

ACT

The magazine for the crane, lifting and transport industry

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A KHL Group Publication

PRODUCT FOCUS
**All terrain
cranes**

ROUNDTABLE
Permitting

INTERVIEW
**Manitex's
Steve Kiefer**

TOP LIST
**SPECIALIZED
LIFTING50**

**Railroad bridge
project requires
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Bullish or bearish?

Okay so I'm dating myself here, but back when I was really young, there was a beer commercial on television that featured a catchy jingle, "Don't say beer say bull." The commercial was touting the attributes of a malt liquor beer that some sassy advertising agency had branded a bull. (Yes, I did have to Google it.) Anyway, all the talk of the recent stock market correction and the impact of the possibility of a "bear" market made me think of the commercial. Except the jingle I kept hearing was "Don't say bear, say bull." Is a bear stock market ahead? Is that bad news for the economy? Does a bear stock market necessarily mean we are going to see a bear market in the lifting, rigging and specialized transportation sector? Can the stock market be in a bear mode and our industry still experience a bull market?

Of course I don't know the answers to these questions, but I do think we are seeing lots of optimistic signs regarding our industry. In our Interview column this month, starting on page 24, I spoke with Steve Kiefer, the new president and COO of Manitex International. He revealed that the boom truck market experienced a notable boost in the fourth quarter of 2017. He said that if that number were annualized over 2018, the order rate would put the boom truck market at a mid-cycle performance level. He was optimistic on several fronts.

Another reason to be bullish about the market is year-end results. Manitowoc and Terex reported that orders are up and backlogs are strong. Our Business News column on page 17 discusses the stock market correction and the impact on our long-standing ACT Heavy Equipment Index (HEI) that we've been tracking since the magazine was started in 2005. I think you will find this month's analysis compelling.

This issue is chock full of strong editorial. Our Industry Focus on ground stabilization looks at the variety of materials used for crane mats, pads and cribbing. Our Product Focus on ATs reveals that end users are really digging these machines for a lot of reasons. Hannah Sundermeyer hosted our annual Permitting Roundtable, and she compiled our Specialized Lifting 50 top list on page 35. And then we've got three Site Reports that chronicle some really challenging jobs, one of which is our cover story.

And finally, I'd like to know your answers to the questions I posed above. And, without Googling it, what's the name of the beer?

D. ANN SLAYTON SHIFFLER

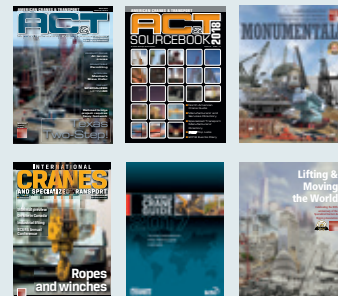
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**"I asked for this
crane specifically..."**

— Shawn Boydston, Superintendent, Big D Construction



"It's our logical choice and tool."

"The big capacity and long reach is a big deal."

"The crane can reach a long way out from one place, pick a lot of material for the different crews, and still have a small footprint."

"We wanted the 110|RT on this project, knowing what it could accomplish."

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TNT Crane & Rigging used a Demag CC 2800-1 and Manitowoc 18000 to remove and replace bridge trusses in Van Ormy, TX. See our Site Report on page 52.



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Official domestic magazine of the SC&RA

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Christian Shelton

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■ Manitowoc Cranes has appointed Mi-Jack Canada as the newest dealer of Manitowoc and Grove cranes in Alberta and Saskatchewan, Canada. The Leduc, Alberta-based company offers full sales, rental purchase options, aftermarket parts and service support in both provinces. The move strengthens Manitowoc's dealer network in the region.

■ The HC180 armored dome camera lens protector from Netarus, maker of HoistCam remote camera monitoring systems, now features day and night vision for improved visibility in changing light conditions.



■ WIKA Mobile Control (formerly Hirschmann MCS), Chambersburg, PA, awarded Crane Warning Systems, Inc. of Lakeland, FL the Top Sales Award for 2017. This is the ninth year in a row that Crane Warning Systems has received this award.

■ J.C. Renfro, a manufacturer of clamp and lifting products, has launched an "On-Time Shipping Guarantee" program that ensures on-time delivery, or customers will receive a five percent discount on any late order.



ALL adds eight Manitowoc units

The ALL Family of Companies has inked a deal for eight Manitowoc cranes. The package includes two MLC650 crawlers, two Grove TMS760E truck-mounted cranes and two Manitowoc 999 crawlers, plus two more truck-mounted units: A Grove TMS800E and the all-new Grove TMS9000-2.

