane cab is a thing of the past."

But new to the RaycoWylie family of LMI's is a list of new applications. The newest is the i4300 for pipe layer side booms. It uses CAN bus sensors to monitor load, angle, radius, boom tip height and rated capacity shown on a color screen with user intuitive menus for easy operation.

RaycoWylie has also recently introduced the knuckle boom application. Again, this includes the all-in-one concept showing all crucial information at a glance on a 7-inch color display.

For the tower crane industry, the company has recently added the anti-collision feature preventing collision of two or more cranes on the same jobsite. The location



The qSCALE Ix LMI provides a display of the crane's current load and geometric information.

of the hook is communicated via radio signals between the cranes. Last but not least, the company now offers a hybrid i4500 wired CAN bus solution using wireless sensors communicating to the network via gateway. This product is as ideal for OEM's as it is for modernizing older cranes.

"The i4500 series is not just an innovation; it is a way of rethinking security on construction sites in which the operator plays the key role of his own safety," Huard said.

New and improved

WIKA Mobile Control currently offers two LMI options- the qSCALE maestro LMI upgrade for the aftermarket and the qSCALE Ix LMI as a solution for both the OEM and aftermarket.

The qSCALE maestro is an LMI upgrade solution for existing DS150G, DS350G/GW, and maestro systems that are currently in the field. The system features a user friendly 4.3-inch color display that shows actual and allowable load, boom

length, boom angle, and load radius. The qSCALE maestro also incorporates an integrated light-bar and event recorder. System components include console, controller, junction box, pressure transducers, and cable assemblies. The system also incorporates the use of either a cable reel upgrade kit or a complete boom kit. The cable reel kit is chosen based on the specific requirements of the end user.

Other optional features are available to support additional customer or application requirements. These include an external light-tower, wind speed and camera option.

One of the main features of the qSCALE maestro is that it is configured to use the original calibration data. Converting the existing software eliminates the need for costly re-calibration and enables the end user to install the system quickly and efficiently in the field. This aids in reducing overall cost and machine downtime.

"Now with the qSCALE maestro we can offer our customers event recording and optional CANbus based features such as an external light bar," said Brian Considine of Skyazul (WIKA Mobile Control Premier Dealer). "The open architecture of the qSCALE maestro platform provides opportunities for expandability that we didn't have before."

The qSCALE Ix LMI was designed to increase efficiency and



RaycoWylie's newest device is the i4300 for pipe layer side booms.

productivity of crane operations. The system provides the operator with a graphic display of the cranes current load and geometric information, including the actual and allowable load, boom length, boom angle, and load radius. The display also includes an integrated bar graph which provides the operator with information about the cranes utilization. The qSCALE Ix features the option of a 4.3" or 7" color graphic display with user friendly navigation providing the operator with an easy to use step by step setup process.

One of the features of the qSCALE Ix is the easy to use Crane Configurator Tool. The tool minimizes the required time for system integration by OEM's resulting in a more effective configuration for new cranes while reducing costs. This tool also provides a cost-effective solution for

The Cranesmart touch screen clearly displays sensor transmissions for the operator.

the aftermarket making the qSCALE Ix a viable retrofit option. In order to improve the efficiency of the production process for the crane manufacturer, the time required for calibration is greatly reduced and simplified through a menu-driven calibration process. The sensors can be chosen freely, depending on whether the signal is transmitted through power, CANopen, or wireless.

Cranesmart Systems

Cranesmart Systems has introduced a new LMI 4 touchscreen system. The advanced technology includes a main display, receiver and a control module, while adding to the full LMI Cranesmart system. The touchscreens clearly display sensor



transmissions for the operator, internally handles all software logic and menu interfaces, allows for easy transducer spares and swapping, a USB port for alarm logging and programming updates, function kickouts available and an output to existing function kickouts, computer or PLC.

The load cell wirelessly transmits weight on the lift line to the display panel. Various sizes include 7.5K, 15K, 25K, 40K, 50K, 80K and 120K. Cable reel wirelessly transmits positional information to the display panel, and is custom fitted to each application. A2B monitors the counterweight on the slow speed line of a travelling block, and wirelessly transmits alarm signal when the block contacts the counterweight. The level indicator indicates if a machine is level, sending an alarm signal if necessary. This is useful where ground thaw, sinking mud or extreme wind are factors.



The qSCALE is an upgrade for current DS150G, DS350G/GW and maestro systems in the field.



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The load pin offers 360 degree free-rotating load sensor, factory calibrated, no adjustment required and a minimum 5:1 safety factor. The angle indicator wirelessly transmits boom angle information to the display panel and is accurate to within 0.1 degree. A line rider wirelessly transmits weight on the blocks to the display panel, and is accurate to within 1 percent of actual load, to a load resolution of 100 pounds. Wind speed indicator wirelessly transmits wind speed range of 15-80 MPH and is useful where operations are required to shut down due to extreme wind.

This full "Load Moment Indication" system combines load measurement, angle sensing and anti-2-block functionality. Cranesmart strives to meet any crane safety challenge put forth by customers, including large capacity cranes, line riders, load pins and unique, non-crane applications.

The future is bright

"Big changes are on the horizon which will disrupt the current market," said Haroon Khan, TWG's Engineering Manager for New Product Development.

Greer offers two CAN J1939 enabled displays with high-resolution WVGA graphics.

"The LMI/RCL will become the digital hub of the crane. It will communicate with other devices on the crane such as the engine and hoist, providing real time information and history to the cloud, which will be available by fleet owners and users. Future LMI/RCL systems will have more processing power, provide much more data from multiple inputs and have event recording and notification capability."

As one of the seven TWG brands, the others providing products such as hoists, gear drives and slewing ring bearings, Greer offers an integrated package to the crane manufacturer of mechanical, electronic and digital products.

Greer offers two CAN J1939 enabled displays with high-resolution WVGA graphics; the smaller Greer Insight and the larger Greer Element II. The Insight is designed especially for boom trucks. Both are waterproof per IP67 and offer an impressive list of capabilities including multiple screens, customizable configurations, imperial or metric units



and multiple language options. They are optically bonded for outdoor viewing and support ECU readout screens as well as multiple inputs.

Greer LMI/RCLs are available in the aftermarket for telescopic boom cranes. Greer also provides retrofit solutions for rail charts, barge charts and multiple attachments. In addition, the company recently released a wireless anti-two block switch that can support either one or two switches. It is designed for and tested in harsh environments and uses long lasting lithium batteries for reliable performance.

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Moving to the h

Crawlers are versatile, dependable and rock solid. **D. Ann Shiffler** reports.

A lot of news has rocked the crawler crane class over the last four months. All of the major crawler manufacturers have rolled out new models, starting with Kobelco introducing a new 330 tonner in April and Manitowoc, Liebherr, Link-Belt and Terex debuting 100-ton, 800 ton, 300-ton and 120-ton cranes respectively to their line-ups this summer. Plus, Kobelco and Manitowoc terminated their OEM agreement, giving both manufacturers new avenues for growth in the evolving crawler market.

In late May, the news hit that Manitowoc and Kobelco would be ending their OEM supply agreement as of November 2018. Since 2003, Kobelco Construction Machinery had supplied Manitowoc with lattice-boom crawlers with lift capacities under 150 tons to the worldwide Manitowoc distribution network.

“As a world leader in lattice-boom crawler cranes, Manitowoc provided our customers with a comprehensive line through our alliance with Kobelco,”

said Barry Pennypacker, president and CEO of The Manitowoc Company. “The company has been an excellent partner, providing our customers with a high standard of product quality and reliability. After nearly 15 years, we have agreed to pursue separate ways developing our own products in the smaller capacity cranes to serve our respective customers.”

Jack Fendrick, vice president, Kobelco Cranes, said the motivation for the cancellation of the agreement was mutual.

“We are [both] constantly looking at global market dynamics and evaluating what is in the best interest of our separate brands, dealers and customers,” Fendrick said. The end of the agreement will not affect current owners of Kobelco crawlers, nor prospective Kobelco crawler customers.

“Providing them support will remain our focus,” he said. “Our Kobelco dealers may benefit from not having ‘in line’ competition.”