"This capacity, 700 to 900 tons, is in high demand across all geographies and in multiple sectors," said Rick Mikut, crawler crane division manager for the ALL Family of Companies. "The MLC650's large capacity and site-friendly ground bearing pressure will ensure these new units will be deployed almost immediately for energy-related projects, including refineries, petrochemical installations and power plants."

The ALL Family of Companies purchased a package of eight cranes from Manitowoc.



Fleet Cost & Care partners with Tadano

Fleet Cost & Care has launched a new integration with Tadano's Hello-Net telematics system. The partnership between Fleet Cost & Care and Tadano enables users who operate Tadano cranes equipped with Hello-Net to have unit engine hours, mileage and GPS coordinates directly

imported into NexGen. The integration eliminates the step of manually keying in data and relying on two maintenance systems that don't communicate with each other. Automating this key step in the workflow process saves service manager's time and reduces human error.

"Deciding to integrate our software with Hello-Net was

an easy decision," said Jack Curran, director of sales, FCC. "Many of our customers own and operate fleets of Tadano cranes and are looking for ways to centralize their operations systems. Hello-Net provides invaluable data that we can send to our system in real-time and turn into actionable business intelligence. We look forward to growing our partnership with Tadano and continuing to help our mutual customers track and maintain their equipment with ease."

The Fleet Cost & Care and Tadano partnership enables users who operate Tadano cranes equipped with Hello-Net to have unit engine hours, mileage and GPS coordinates directly imported into NexGen.

New luffing jib LR330 launched by Raimondi

Raimondi Cranes is launching a new luffing jib tower crane, the LR330. Introduced to Raimondi's global agent network ahead of a wider launch to worldwide customers, the LR330 luffing jib crane will officially begin shipping in March.

Domenico Ciano, technical director, Raimondi Cranes, said, "The LR330 is productive, durable, strong and efficient. As the flagship crane of the new luffing range, we have incorporated a breakthrough equilateral triangular jib design to enhance several different aspects of the machine. Structurally optimized, this innovative layout allows for improved packaging and transportation, simplifies the construction phase and reduces wind impact on the

jib, thereby decreasing the out of service radius."

The LR330's ease of use is most apparent to crane operators who can now control and tailor the machine's work to their preferences, the company said. Together with the new Raimondi safety control system, there is an advancement in performance and control of the LR330's three movements.

"Crane operators can now choose between three different configurations, enabling a change in parameters related to the movement speeds and dynamic," Ciano said. "This functionality allows the operators to align the crane closer to their specific needs. Further, to reduce pressure on the operator and simultaneously increase the overall level of onsite safety, the safety control system's

installed sensors monitor all of the crane's movements and monitor the load, supporting the operator as site hazards approach."

The Raimondi LR330 is the newest luffing jib crane in the range with a maximum jib length of 197 feet and a maximum capacity of 20 tons, with two falls and four falls configurations.

At the maximum radius, it can lift 4 tons in its Ultra-Lift mode. Six different jib length configurations, from 98 feet to 197 feet, satisfy all needs in terms of specific jobsite configurations, according to Ciano.

The LR330 may be equipped with three different hoisting winches: standard installed power of 80kW or the two falls configuration with the more powerful 110kW, while the four falls configuration has an installed power of 80kW.



Raimondi's latest luffing jib tower crane will start shipping this month.

The rope capacities are respectively: 2,133 feet, 3,281 feet and 3,215 feet and all winches may be equipped with a secondary emergency brake.

The crane has two towers available, the 7-foot width GR5H tower or the 8-foot width GR6 tower series. ■

HIGHLIGHTS



■ Rope manufacturer Samson has released the Panther synthetic fiber recovery tow sling. The Samson Panther sling can tow loads between 22 and 772-tons and is available in various lengths.

■ Sigalarm has launched an online store that enables customers to shop for parts, upgrades, kits and more.

■ ALL Crane Rental of Tennessee has received the Supplier of the Year Award from the Knoxville Branch of the Associated General Contractors (AGC) of Tennessee.

Elliott celebrates 70th anniversary in 2018

Elliott Equipment Company, a manufacturer of truck mounted material handling work platforms, cranes and digger derricks is celebrating its 70th anniversary in 2018. Elliott Equipment Company was founded in 1948 by Dick Elliott. The company, which was founded and still based

in Omaha, NE, was one of the pioneers in developing truck mounted aerial equipment.

Elliott products enjoyed early adoption by electrical contractors and utilities, as post-war America constructed its electrical grid. State and municipal transportation departments also recognized

the benefits of an aerial work platform that could also handle materials and began using the Elliott HiReach for sign and lighting installation and maintenance during the build out of the interstate highway system.