For those customers that own Manitowoc-branded crawlers that were made by Kobelco, they will continue to be supported by their Manitowoc dealers and the Crane Care team.

“As with all relationships, things change over time and new perspective must be applied,” Fendrick said. “I think the customer base benefits by having choices, and this will create new options for crane users to weigh.”

Manitowoc MLC100-1

On the heels of the news that Manitowoc and Kobelco are ending their OEM agreement, it was quite fitting that Manitowoc would introduce a new crawler to begin filling in the capacity gaps left by the agreement termination. And the company did just that the first week of June at its Crane Days events held at its manufacturing facility in Shady Grove, PA. (See our Site Visit: Manitowoc on page 13.)

Manitowoc’s latest crawler is the

MLC100-1, which has a 110-ton capacity and was designed to be erected and decommissioned faster than any other crawler crane in its class.

“It means a lot to debut our newest crawler crane right here in Shady Grove,” said Harley Smith, global product director for crawler cranes at Manitowoc. “Visitors to Crane Days were the first in the world to see the MLC100-1 fully assembled. This crane is a huge time saver, with extremely quick set-up and tear-down times, giving our customers more time to get to work.”

The MLC100-1 has a maximum boom length of 200 feet. It has a load moment of 371 ton-meters and is powered by a 300 hp Cummins 6.7 L Tier 4 Final engine.

The crane will save customers time on the job because of its self-assembly hook, which enables the operator to install the counterweight without any outside assistance. During assembly, the crane uses a single segment of hoist line with a button termination, which is routed through sheaves in the boom butt. This eliminates the need to assemble the boom top and enables operators to get to work faster when compared with competing cranes in the same class.

“Our customers have come to expect high performance from Manitowoc crawler cranes,” Smith said. “But even our long-term customers will be surprised at how quick this crane can get off the truck and get right to work. We put a lot of design hours into the assembly and disassembly of this crane with valuable feedback from our field technicians, and I’m happy to say that it paid off.”

The MLC100-1 has an improved, wider cab design, with easier access to the cab made possible by additional grab bars and a movable left-hand console. In addition, the cab’s high-back seat with head rest and electronic seat controls combine with improved HVAC performance for best-in-class comfort.

The crane allows for easier service with high-visibility sight glasses and quick drains on every gear box. The main valve is also easily accessible. The crane operates via Manitowoc’s Crane Control System (CCS), which can be used in



The Kobelco CK 3300G-2 has a maximum lifting capacity of 330 tons for the standard crane and 385 tons with the SHL specification. It debuts as Kobelco’s largest crane.

Head of the class!



Manitowoc's new crawler is the MLC100-1, with a 110-ton capacity, was designed to be erected and decommissioned faster than any crawler crane in its class.

conjunction with the company's new Diagnostic Code App to quickly analyze diagnostic screens.

End users can customize the MLC100-1 with numerous options to suit their specific jobsite needs. These include a free-fall option, a third-drum option with a 72-foot wire rope, generator-powered boom lights and a cold weather package for high performance in the toughest climates.

"The Manitowoc Way is all about innovation, velocity and listening to our customers," Smith explained. "We want to show our customers that we're listening,

and I think the MLC100-1 stands as proof that we are. They asked for a reliable crawler that can get to work faster than any competing crane."

Kobelco CK 3300G-2

The Kobelco CK 3300G-2 made its debut back April at an open house in Houston. The crane is in full production, with at least two units already delivered.

The CK 3300G-2 has a maximum lifting capacity of 330 tons for the standard crane and 385 tons with the SHL specification.

The crane debuts as the largest model of Kobelco's multi-purpose crawler crane

CK/CKE/CKS Series, which has been a best seller in the market for many years, according to Fendrick.

"The basic concept of this new model is its versatility and ease of operation," said Fendrick. "Simply put, this crane is a Kobelco. It has many of the same designs and components as our other cranes, which means it will be familiar to operators and makes things easier to fix."

Fendrick said the new model is a "big brother" to the current Kobelco line.

The new CK 3300G-2 has a maximum crane boom length of 295 feet and a maximum fixed jib combination of 256 feet plus 100 feet. The heavy fixed jib combination is 236 feet plus 98 feet. The maximum lifting capacity with the luffing jib is 132 tons and the maximum luffing boom length is 197 feet. The maximum luffing jib length is 217 feet. It is powered by a Scania engine.

The crane was designed with various attachments ranging from standard crane configuration, including fixed jib, heavy fixed jib and luffing jib, which are most suitable for multipurpose work, to the super heavy lift configuration, including luffing jib, for the heaviest lifts, Fendrick said.

"We designed these cranes taking into consideration maximum compatibility, such as jibs and pallet weights, with our other models," said Fendrick. "After in-depth marketing research on the 300-ton crane market, we positioned these models to provide superior lifting capacity."

The performance of the undercarriage has been enhanced to operate on rough ground jobsites, with high ground clearance and outstanding propelling performance, while minimizing the overall footprint. To correspond to specific jobsite needs, a free-fall winch (optional) is available.

An intuitive-designed moment limiter monitor makes it simple for anyone to quickly master the operation with easily understandable pictograms and a touch screen panel. As an added safety function, a working range limiter will assist the operator in preventing collisions.

The design considered customer's needs so that these cranes can conform to local transport regulations. Transport width is

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less than 10 feet for all components.

Main machine weights can be adjusted with some variations in order to meet transport restrictions. It can be transported with 17 trailers.

The standard crane weighs 352,700 pounds. The carbody weight is 88,200 pounds. A self-assembly system is available for crawlers, lower boom, carbody weights and counterweights.

Liebherr LR 1800-1.0

At its Customer Days event in Germany in early June, Liebherr unveiled the 881-ton capacity LR 1800-1.0. The crane is three meters wide and has a maximum transport weight of 49 tons once its tracks have been removed. In standard configuration the crane has an 84-meter luffing jib and an 84-meter boom.

Outstanding lifting capacities and low-cost transport around the world are the main features of the new crane, according to Jim Strobush, project manager crawler cranes, Liebherr USA.

The crane has been designed as a particularly powerful industrial crane for jobs with a luffing jib and derrick system for power plant construction and the petrochemicals industry, he said.

A most notable feature is the boom system, which features lattice

sections with three system dimensions that can be telescoped into each other for transport of the crane. The large lattice sections are at the bottom section of the main boom, the medium ones in the top section of the main boom and in the bottom section of the luffing jib. The small lattice sections are installed in the upper section of the luffing jib. The standard length can be extended to the maximum length of the boom system of 102 meters for the main boom plus 102 meters for the luffing jib.

The base plates have a standard width of two meters to keep the ground pressure as low as possible.

The LR 1800-1.0 also features the VarioTray innovation. After raising the lattice boom with the large derrick ballast, part of the ballast can be easily and quickly unbolted. Only a small proportion of the ballast is generally required for hoisting work with the boom in steep position. This avoids stacking and unstacking of ballast slabs.

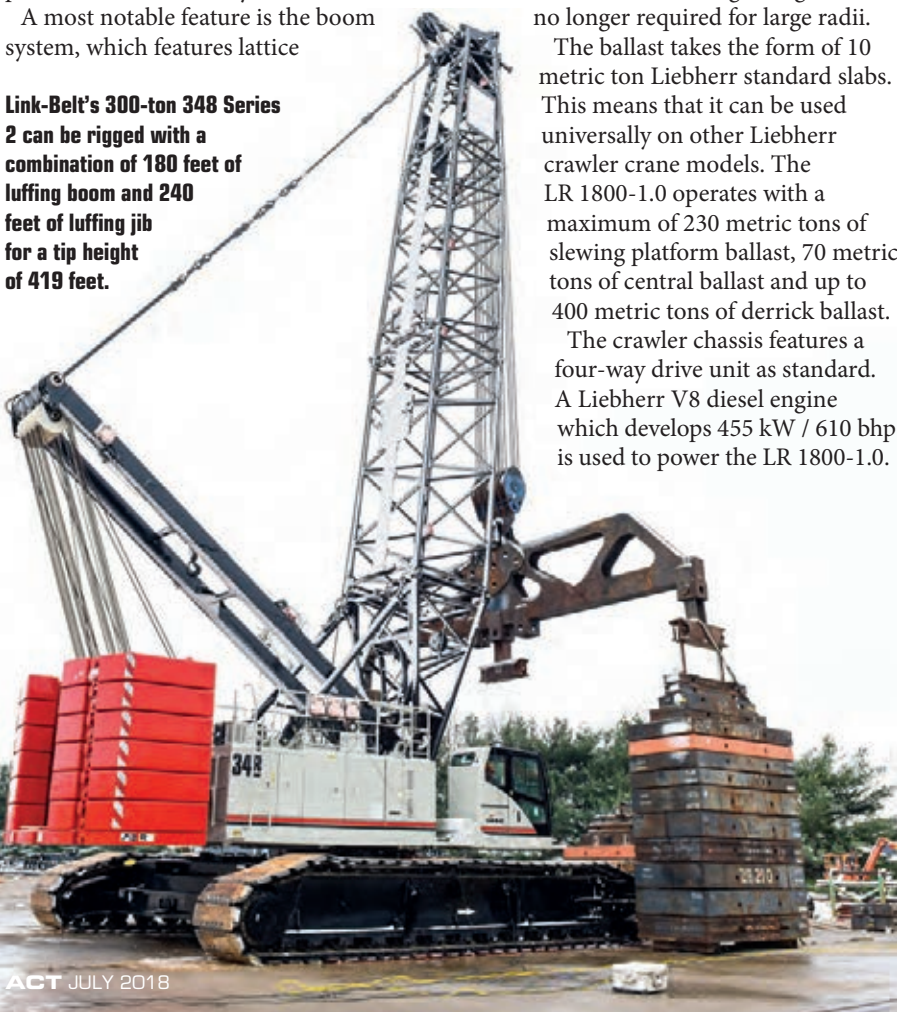
As well, the new crane features a suspended ballast. A hydraulically adjustable folding frame allows the ballast radius to be adjusted to up to 23 meters.

This means that a fixed guiding frame is no longer required for large radii.

The ballast takes the form of 10 metric ton Liebherr standard slabs. This means that it can be used universally on other Liebherr crawler crane models. The LR 1800-1.0 operates with a maximum of 230 metric tons of slewing platform ballast, 70 metric tons of central ballast and up to 400 metric tons of derrick ballast.

The crawler chassis features a four-way drive unit as standard. A Liebherr V8 diesel engine which develops 455 kW / 610 bhp is used to power the LR 1800-1.0.

Link-Belt's 300-ton 348 Series 2 can be rigged with a combination of 180 feet of luffing boom and 240 feet of luffing jib for a tip height of 419 feet.



The engine already complies with the Stage V exhaust emissions standard.

The LICCON2 controller delivers extended set-up facilities and monitored erection for the LR 1800-1.0.

Link-Belt 348 Series 2

In Late June, Link-Belt introduced the 300-ton (273 metric ton) 348 Series 2 crawler crane.

"Crane owners and operators will have a lot to like about the new 348 Series 2 300-ton lattice crawler crane," Link-Belt told ACT.

Cummins QSL 9 350 hp Tier 4 Final and Tier III engine options are both available and deliver efficient power to a Kawasaki pump and motor package.

Matching hydraulically driven main and auxiliary hoist drums utilize Link-Belt designed gear drives for either straight power-up/power-down auto brake mode or can also incorporate an optional "wet clutch" free fall feature, if required. New ultra-wide hoist drum laggings, an integral part of the drum itself, provide the standard 28 millimeter hoist rope an extra-large circumference, extending rope life and offering maximum line pull of 53,306 pounds.

Greater fuel economy is just one of the benefits offered with Series II ECO winch system. When activated by the operator, ECO hoist provides maximum line speed with lighter loads all with the engine under 1,000 RPM. Also, standard equipped is operator-selectable "auto-engine shutdown" allowing the engine to shut down automatically after extended periods of inactivity.



At its Customer Days event in Germany in June, Liebherr unveiled the 881-ton capacity LR 1800-1.0.

hoist reeving. All assembly is done from the ground with no work at height exposure.

The 348 Series 2 has a live mast cylinder for self-assembly and lattice extensions can be mixed and matched with existing conventional boom of 348 H5 models. Owners can use heavy duty, transition and long-range booms.

Two position track gauges offer owners variable track positions depending on the application, and extended position provides a wide base for operations where

conditions allow 22 feet and retracted at 19 feet 2 inches.

Front and rear lower counterweights feature 'hook and pin' style carbody design and consist of two stacked weights at the front and rear – top counterweight slab weighs 17,000 pounds and lower weighs 20,000 pounds – fitting neatly between the side frames even in fully retracted gauge.

The 348 Series 2 is equipped with carbody jacks and quick disconnects on lower hydraulics for quick and easy installation and removal of side frames when needed.

First shipments of the new 348 Series 2 will begin fourth quarter 2018.

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The crane operator is assisted by on-board high-resolution winch-view, rear-view and non-cab side swing-view cameras to enhance jobsite visibility from within the cab, which features a full LED system monitor and adjustable armchair-mounted controls.

An audio/visual travel and swing alarm system alerts crew members on the ground when the crane swings or travels. The intuitive rated capacity limiter monitoring system provides the operator with all lift information and allows the operator to set swing and other control parameters creating virtual walls with audio, visual alarms and function kick out.

Maximum heavy-duty boom length is 300 feet and maximum heavy-duty jib combination is 240 feet plus 140 feet. Maximum long-range boom length is 355 feet and maximum long-range jib combination is 295 feet plus 140 feet. A maximum combination of 180 feet of luffing boom and 240 feet of luffing jib provides 420 feet of attachment and a tip height of 419 feet.

To provide quick conversion from conventional style lifting to a luffing configuration, assembly has been simplified with the introduction of semi-bore weldments for pin locations and stop cams for quick pin alignment.

A new luffing jib transport package with lifting lugs simplifies and expedites luffer assembly. The rear post will scissor into place by means of alignment links.

The transport package also comes assembled with nylon rope reeving to assist with initial luffing jib wire rope

The Buckner team combines decades of experienced personnel with an impressive lattice boom crawler fleet, from 80 tons to 2,000 tons, and the largest telescopic crawler fleet in the country to give our partners the right solution every time.

**Connect with us today
to find your solution!**

A large graphic for Buckner Heavy Lift Cranes. It features a stylized illustration of a lattice boom crawler crane in white lines against a dark red background. The text "FIND YOUR" is written in large, white, sans-serif capital letters, slanted upwards. Below it, the word "SOLUTION" is written in even larger, bold, white, sans-serif capital letters, also slanted upwards. In the bottom right corner, the Buckner logo is displayed in red and white, with the text "BUCKNER HEAVY LIFT CRANES" below it. At the very bottom, the website "bucknercompanies.com" and the phone number "336.376.8888" are listed in white.

Terex HC 120

Using its HC 100 crawler as a starting point, Terex has introduced the HC 120, with a 120-ton capacity, a boom length of 230 feet and a tip height of 284 feet.

"We are committed to making continuous improvements to our cranes, and that is exactly what we did with the HC 120 crawler crane," said Wendy Knowles, senior sales operations analyst of Terex Cranes. "Using our HC 110 model as our starting point, we added several features that make the HC 120 more cost effective to transport, easier to setup and less expensive to maintain. The result is a unit with a smaller footprint than its predecessor and many improvements that enhance overall productivity."

Designed for superior transportability and flexible operation, Knowles said the HC 120 crawler crane has a 120-ton operating classification, a maximum load moment of 431 ton-meters, a boom length of 230 feet and tip height of 284 feet. And with a transport width of 12 feet and a transport height 10 feet 9 inches, it can be hauled with its boom inner installed and tracks on, while remaining under 100,000 pounds. The HC 120 is

equipped with a Cummins 250-hp, Tier 4F engine that meets EPA regulations and a redesigned operator cab.

The HC 120 crane's power high-speed hoist system includes identical independent main and auxiliary drums that incorporate free fall and are easy to access. Both drums have a max line speed of 566 fpm and max single line pull of 42,108 pounds. Each drum, including the optional third drum, has power up/down.