"Elliott has been in business for 70 years because we truly care about our customers," said Jim Glazer, president, Elliott Equipment Company. "We are a family owned business and are proud of the relationships we have developed with our users over the years. We are honored to celebrate this milestone and are excited about our future. We have a great team and our best years are definitely still to come." ■

Elliott's boom trucks serve the utility, sign and lighting, public works, mining, telecommunications, energy and construction industries.





Austin Iron recently used a Maeda MC305-2 for a steel erection project. With its 51-inch body width, 6,560 pound maximum capacity and 47-foot maximum lift height, the Maeda MC305-2 helped the Texas company complete its project within a limited construction space.

SC&R Foundation launches internships

The SC&R Foundation has developed a new program to assist SC&RA members in providing an internship stipend for a top candidate they may not otherwise be able to hire. The Foundation asks that SC&RA member companies submit an Internship Reservation Application by March 23 in preparation for summer or fall internships. Applications are accepted by both U.S. and international SC&RA member companies. Internship awards will range from \$500-\$3,000 depending on the length of internship and total amount to be paid to the intern.

"The Foundation has been very active with grants and scholarships," said Dave Wittwer, senior vice president, Hays Companies and SC&R Foundation board member. "But grants and scholarships are targeted more towards existing employees of



The concept behind the SC&R Foundation internship program is to compete with other employers and industries that are trying to attract the same talent and give them exposure to learn about the industry.

member SC&RA companies. Internships are oriented or targeted towards attracting new, prospective employees to this industry across all job categories. So, whether it's welding and garage operations, a driver or a crane operator, or it's engineers, route planners, financial folks,

brokerage or riggers, we want to attract them all."

Wittwer added that the concept behind the internship program was to compete with other employers that are trying to attract the same talent and give them the mechanism in which they could learn about the industry.

"Demographically, we have an aging work population," said Wittwer. "We've got to attract the so-called millennial generation into this industry because there's a lot of high paying jobs, there's a lot of highly compensated opportunities, there's opportunities to own your own business, there's opportunities to run divisions, you know across that spectrum, that's why we've got to bring them in. They're the leadership of tomorrow."

The deadline for internship applications is March 23 and the winners will be announced at the Annual Conference with the Scholarship and first round of grant winners. Visit www.scr-foundation.org/internship-award-details/ for additional information.

Sarens, CraneWorks, Cropac add Demag units to fleets

Sarens is expanding its fleet with the addition of 44 new Demag all terrain cranes that are scheduled to be built and delivered over the next two years. The order includes six Demag AC 55-3 models, seven AC 60-3 models, 12 AC 100-4L models, 10 AC 130-5 models, two AC 160-5 models and seven AC 220-5 models. This most recent order comes just months after Sarens commissioned 15 Demag AC-130-5 all terrain cranes.

"We have been so impressed with the quality and performance of the latest Demag all terrain cranes," said Ludo Sarens, president of Sarens. "And since Terex has always done a great job of supporting our team, it was an easy decision for us. We're looking forward to getting all of these new units out in the field working for our customers."

In addition, CraneWorks has placed an order for eight various sized Demag cranes, including three AC 45 City models, two AC 220-5 models and three AC 100-4 all-terrain cranes for its Denver, CO location. CraneWorks Denver will also receive three 120-ton capacity class Demag AC 100-4s and two 245-ton AC 220-5 all-terrain cranes.

Cropac Equipment recently ordered four Demag all terrain cranes, including the Demag AC 300-6, AC 220-5 and AC 160-5.



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■ A new Bluetooth app for smart devices, named after Straightpoint's Hand Held Plus (HHP) display unit, is now available for download and connection to the manufacturer's range of new load cells that boast the same technology. The HHP app uses Bluetooth to collect information from a single load cell up to 164 feet away.

■ Talbert Manufacturing named Hale Trailer Brake & Wheel as its top dealer for the 10th straight year. This award recognizes a Talbert dealer for outstanding performance in selling trailers, service and parts. In 2017, Hale sold more parts than any other Talbert dealer in the U.S.

Terex finishes '17 with strong backlog

Terex Corporation reported a strong finish to the year, with fourth quarter net sales of nearly \$1.1 billion, up 9.1 percent versus 2016 thanks to improving market demand and successful implementation of the company's transformation strategy. For the full year, Terex reported net sales of \$4.4 billion – down 1.8 percent from 2016 due to the sale of non-core businesses and softness in its mobile cranes business. The positive year-end momentum is poised to continue with the

company reporting backlog up by 56 percent at year end.

The Cranes business segment benefitted from significant restructuring activity during 2017. In the fourth quarter, net sales for the segment were essentially flat versus 2016, while the business was profitable for the most recent three quarters. Customer interest in a

lineup of new products is evident, with backlog up 70 percent.

"We will be launching innovative new products throughout the year," said Steve Filipov, president, Terex Cranes. "The global crane markets have stabilized, and we see pockets of growth. We plan to improve productivity on higher volumes and better operational execution in 2018."

Terex Corporation reported a strong finish to the year, with fourth quarter net sales of nearly \$1.1 billion.



Manitowoc reports orders, profits are up

For the full year 2017, orders at crane manufacturer Manitowoc were reported as \$1,864.2 million, up 32 percent on the previous year. Full-year revenue was down \$31.8 million or 2 percent,

to \$1,581.3 million from \$1,613.1 million. Adjusted EBITDA was \$67.4 million. Gross profit was up 11.29 percent to \$281.9 million from \$253.3 million a year earlier. Operating income

was shown as \$1.1 million, up from a loss of -\$153.3 million in 2016.

Barry Pennypacker, Manitowoc Company president and chief executive officer, said, "2017 was a pivotal year for Manitowoc. Despite a two percent decline in revenue versus the prior year, we delivered a 313-basis point improvement in adjusted EBITDA margin, and operating cash flow improvement of over \$200 million. Our net debt improved over \$55 million versus the prior-year due to prudent cash management. These results clearly demonstrate strong operational improvements in the core business through the continued implementation of the principles of The Manitowoc Way."

Manitowoc recently relocated its headquarters to Milwaukee, WI.

KHL acquires Diesel & Gas Turbine Publication Group

Global construction information publisher KHL Group has acquired the USA-based publisher Diesel & Gas Turbine Publication Group (D>P) as of February 1, 2018. D>P, founded in 1935 and located in Wisconsin, is a publisher of information for the on-highway, off-highway, stationary and marine engine-powered equipment markets. It focuses on the construction and agriculture, power generation and commercial vehicle equipment sectors through its North American magazine Diesel Progress, and globally through Diesel Progress International.

"This is a fantastic opportunity for KHL to grow by acquiring three market leading publications, digital media and directories," said James King, managing director, KHL Group. Diesel Progress has a great brand, great heritage and is run by great people."

"We will build upon the company's clear strengths and make it even stronger," King added. "Massive technological and environmental changes are underway in the design of engine powered equipment. A trusted source of global information is needed now more than at any time in the past."



James King (left), managing director of KHL Group, with Mike Osenga, president of Diesel & Gas Turbine Publication Group (D>P).



■ Magnetek is now offering new Flex EX2 wireless controls. These wireless controls are ideal for use in material handling, overhead crane and industrial applications. Transmitters are available in four, six, eight and 12-button style options, while receivers will be available in 4/6 and 8/12 styles.

■ ATS is establishing a Career Skills Program (CSP) in conjunction with the U.S. Army. These regularly scheduled CSP's allow transitioning military personnel to gain training, credentialing and employment opportunities prior to military separation.

ALE develops new 1,000-ton gantry

ALE has invested in a new telescopic lifting gantry with 1,000-ton capacity on four towers, the TLG1000. This is the first system in a new fleet of high capacity hydraulic gantries. The system has been designed in-house with a



variable track width, which means the system can run on standard 3-foot wide tracks to 5.74-foot wide tracks -adding more stability. The three-stage system has 1,000-ton capacity at all stages, up to 39 feet high. It also has additional safety features, such as a mechanical lock system and monitoring systems, to monitor ground settlements and deflections of the tower.

"As the users, we know what works in practice and we couldn't find anything else on the market which

Now that the TLG1000 has been function and load tested at ALE's R&D facilities in the Netherlands, it will be shipped to its inaugural project in South America.

fulfills our needs. We wanted a lifting solution that has a high capacity without compromising on stability," explained Ronald Hoefmans, technical director, ALE.

"This lifting gantry has been designed with more horizontal loading than other standard systems on the market," he added. "Furthermore, it is not only stronger, but the lifting capacity of the system remains the same throughout all three stages of the lifting process. With this unique feature, combined with the other operational benefits, I expect this system to be in demand throughout our regions globally, with the need to add additional systems to the fleet."

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GR-1000XL

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ATF70G-4

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

Paris preview

International Cranes and Specialized Transport's

Christian Shelton previews Intermat.