With the crane's two-speed travel, operators are able to select the best speed and power for control for working conditions. Also, the unit's shockless stop system will gradually retard the

operating speed to reduce shock dynamic effects when the crane approaches lifting load or boom limits.

The hydraulic counterweight removal system eliminates bolts and hoses for simplified installation and removal, which reduces setup time and gets the machine to work faster.

The counterweight is positioned lower than on the previous model. Also, the HC 120 crane has swing-away axle extensions that tuck away when not in use. The cab on the HC 120 crawler crane is designed for operator comfort, control and visibility, Knowles said.

"The operator will be more productive with the HC 120 cab's enhanced control system, load moment indicator and control levels," she said. "It is also designed to deliver a quiet operator environment and superior jobsite visibility."

Terex Cranes offers a wide variety of crawler cranes with lifting capacities from 80 tons to 285 tons.



Using its HC 100 as a starting point, Terex launched the HC 120, with a 120-ton capacity, a boom length of 230 feet and a tip height of 284 feet.

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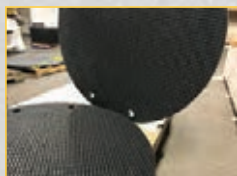
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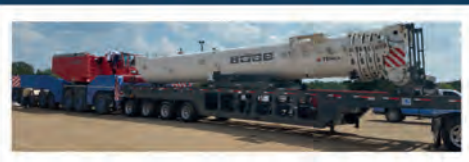


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Power play

A roundup of challenging projects performed at power plants and refineries throughout North America.

Power plant and refinery lifting requires expertise far beyond that of many other projects.

Some power plants and refineries will only work with crane companies that have been certified to work at their facilities.

For the most part, these jobs require heavy lifting using high capacity cranes and detailed lift plans that specify the cranes' every move. Seven companies responded to our request for information about recent jobs. Following are overviews of these compelling projects.

Beam and slings solution

Irving Equipment was contracted to assist in the installation of a 63,000-pound fish collection screen at the NB Power Tobique Narrows Dam, a hydroelectric dam in northwest New Brunswick, Canada.

The challenge was to position the collection screen directly under the bridge on which the cranes were located. The solution was custom slings and a custom beam with sheaves that allowed the rigging to travel under the bridge.

Using a Liebherr LTM1200-5.1, the collection screen was lifted over the side of the dam while a Grove TMS9000E lowered the rigging on the opposite side through the custom beam. Once the rigging was attached, the Grove TMS9000E then hoisted up until the collection screen was in the final position.

Due to the width restrictions of the bridge and a requirement for additional capacity during the initial lift, the VarioBase mode on the Liebherr LTM1200-5.1 was used.

Staying true to its belief that proving a lift solution works and shouldn't wait to happen on the jobsite, Irving's crew double checked the lift solution using Liebherr's Liccon planner software to verify the crane capacities.

Using Irving Equipment's proprietary lift planning software, CraneCAD, its engineers were able to create a 3D model of the project site to accurately verify crane locations, load clearances and rigging requirements.

Airspace issues

Bragg Crane & Rigging was contracted to help demolish parts of a decommissioned unit at LADWP Scattergood Power Plant in El Segundo, CA.

Bragg supplied its Liebherr LR1400/2 that was rigged with 184 feet of main boom and 207 feet of luffing jib to remove the top sections of the stack. Due to the height of Bragg's crane at 395 feet and the proximity of the Los Angeles International Airport runway, much coordination was needed.

Bragg's Project Manager Cristy Clark had to communicate daily with the LAX control tower as to when it was safe to

boom up the crane. Heavy air traffic and coastal fog played a huge role in when Bragg was allowed to operate the crane.

Once the top two sections were removed, Bragg decreased the luffing jib to 115 feet to complete the tower demo. Beyond the tower removal, Bragg's team removed duct work, a 200,000-pound overhead gantry crane, various structural steel pieces and a transformer.

In addition to the crane, Bragg supplied all the rigging and completed several engineered lift plans to be approved by the general contractor and the plant. The project was completed safely and on time.

Power grab

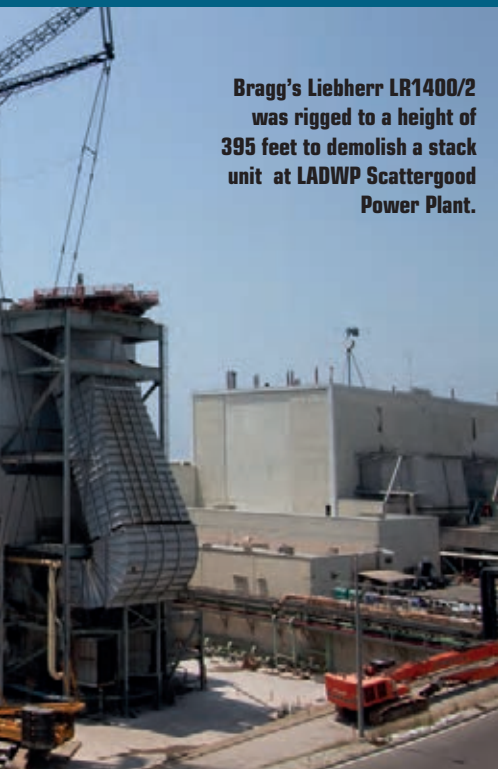
Tropical Storm Harvey devastated the upper Texas Gulf Coast almost a year ago. The effects of the flooding were felt throughout the region including the power transmission infrastructure.

Centerpoint Energy had transmission towers that supported powerlines across the Trinity River in Northwest Houston. Before the tropical storm, one of the towers was located 20 feet from the water's edge onshore. During the storm and following the flooding, the shore was eroded to such an extent that once the water level receded, the tower was located in the river approximately 20 feet from the shore.

The fish screen was lifted over the side of the dam while a Grove TMS9000E lowered the rigging through the custom beam.



Bragg's Liebherr LR1400/2 was rigged to a height of 395 feet to demolish a stack unit at LADWP Scattergood Power Plant.



Erosion exposed and undermined the tower's foundation pilings creating a potential failure risk. Centerpoint needed to immediately construct temporary support towers to hold the powerlines while a permanent replacement tower was built onshore.

The main concern in decommissioning the tower was how to safely remove the de-energized powerlines. Removal of the heavy powerlines from one side or another of the unstable tower could potentially cause it to tip over and collapse. The solution was to have a crane hold the tower in place, keeping it stabilized, as the hefty powerlines were safely removed.

This particular tower measured 210 feet tall and an expected 90,000 pounds of tower and lines needed to be supported. The crane would operate at a 100-foot radius, a safe distance from the river.

TNT Crane & Rigging was awarded the job and its 800-ton Demag AC700 was chosen for its capacity.

The crane was rigged with 124 feet of main boom in the super lift configuration, 118 feet of luffing jib and 264,600 pounds of counterweight was used to hold the tower in place as each line was removed.

With the solution determined, the next challenge was getting the equipment to the site. The tower was located about two miles from the nearest access road in a remote part of the Trinity River flood plain.

Two full miles of mats were laid to form a temporary route from the access road to

The Lampson Transi-Lift LTL-2600B was rigged with 400 feet of main boom, 230 feet of mast and 120-foot stinger length.

the work area. A double layer of mats was laid at the worksite due to soggy ground conditions.

Centerpoint set temporary concrete towers to support the de-energized lines behind the crane. Once they were in place, TNT held the tower as the lines were removed and installed in their new temporary location, allowing a new redesigned permanent tower to be constructed.

The planning, teamwork and creativity of all companies involved in this project resulted in a safe resolution to a dangerous situation created by Mother Nature.

Reactor replacement

The Bayway refinery in Linden, NJ needed to replace the reactor in its FCC unit, the largest FCC unit in the Western Hemisphere. This was likely the first time that such a reactor lift has been contemplated.

Lampson has completed projects at Bayway starting in 1996, and has a good relationship with the refinery staff as well as other contractors involved in the lift.