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Deutz	5A D 011
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Goldhofer	5B Ext 028
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Maeda Mini Cranes	E6 C 102
Ritchie Bros.	6 CE 077
Ruthman	E5 A 012/E5 H 016
Rayco Wylie	5B P 003
Sennebogen	E6 D 088
Soilmec	5A D 111
Tadano	E6 F 106
Trimble	6 H 042
VanBeest	5B E 027
Yanmar	5A E 046

Paris, France, will be the center of the European construction industry in April with the latest edition of Intermat – the continent's biggest trade exhibition for construction this year. The Paris-Nord Exhibition Centre will be home for a week to 1,500 exhibitors from 40 countries. From April 23-28, it will host the 2018 Intermat show, with the World of Concrete Europe show running alongside it for the second time.

Intermat is organized by the event's organizer Comexposium; Cisma (the French association of equipment manufacturers for construction, infrastructure, steel and handling equipment industries) and SEIMAT (the French association of international civil engineering, mining, construction and hoisting equipment industries).

Specialist hubs

A new feature for 2018 is the structuring of the show into four specialist area hubs. There will also be theme 'villages' concentrating on technological innovations. A series of talks and roundtables on topical subjects in the industry will be on the agenda of each theme zone. The four hubs are labelled: Lifting, Handling & Transportation; Earthmoving & Demolition; Roads, Minerals & Foundations and Buildings & Concrete. The organizers said that this change was prompted by demand.

The Lifting, Handling & Transportation hub will see a concentration of those subjects, featuring machines, accessories, components, services and new



The Paris-Nord Exhibition Centre will be home to 1,500 construction equipment exhibitors from 40 countries.

technologies. The Building Smart Village will see the BIM (Building Information Modelling) Cabin, and it will look at digital design and robotic manufacturing, as well as digital tools on the worksite.

The final theme village is The Start-up Eurovia Village. Eurovia, part of French contracting giant Vinci, is a partner in the Start-up Village, which will have 13 selected start-up firms displaying their innovative solutions. These will include rental platforms, site supervision applications, equipment management and robotic solutions.

The Thursday of the exhibition has been designated Intermat Rental Day. The organizers said that construction equipment rental is no stranger to the digital trend sweeping across the distribution sector in general. A key element will be a look at the major factors that will drive change in the rental business over the next 10 years, and how each country is preparing for it. Look out for a full show guide to Intermat in the March issue of ACT's sister publication *International Cranes and Specialized Transport*.

Held every three years, Intermat is Europe's biggest trade exhibition for construction in 2018.

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After a remarkable run of gains, stock markets were showing signs of falling back in early February, taking the heavy equipment sector with them.

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.

End of the run

Share prices continued their run of gains for most of January, but as the month wore on there was a palpable sense of nervousness in the markets. Having enjoyed such a strong run of gains for so long, investors' thoughts were inevitably turning towards when the correction was going to come.

There is a school of thought that the higher share prices climb – some would say the bigger the bubble gets – the bigger the downturn which follows. This is an arguable point, as is the question of whether the rally over the last year or so constitutes a bubble or not. However, it is true that a downturn always comes after a rally has peaked. By definition, if there is no downturn, the peak was not reached.

Correction arrives

So markets were certainly braced for a correction as February started, and predictably enough, there

was some bad news in several blue-chip companies' financial results around this time. Added to this were concerns about interest rate rises driven by rising wages and other inflationary pressures.

Crane and construction equipment makers' shares, as represented by the ACT Heavy Equipment Index (HEI), saw ups and downs which coincided with those of the mainstream indicators. However, the peaks and troughs were much more pronounced in this highly cyclical market.

By mid-January, the segment had registered a gain of almost 60 percent compared to the position a year previously, with the latest surge driven by President Trump's tax reforms. However, the downturn at the end of the month was just as steep as the climb had been.

But along the way, the ACT HEI achieved a new record high of 266.41 points, which smashed the old record of 217 points, set in mid-2011. And

of course, as has been well-publicized, the mainstream market indicators have been setting new records left and right throughout the last year's bull market.