Bayway contacted Lampson in 2013 regarding the replacement of the reactor. During the intervening time period, Bayway Engineering, Nooter Corporation and Lampson's engineering team worked to solidify the project's challenging lift requirements.

The Lampson Transi-Lift LTL-2600B was chosen as the crane best suited to accomplish the lifts for the project.

The Transi-Lift would be configured with 400 feet of main boom, 230 feet of



mast and 120-foot stinger length. A jiblet was also fitted to the boom that functioned as a fast line capable of lifting a maximum of 286 tons. The main boom capacity was 1,300 tons maximum.

Nooter Engineering would originate and coordinate all rigging and engineering efforts in concert with refinery engineering and Lampson International.

The Transi-Lift completed a test lift of 1,202.25 tons at a 170-foot radius, duplicating the conditions expected during the new reactor set.

After the old reactor was removed, a 565-ton lift at a 281-foot radius, the FCC was prepared to receive the new reactor. The lift conditions within the refinery required a lift radius of approximately 270 feet for the main lift with a total lifted load of 850 tons for the reactor lift.

The new reactor was prepared for the lift and the rigging was attached.

The reactor was lifted at an initial radius of 141.8-feet and translated to the required lift path. It was then boomed out to the final set radius of 269.1 feet and set in place. The lift took minimal time due to foresight by the Bayway and Nooter Corporation engineering in preparation of the lift site.

The final lift utilized 90 percent of the crane's capacity, leaving plenty of residual capacity if required.

This was a project initially contemplated in 2013 and started with a refined schedule in September of 2017 and completed ahead of schedule in March of 2018. This was also an accident/incident free project for Lampson with over 10,000 man hours expended.

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TNT's 800-ton Demag AC700 held the tower in place as the powerlines were removed and installed on a temporary tower.

Mammoet constructed two Terex CC8800 cranes mid-air and safely maneuvered them in a very tight space.

In the air rigging

Mammoet recently completed the demolition and replacement of five heater furnaces in the center of a congested, 86-year old plant in Texas City, TX.

The dimensional constraints in the refinery made crane construction a challenge as there was no available space to lay down the boom and jib. Mammoet's ability to construct two Terex CC8800 cranes mid-air and safely maneuver them in such a tight space meant larger sections of the furnaces could be salvaged and installed. This approach helped cut the project's duration by more than one month and get the refinery back online sooner.

The eastern placed CC8800 jib was installed while suspended in the air by two cranes while the western-placed CC8800 jib and the main boom were assembled mid-air above inactive pipe racks. Once completed, the two CC8800 cranes were able to make more than 50 critical lifts over several months.

The new furnaces will feed into a single stack and increase the efficiency and production capacity of the refinery.

After the cranes were assembled, they made lifts ranging from 50 up to 130 tons, always operating separately. There were no tandem lifts other than during the crane assembly.

Precipitator replacement

The East Bend Station in Union, KY is owned and operated by Duke Energy. Recently, Maxim was asked to help with a large outage with a complete tear out and replacement of the precipitator along with a boiler outage.

The job officially started on March 12, 2018 and is projected to take about eight months. Maxim has partnered up with Saulsbury Industries as well as TEI/



Maxim cranes are assisting in the tear out and replacement of a precipitator and a boiler.

Babcock Power, Bowen Engineering, Patriot Industrial and Chattanooga Boiler & Tank.

The job is going smoothly and moving forward with the precipitator tear out and rebuild with Saulsbury using a 2250 luffer and a 14000 Manitowoc along with multiple rough terrains of different capacities. The boiler outage went well and was completed on time with TEI using a 2250 luffer and a 90-ton rough terrain crane.

Maxim's cranes on site include two 300-ton capacity Manitowoc 2250s with luffing jibs, a 230-ton Manitowoc 14000, a 100-ton RT, a 90-ton RT, three 80-ton RTs, two 50-ton RTs, a 350-ton all terrain truck crane and a 210-ton all terrain crane.

Rigging conundrum

Bigge Crane and Rigging recently transported, lifted and set 16 heat recovery steam generator (HRSG) modules at a combined cycle power plant in Southern California.

When the new HRSGs are in place, the plant will generate 450 megawatts of clean and reliable power – enough to light more than 400,000 homes and businesses



throughout Orange County and the Los Angeles area.

Starting with the offloading of the 16 HRSG modules from the heavy lift ship, Bigge hauled each of the 550,000-pound modules some 25 miles from the port to the jobsite utilizing a 13-line dual lane Goldhofer trailer. The transport system had an overall length of 210 feet and an operating width of 20 feet.

At the plant, Bigge utilized a 900-ton capacity Enerpac hydraulic gantry to transload each HRSG unit onto a 4-file, 16-axle Goldhofer modular transporter, and then carefully transported from the transload area to the center of the plant.

Bigge hoisted and set each of the HRSG modules with a 771-ton capacity Manitowoc MLC650 crawler crane in a Series 3, VPC Max configuration. With the HRSG units measuring 104-feet tall, the payload of each lift was approximately 600,000 pounds including block and rigging. Once safely rigged and in proximity to the crawler crane, each HRSG was tripped to a vertical position, then swung into place at its destination within the boiler unit.

Bigge hoisted and set each module with a 771-ton capacity Manitowoc MLC650 crawler crane in a Series 3 VPC Max configuration.



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Warbird haul

Moving an historic World War II fighter jet required precision planning and specialized rigging.

A twin-engine jet fighter, the Gloster Meteor was a British Royal Air Force aircraft with an historic distinction. During World War II it was the Allies only jet aircraft to perform combat operations. With its turbojet engines, it was developed by Sir Frank Whittle and his company Power Jets Limited based in Lutterworth, England.

Close to 4,000 of these jets were built, and they served air forces around the world. The Meteor saw action in World War II, the Korean War and other conflicts for a couple of decades. Later, specialized variations of the aircraft were used in aerial reconnaissance and as night fighters. The plane was also used for research and development purposes and broke several aviation records, including airspeed records of 606 miles per hour in 1944 and 616 miles per hour in 1945.

By the 1950s the Gloster Meteor was pretty much obsolete, with many preserved in history museum exhibits. According to Wikipedia, only a handful of these jets are in active service today. But one of these old warbirds recently made its way to the United States.

Last year the World Heritage Air Museum in Detroit, MI acquired one of these aircraft, the Gloster Meteor T7, from the Classic Air Force Trust in Coventry England.

It took more than a year to get the airplane to the U.S., but she arrived in Norfolk, VA in late April after an



DeMase Trucking and Rigging hauled the airplane on a Faymonville MegaMAX trailer.

ocean voyage from Liverpool, England, according to an article on the website of warbirdnews.com.

At that point DeMase Trucking and Rigging was called on to haul the partially dissembled aircraft to the Hampton Roads Executive Airport where the airplane was reassembled for flight.

Fragile cargo

Using a 3-axle double drop trailer from Faymonville, the plane was 22 feet wide without the wings. The steerable MegaMAX stretch double drop, with a drive height of only 13 feet 8 inches, is the lowest stretch in the market and was ideal for clearing low bridges along the route. The unique king-pin steering on these trailers offers maneuverability and allowed access to extremely tight areas, according to Faymonville.

Faymonville is the only European manufacturer in the North American market that uses electric and pneumatic components that are completely DOT approved. For an extra-long life-cycle, the MegaMAX chassis is fully metalized (zinc-plated), which ensures the best corrosion protection available in the market.

WarbirdsNews.com reported that the aircraft was reassembled and deemed

flight worthy on June 9, 2018. Nine days later the plane flew to North Carolina for a short stay and then was set to make its way to its new home at the World Heritage Air Museum in Detroit.

"WA591 is scheduled to attend EAA AirVenture Oshkosh 2018 this July, alongside two of her contemporary British stablemates from the World Heritage Air Museum, the deHavilland Venom FB.54 (N747), ex-Swiss AF J-1747) and the Vampire T.55 (N115DH, ex-Swiss AF U-1206), where the trio will help celebrate the Royal Air Force Centenary," said WarBirds.com. "We look forwards to seeing the Meteor on the air show circuit for many years to come, and congratulate her owner, Marty Tibbitts and his World Heritage Air Museum, for their foresight in bringing this rare treat to American skies."

The mission of the World Heritage Air Museum is to rescue military jet aircraft and return them to flight status "to encourage the youth of America to dream, wonder and soar," according to the World Heritage Air Museum website.

Based in Lyndhurst, NJ, DeMase Trucking and Rigging is a family owned company started in 1973 with one tractor trailer and a customer in the metals industry. Today the company provides specialized transportation, lifting, rigging and warehousing throughout the Northeastern United States.



The British Gloster Meteor saw duty during WW II as the only jet aircraft to perform combat operations for the Allies.

PHOTOS COURTESY OF CACTUS JACK

OSHA's Certification Rule:



Operators will have to be certified by type but not by capacity.

“OSHA is unaware of any direct evidence establishing a safety benefit for requiring certification by capacity.”

After many years of dialogue with industry as to the meaning of certification and how it should be conducted, OSHA published a Proposed Rule towards the end of May that the Agency hopes will fix the issues that have stood in the way of mandatory crane operator certification originally provided for in the crane rule published in 2010. Here are five key elements of the proposed revision.

1. CAPACITY IS OUT. Everyone's been saying it for months (if not years) but OSHA has now officially proposed removing the requirement to certify by capacity of the crane. They have a sound reason for doing so: It's unnecessary. And it would impose a crushing financial burden on employers for no additional gain in safety. As the Proposed Rule states: "OSHA is unaware of any direct evidence establishing a safety benefit for requiring certification by capacity." For now, they've left it in as an option, but that may go also. In its proposal, OSHA invited comment on whether the language "or type and capacity" should be removed in the final rule given that it "could confuse

the industry as to whether capacity is required" at state level.

2. EMPLOYER EVALUATION IS IN. "The key difference between this proposal and the existing standard is that the proposal would permanently maintain the employer's duty to evaluate its operators." That's how OSHA summed up its new stance on this thorny issue that has been at the center of the dispute between industry and OSHA over the role of certification. While "all stakeholders reiterated that operator certification is beneficial in establishing a minimum threshold of operator knowledge and familiarity with very basic crane operation," OSHA states in the Preamble to the Proposed Rule, "every employer with whom OSHA spoke stated that the employer's role in ensuring the competency of crane operators should be allowed to continue." That's because, "a standardized test cannot replicate all of the conditions that operators will face on the jobsite." The question is now: How detailed and frequent should that evaluation be? While the requirements of the Proposed Rule are considerably less complex than previously drafted by OSHA, there's likely to be considerable employer feedback on this issue for OSHA to review.

3. SMALLER CRANES ARE STILL IN. There wasn't much doubt this but that didn't stop some industry organizations seeking to have smaller cranes (5,000-35,000 pounds capacity) or those typically used for repetitive lifts or used only intermittently excluded from the certification requirement. While the exemptions for derricks, sideboom cranes and equipment with a maximum manufacturer-rated lift capacity of 2,000 pounds or less remain,

NCCCO Commissioners convene in Wisconsin

More than 60 NCCCO Commissioners, Committee members and guests gathered at the Sun Prairie, WI headquarters of Associated Training Services (ATS) in April for the 44th Biannual NCCCO Commissioners Meeting.

The week-long series of meetings focused on various aspects of exam development and management of several CCO certification programs.

Among the committees meeting were the management committees for the Overhead Crane, Tower Crane, Signalperson and Mobile Crane programs. NCCCO's Crane Type Advisory Group (CTAG) and Practical Exam Audit Committee (PEAC) were also in session. Meals and refreshment breaks were sponsored by AGC of Wisconsin, American State Equipment, ATS, and Terex Cranes.

Said NCCCO Commission Chair Ellis Vliet. "Their state-of-the-art meeting facilities provided excellent opportunities for subject matter experts to stay focused and engaged in the vitally important matters that support NCCCO's goals of continuous improvement in exam design and construction."

Hosted by Associated Training Services (ATS), the 44th Biannual NCCCO Commissioners Meeting was held in April at ATS headquarters in Sun Prairie, WI.



5 things you need to know



Past presenters at NCCCO's Forums have included Director of the OSHA Directorate of Construction Jim Maddux (above) and Jerry Balcom (below), U.S. Army Corps of Engineers Safety and Health Manager.



OSHA decided not to grant requests for exemptions for these other cranes since they share "many of the crane hazards presented by larger cranes." OSHA also concluded that the underlying causes of crane fatalities and injuries did not necessarily decrease for cranes used in duty cycle work.

4. THE EMPLOYER MUST PAY. The language of the current rule has now been revised to clarify that employers must provide certification at no cost to their employees. This is in line, OSHA points out, with other rules that require employers to provide such items as PPE and medical exams at no cost.

5. THE RULE WILL BE EFFECTIVE . . . WHEN?

The deadline has been extended twice, and the existing rule is due to go into effect in November. Can OSHA get this Proposed Rule into a Final Rule in time? It doesn't think so, which is why it has proposed requesting an additional six months to get everything in line. That would take us to April 2019. Quite what would then happen on November 8, 2018 is down to OSHA but one possibility is that they would issue a "no enforcement" order regarding the existing rule language (in section 1427) to their compliance officers.

Mark your calendar: Third Industry Forum slated for October

NCCCO will hold the Third Industry Forum on Personnel Qualifications, Wednesday, October 3, at the Maritime Institute of Technology near Baltimore. As in past events, the Forum will bring together crane industry experts to discuss the latest topics and trends related to crane and rigging personnel qualifications. The event will be open to the public and will take place during NCCCO's fall Commissioner week, which includes meetings of several NCCCO Exam Management Committees as well as its 30-member Commission to discuss the state of the certification industry as it relates to cranes and lifting equipment, as well as NCCCO's upcoming initiatives. Admission is free but registration is required. Go to nccco.org/forum.

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Telematics and claims

Joe Doerr discusses how telematics can be an asset in claims.

In the first installment of this series, I gave an introduction to telematics, explained the link between telematics and CSA, and showed how telematics could have an immediate impact on Unsafe Driving and Hours of Service – two Federal Motor Carrier Safety Administration (FMCSA) Behavior Analysis and Safety Improvement Categories (BASICS). In part two, I recapped the state of telematics and introduced you to a few more of the benefits of telematics, including NBIS's newly launched, one-of-a-kind telematics solution. In part three, I'll be touching on how telematics can provide assistance in the event of an insurance claim.

Reporting

As you probably know, how fast you report an insurance claim matters. Getting the appropriate information to the insurance company as soon as possible gives the insurer the ability to start taking the actions needed to best manage a claim, which often leads to reduced costs and better outcomes.

Telematics gives insurers the ability to identify when an accident occurs – as soon as it occurs – allowing the claims team to start triaging the claim much earlier than ever before. Using the vehicle behavior information that's collected by telematics technology, including speed, hard braking patterns and location, algorithms identify when an accident has occurred and stores critical data for further analysis.

If an actual crash has been detected, notification is quickly sent over to the claims team and the insurer receives a crash dossier detailing relevant crash and policy data, allowing the claim process to begin immediately.



THE AUTHOR

An expert in FMCSA performance standards management and OSHA crane regulations, **Joe Doerr** is specialized

transportation program manager for NBIS. NBIS is the exclusively endorsed insurance provider for the SC&RA. www.nbis.com

Claims investigation

Commercial auto claims pose unique challenges due to the fact that first responders have to clean up an accident and get the road opened as quickly as possible. Often, critical data is lost before the insurance company has an opportunity to begin investigating. Telematics changes this. Regardless of fault, the information collected can help determine causation factors related to the crash, which helps determine the direction an investigation will take and how best to protect the policyholder. When you have the ability to pair data, accident scene photos and driver feedback, the adjuster handling the claim can make better fact-based decisions when deciding how to proceed. The information can also be used in accident-reconstruction efforts, injury assessments and repair estimates.

Fraud and theft

Telematics can also help detect fraud for injuries that appear to have been caused by your vehicle and driver. Having the ability to determine if your vehicle was even at the accident location at the time of an alleged incident can rule out liability early on. Having data that captures the impact and type of collision can help in determining whether or not the injury could have been caused by the accident in the first place.