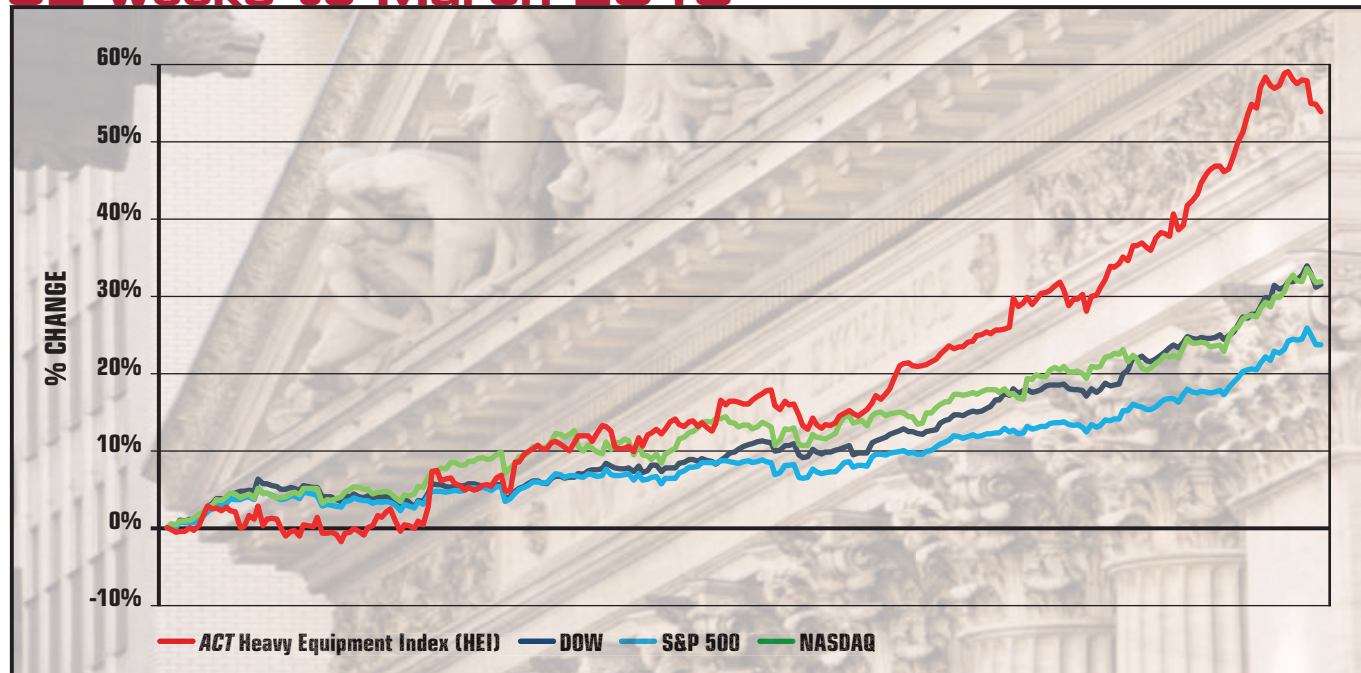
Nervous traders

The new records, and the fact that the stock market growth over the last five months in particular has been some of the steepest on record, would tend to indicate that this rally has run its course. The question the markets now face is how far and how fast they will fall.

Such corrections can be times of very nervous trading. Once the downturn starts any piece of bad news can spur panic selling, while there is very little which good news can do – on a market-wide basis at least – to turn the situation around.

The outlook for the economy and the first pronouncements of incoming Federal Reserve chair Jerome Powell will certainly have a bearing.

52 weeks to March 2018

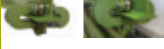


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Knuckleboom cranes move into second place

Last year, CCO Articulating Crane Operator certification became the second most popular CCO certification program (after mobile cranes), reflecting the increased market acceptance of “knucklebooms” (as they are often called) and loaders in the U.S. market.

In fact, the number of CCO articulating crane operator (ACO) certifications has risen steadily from just over 800 in 2010 (the first year ACO certification was available) to nearly 13,000 today. In 2017 alone, more than 3,300 certifications were issued.

“They were initially primarily used for material delivery, but numerous operational advantages have led to their gradual adoption for many jobs that used to be handled by telescopic boom mobile cranes,” noted Tim Arkilander, executive vice president of sales and business development at Palfinger North America, a member of the ASME B30.22 Articulating Crane Subcommittee, and chair of NCCCO’s Articulating Crane Management Committee.

Market growth has come, in particular, from pre-cast concrete work, railroads, utilities, drywall, and roofing, Arkilander noted.

It’s the very versatility of these cranes and the multiple applications they can be used in that has led to some confusion as to when operators are required to be certified under OSHA 1926 Subpart CC. The rule provides an exception for crane

“It’s the very versatility of [articulating] cranes and the multiple applications they can be used in that has led to some confusion as to when operators are required to be certified under OSHA 1926 Subpart CC.”



Market growth in articulating cranes has come, in particular, from pre-cast concrete work, railroads, utilities, drywall, as well as roofing, shown here

CCO ARTICULATING CRANE CERTIFICATION EXAM OPTIONS

IF YOU ARE SEEKING CERTIFICATION FOR:	TAKE THE CORRESPONDING EXAMS:	
	Written	Practical
Articulating Boom Cranes (ABC)	Articulating Boom Crane	Articulating Boom Crane
Articulating Boom Loaders (ABL)	Articulating Boom Loader*	Articulating Boom Loader
Articulating Boom Cranes w/ Winch (ABC & ABW)	Articulating Boom Crane w/ Winch	Articulating Boom Crane
Articulating Boom Cranes and Boom Loaders (ABC & ABL)	Articulating Boom Crane	Articulating Boom Crane & Articulating Boom Loader
Articulating Boom Cranes w/ Winch and Boom Loaders (ABC, ABW, & ABL)	Articulating Boom Crane w/ Winch	Articulating Boom Crane & Articulating Boom Loader

* Candidates possessing either ABC or ABW certification can add the ABL specialty by taking the ABL practical exam.

operator certification when the crane is used strictly for material delivery, but once they’re used to facilitate construction, such as to hold trusses while being attached to a structure, then



A candidate for the CCO Articulating Boom Loader crane operator certification navigates the test course.

operators are required to be certified.

Thus, several factors – increased applications in the field and regulatory requirements – have combined to fuel accelerated growth and interest for the CCO Articulating Crane Operator certification. Of course, certification is the right – and safe – way to go regardless of any regulatory requirements.

CCO Articulating Crane Operator certification can be earned with up to three different designations – Articulating Boom Loader, Articulating Boom Crane, and/or Articulating Boom Crane with Winch – although the Articulating Boom Crane designation is the most popular option, with roughly three times more operators choosing the “ABC” option.

Lift Director Q&A

Can a crane operator be the lift director? Can you be cited for not having a lift director on the job? Do you need a lift director when it's just a routine lift?

If you don't know, or are not sure you know, the answers to these questions, you might want to check out a presentation made at last year's ConExpo. Titled "*Lift Director: Qualifications and Requirements*," and presented by Hank Dutton, Travelers Insurance, it's a step-by-step walk through the duties and responsibilities of lift directors, why it's important to have one, and how to qualify someone as a lift director.

Lift plans, such a key component of a

A lift director is required to be continuously involved in overseeing the work being performed by a crane and the associated rigging crew.



“ OSHA references “lift director” just once in its crane rule **but more than 40 times** in its Compliance Manual for OSHA Compliance Officers. ”

successful lift, are analyzed from the joint perspectives of what –and what not – to do.

If safe working doesn't motivate you to have a lift director on the job, how about compliance? Did you know that OSHA references “lift director” just once in its crane rule **but more than 40 times** in its Compliance Manual for OSHA Compliance Officers? Think they may be wanting to know who the lift director is when they visit your site?

“The role of a lift director is so much

more than planning and set-up,” said Travelers' Hank Dutton. “There is a continuous involvement required by whoever is designated to oversee the work being performed by a crane and the associated rigging crew.”

Lift Director: Qualifications and Requirements is available from AEM, the organizers of CONEXPO at <http://www.conexpoconagg.com/visit/education/>. A thumb (USB) drive with videos of over 130 sessions from the conference is available for \$395.

Liebherr calculates on CCO exams

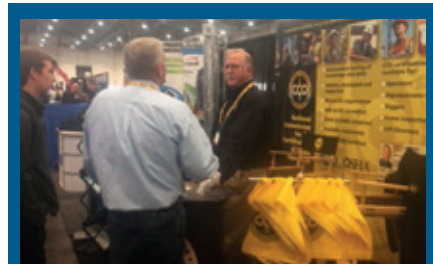
For the second year in a row, CCO certification candidates will benefit from being provided calculators for use on CCO paper-and-pencil written exams through the generosity and sponsorship of Liebherr Mobile and Crawler Cranes, a division of Liebherr USA, Co.

“Liebherr is once again proud to support the CCO certification programs offered by the National Commission for the Certification of Crane Operators (NCCCO),” said Daniel Pitzer, managing director of Liebherr USA, Co., headquartered in Newport News, VA. “Through this sponsorship, we hope to continue to help the next generation of crane operators demonstrate their command and understanding of essential safety knowledge and abilities.”

Liebherr Mobile and Crawler Cranes, division of Liebherr USA, Co., sells and markets Liebherr all-terrain and larger crawler cranes in the United States.

Calculators have been supplied for CCO Mobile Crane Operator Specialty Exams since 2012. The Digger Derrick Operator, Dedicated Pile Driver Operator, Rigger Level II, Mobile Crane Inspector, Mobile Crane Lift Director, and Tower Crane Lift Director exams also allow calculator use. For security concerns, only NCCCO-provided calculators are permitted to be used by candidates in the secure testing room.