Finally, telematics can be helpful in vehicle retrieval efforts. Telematics can assist in locating stolen vehicles in the critical early hours when the vehicle may still be in the geographical area. This provides huge benefits as it gives both the insurers and policyholders the possibility of retrieving the stolen vehicle before major damage is

Critical telematics take-aways

- Telematics gives insurers the ability to triage the claim earlier and more effectively.
- Telematics offers a wealth of data that your insurer can use to analyze the claim quickly and more efficiently.
- Telematics can help determine accurate causation factors which can help protect the policyholder.
- Telematics can detect fraud on a number of fronts.
- Telematics can help with vehicle retrieval.



caused or the vehicle is lost for good.

Remember, the benefits of telematics are substantial, but you only get them if you analyze and react to the data you're collecting. Understand your data. Don't leave it to the plaintiff counsel to show you just how valuable it is.

For more information on telematics systems and how to put them to work for you, or for questions regarding NBIS's Fleet Insight, contact Joe Doerr or another NBIS risk management specialist today at 1.877.860.RMSS (7677). ■

“Getting the appropriate information to the insurance company as soon as possible gives the insurer the ability to start taking the actions needed to best manage a claim, which often leads to reduced costs and better outcomes.”



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Essential to safety

There's no excuses for an improper pre-check.

It's easy to fall into a habit of thinking pre-trip truck inspections are the job of a mechanic – or take up time that could be spent driving. But there's a reason a pre-trip truck inspection is part of the CDL exam: it's essential to operating safely.

No matter what the industry or profession, everything starts with making sure the equipment is good to go. To that end, the time spent personally making sure that equipment is ready to perform will not only reduce mechanical and/or legal issues, but most certainly enhance operational success.

With specialized transportation, there really is no room for error – and absolutely no excuse for an improper pre-trip inspection. Part of that preparation also includes a driver being well rested and focused – “dialed in” to the task at hand.

Breezing through

With hours of service (HOS) and ELD requirements adding to the many complexities of modern transport, it's imperative that carriers and their drivers avoid unnecessary complications. After all, the best way to avoid fines, breeze through roadside inspections and deliver the load(s) on time and budget, is to take care of business before that business ever gets moving.

Unsurprisingly, HOS citations make up a large portion of violations that place commercial vehicles out of service every year. But with full enforcement of the ELD mandate now in effect, as of April 1,

inspectors have even more to scrutinize.

Ironically, while everyone is looking in the direction of ELDs, much of what is being enforced with the devices is HOS rules. All the more reason to make sure drivers, and the team overall, understand and are operating according to those requirements. Recent reports indicate that ELD makers have gotten feedback about drivers having problems using the devices because they weren't actually using the HOS rules correctly, and it's leading to citations and violations.

Do your homework

In a recent piece for *FleetOwner*, Aaron Marsh pointed out that there is still a great deal of confusion in the trucking industry, even among the well-informed, concerning ELDs and their predecessors. “Terms for them are often used incorrectly or interchangeably,” he noted, “but in a roadside inspection, calling something the wrong name can make a huge difference, so drivers will want to get this one right.”

He added that it's easier said than done. “Prior to the ELD mandate and specific guidelines that created ELDs, devices that kept electronic driver logs were called automatic onboard recording devices, or AOBDRs. Another term you might hear – electronic onboard recorders, or EOBRs – was a nonstarter and no one should be using it. That term came from an earlier effort by FMCSA that fizzled out.”

At this point, Marsh emphasized, drivers should be using a certified ELD

or an AOBDR – if they had one in use before the ELD mandate deadline of December 18, 2017. “The older AOBDRs can be used through December 17, 2019,” he said. “The trouble is, there are big differences between ELDs and AOBDRs that could cause a driver headaches during an inspection if misidentified.”

That said, it's wise not to rush a pre-trip walk-around. A driver should give the truck a chance to air up and give him/herself the chance to listen for air leaks. Also, check for exhaust leaks and make sure all lights are working. Obviously, the tires are vital – and/or anything else, other than the load, that has a chance to fall off.

Speaking of which, in specialized transport, load securement should be a no-brainer, but that doesn't mean everyone is perfect. Check again. And probably again.

Some final food for thought: clean the windshield. Not only is it a matter of safety, but it also speaks volumes to an officer, said Marsh, and could even be the difference between getting inspected or not. After all, if a driver can't take the time to clean off his/her windshield, what else hasn't he/she bothered to do? ■

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Cultivating young

Lift & Move USA continues to gain momentum.

Smack dab in Elkhart – the Indiana city that The Wall Street Journal recently claimed is the future of what the American economy looks like – Lift & Move USA participated in a successful career event with SC&RA members Buchanan Hauling & Rigging and Clover Machinery Movers.

As the U.S. economy rebounds, the present and future points to labor shortages, which is why SC&RA members are leveraging opportunities to reach potential employees in ways that may not have been explored before.

According to Lift & Move USA Director Tracy Bennett, “Many organizations talk about the skills gap and the need for workers. We all know it’s a problem. The solution is in doing something practical to make a change.”

And that’s what Bennett’s charged with doing.

Initiated, launched and now supported by SC&RA, KHL Group, SC&R Foundation and NCCCO, Lift & Move USA’s mission is to promote careers in the crane, rigging and specialized transport sector. The program comprises half-day career events for high school and college students as well as veterans – hosted by SC&RA members. While the endeavor introduces the next generation of workers to this industry, it also highlights the benefits of skilled craft professions to career and technical educators, school administrators and parents.

Lift & Move USA 2018 events are being hosted by NessCampbell Crane & Rigging in Portland, OR in October



and Superior Cranes in Rockingham, NC in November. Additionally, Boulter Industrial Contractors in Webster, NY is confirmed for May 2019.

“Lift & Move USA’s hosted events are different from most career exploration events,” Bennett said. “Live equipment demonstrations, and opportunities for students to interact with the equipment and the people who operate, maintain and manage that equipment, is what makes Lift & Move USA special.”

The beauty of the endeavor, she maintained, is that it’s an industry-supported event that brings multiple members together. “There’s a place for just about anyone in the supply chain – from transportation, crane or rigging members to service providers to OEMs. Host companies are encouraged to partner with other local member companies who may bring different areas of expertise, in order to deliver well-rounded events.”

Lift & Move USA will also continue



to support the SkillsUSA national championship, which took place last month in Kentucky. Thousands of students from all over the country competed in various skills categories that align with the crane, rigging and transportation industries. “We appreciate the support of Edwards Moving & Rigging, Industrial Training International and CCO practical examiner Equipment Training Solutions to provide hands-on activities in our booth,” said Bennett.

Extending our reach

In October, Lift & Move USA will assist Boulter Industrial Contractors at the Rochester (NY) Construction Career Day in reaching technical college students.

“We’re also partnering with members to network with teachers and administrators who are involved in the Association of Career and Technical Educators at events in Portland, OR, and Greensboro, NC, this summer,” said Bennett.



“Live equipment demonstrations and opportunities for students to interact with the equipment and the people who operate, maintain and manage that equipment, is what makes Lift & Move USA special.”

TRACY BENNETT, Director, Lift & Move USA

talent

**Buchanan Hauling and Rigging
and Clover Machinery Movers
recently hosted Lift & Move
USA in Elkhart, Indiana.**



Taking it one step further, Lift & Move USA is now sharing entry-level job postings in its quarterly eNewsletter. The eNewsletter is sent to students and teachers who have attended Lift & Move USA events. SC&RA members can submit entry-level job postings, apprenticeships or internships to further workforce development opportunities for people seeking to enter this industry.

"SC&RA is providing a great service to its members by giving them the support and tools to engage people where they do business," said Bennett. "When members establish relationships with local teachers and schools and workforce development groups ... that's what will ultimately make a difference."

To get involved, host an upcoming Lift & Move USA event near you or submit job postings, visit www.liftandmoveusa.com. Be sure to follow Lift & Move USA on Facebook and Twitter at @LiftMoveUSA.

SC&R Foundation spotlights scholarship, grant winners

In support of SC&RA member companies and the industry as a whole, the SC&R Foundation funds industry-specific research projects and educational initiatives, and also awards nearly \$60,000 in scholarships and grants annually. Over \$450,000 has been awarded to students since 1986.

Three recent award-winners were Jakob Green, Colin Gross and Linda Martin. All three have been able to utilize their awards to enhance their futures across a range of industry areas.

A recipient of a Foundation grant, Green recently graduated from a vocational tech school and landed a job as an equipment operator with The Shelly Company (Thornville, OH).

"My dad works for National Interstate and heard about the opportunity with scholarships and grants through the Foundation," he said. "We connected to the website and filled out the application."

Green loves being able to work outside and do something different every day, and sees himself working to advance within Shelly. He also genuinely appreciates what the SC&R Foundation is doing for the industry.

"You don't find too many organizations willing to give that kind of money away to a kid that's just going to go to a two-year school," he maintained. "It really says a lot about the SC&R Foundation that they're willing to invest in the industry's future like this."

Gross, currently an engineer with Northwest Crane Service LLC (Woodward, OK) who is additionally pursuing a MBA at Oklahoma Baptist University, knew exactly what he was going to do with his Foundation scholarship. "I am currently twelve hours away from graduating and the scholarship will almost cover the rest of my cost for the program."

Gross also has a degree in mechanical engineering from Oklahoma State University but admits to being unfamiliar with the industry at first. "However, over the past four years, I've been exposed to many challenges and have grown to really enjoy the industry," he emphasized. "I love the fact that, every day, you come to work and there is a new challenge. I look forward to continuing my career in this industry."

Martin serves as the corporate safety director at Bay Crane (Long Island City, NY), but didn't think she'd be eligible for a Foundation scholarship at first because she was pursuing a PhD.

"The Foundation contacted me personally and informed me that no one pursuing a PhD had ever applied, and encouraged me to continue, and then I was awarded a scholarship," she explained.

Martin has already applied the award money to her summer classes this year, and is excited to add to her area of expertise. "My course of study is safety; obviously the crane industry is high-risk," she noted. "There are very few people in the safety business that specialize in the crane industry. I have a family history in construction, and when I started doing some consulting early on with Bay Crane, I just fell in love with the industry."

Martin admits that she's thrilled to have the support of the Foundation. "It's really inspiring that they'd support someone who's not necessarily in the construction management end of things – but safety. We also play a vital role in this industry."

For more information, visit www.scr-foundation.org.



Jakob Green



SC&R Foundation President Randy Sever (left) awards a scholarship to Collin Gross.



Linda Martin

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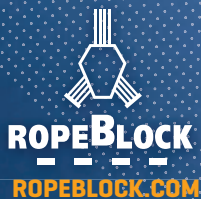
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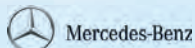




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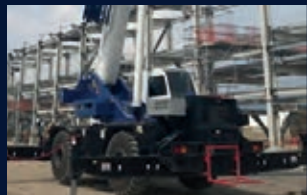
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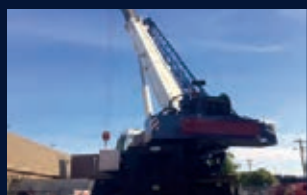
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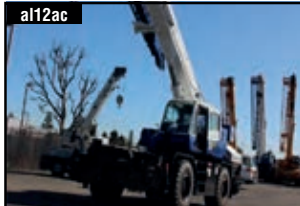
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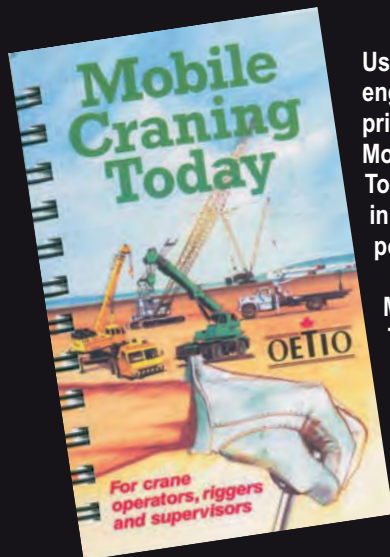
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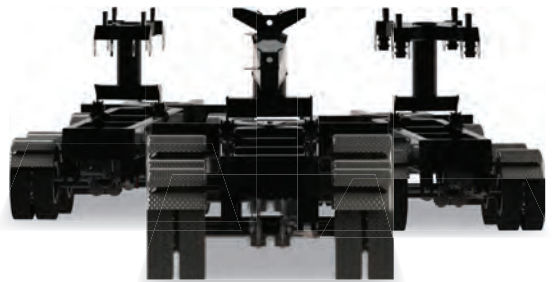
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Invisible tyrant

Wind is a constant challenge in crane operations.

Wind. It might be invisible, but it's still one of the most audacious hazards a crane operator can encounter. According to ANSI, "Between 2000 and 2010, there were 1,125 tower crane accidents reported worldwide, resulting in over 780 deaths."

One of the main causation factors in those accidents was exposure to wind, "which caused 23 percent of all accidents."

When Hurricane Irma hit South Florida on September 10, 2017, the topic of wind and how it relates to cranes, and specifically tower cranes, was once again in the news. A *Miami Herald* headline on that day read: "Three cranes at South Florida construction sites have snapped in Irma's howling winds."

Wind presents critical daily challenges, especially as it pertains to controlling a load. A slight wind makes it challenging for an operator to keep a load steady. Load drift, load spin, swinging the boom and holding the load in place are all factors the operator has to adjust for and work to control when wind is present. Taking that into consideration, Mark Krajci, Tadano America's product manager for all terrain cranes, has developed five practical points to consider when it comes to wind.

1 PRIOR TO A LIFT, YOU SHOULD ANTICIPATE AND STUDY THE POSSIBLE EFFECTS OF WIND ON THE LOAD ON THE CRANE. The larger the load and sail area, the lower the wind speed the load can safely be lifted in. (There is a formula for this in every operator's manual.)

2 PRIOR TO ANY LIFT, CHECK THE LATEST WEATHER REPORTS FOR POSSIBLE HIGH WIND CONDITIONS AND PLAN ACCORDINGLY. The Site Supervisor, the Lift Director and the Operator all have a part in this plan.

3 ALWAYS HAVE ACCESS TO AND KNOW WHERE THE BEAUFORT WIND CHART AND DEDUCTION NOTES ARE LOCATED IN THE OPERATOR'S MANUAL AND LOAD CHARTS.

THE AUTHOR



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

“ Wind presents critical daily challenges, especially as it pertains to controlling a load. ”

4 IT IS ESSENTIAL THAT THE CRANE BE PROPERLY SET UP. Out-of-level cranes only get worse in high-wind conditions.

5 NEVER CARRY OUT LIFTING OPERATIONS WHEN THE PERMISSIBLE WIND SPEED HAS BEEN EXCEEDED. Know what this speed is. If equipped, use the anemometer.

Every day concern

Wind is a big deal, and it's a big deal that must be dealt with in every crane operation. In fact, crane manufacturer Liebherr has issued a 56-page training document titled *Influence of Wind on Crane Operations* that reminds us, "Before starting work, the crane operator must determine the expected maximum wind speed at [the] site by contacting the appropriate weather office. If impermissible wind speeds are expected, the load must not be lifted and the crane may not be erected."

OSHA writes on its website about load charts and wind speeds: "Load charts do not generally take wind speeds into consideration. If the load chart or the operating manual does not have information on wind speeds and derating information, the crane manufacturer should be consulted."

The procedures applicable to the operation of the equipment, including rated capacities (load charts), recommended operating speeds, special hazard warnings, instructions, and operator's manual, must be readily available in the cab at all times for use by the operator. (See 29 CFR 1926.1417(c).) The maximum allowable wind speed and derating information need to be posted conspicuously in the cab or on the load chart."

OSHA's take on wind as it pertains to crane operations is essentially threefold: load charts do not generally take wind speeds into consideration; the crane manufacturer should be consulted if the operating manual doesn't have wind speed information and operating procedures, maximum allowable wind speeds, special hazards, warnings; and instructions need to be posted conspicuously in the crane's cab. ■



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