“We're delighted that Liebherr has continued its investment in support of CCO certification,” said NCCCO Commission Chairman Ellis Vliet. “Such sponsorships, which are the bedrock of NCCCO operational success, will make a material difference to NCCCO's ability to ensure a fair, secure and standardized testing experience for all candidates, no matter where in the country they test.”



NCCCO promoted its full line of crane personnel certification programs at the 43rd annual World of Concrete exhibition held this year January 22–26 at the Las Vegas Convention Center. CCO articulating crane operator, rigger, and signalperson certifications garnered a lot of interest at the only annual international event this year dedicated to the commercial concrete and masonry construction industries. This year's event drew more than 58,000 registered professionals and featured more than 1,567 companies (including 302 new exhibitors) exhibiting across nearly 750,000 square feet of exhibit space.

A tall red Wolff crane stands next to a building under construction in a dense Manhattan cityscape. The crane is positioned vertically, reaching high into the sky. The building under construction has a distinctive orange and white facade. The surrounding area is filled with other tall buildings, creating a narrow urban canyon effect. The sky is blue with some light clouds.

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64 ton / 141,090 lb**

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Sound the alarm

A crane warning horn that is attached to the hook-block, SkyHorn offers a new approach to jobsite safety.

From the operator working in a tower crane cab 20 stories in the sky to iron workers securing steel girders at height to riggers working on the ground, communication is a critical factor in jobsite safety.

Crane warning horns have long been an important tool in warning workers of impending hazards. Traditionally, crane warning horns are located at the operator's cab.

Robert Burke, founder and CEO of SkyHorn, has developed a crane warning horn that attaches to the crane's hook block, which he said is an optimal location for warning riggers, workers and bystanders of the crane's overhead load position. Burke identified major problems with horns located near the operator's cab.

First, the distance of the physical horn is far from the active load. It's difficult to hear a horn due to the distance and compounding noise. Even when the horn is heard, there's no way to audibly determine the location of the load on the hook. This presents a communication flaw and a scenario of ineffective warning.

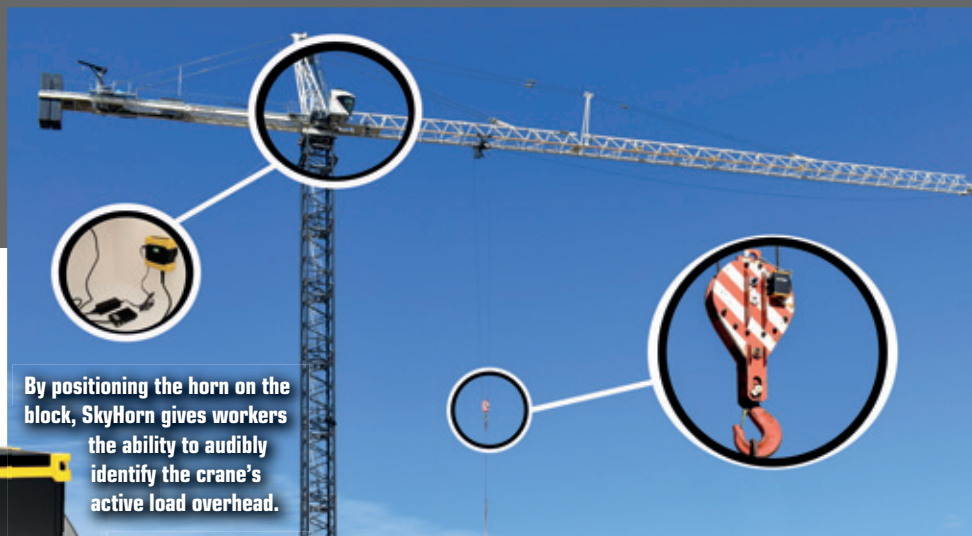
While whistles can be a form of increasing awareness, they are not in the operator's control. Whistles can cause everyone to stop their work, but they do not effectively warn workers of what's overhead.

"We believe the operator's control of the horn, through the use of a foot-pedal, is more effective at communicating warning at the load position," Burke said.

By positioning the horn on the block, the SkyHorn gives workers the ability to audibly identify the crane's active load and overhead throughout the day," Burke explained.



By positioning the horn on the block, SkyHorn gives workers the ability to audibly identify the crane's active load overhead.



Family heritage

Burke's interest in construction safety comes from his family heritage. He proudly hails from a three-generation concrete construction family.

"By leveraging our history and knowledge of the industry we came to the idea of SkyHorn," he said. "My brother, a tower crane operator, wanted a way to alert workers and riggers on the deck of his crane's load position. From this, we began testing."

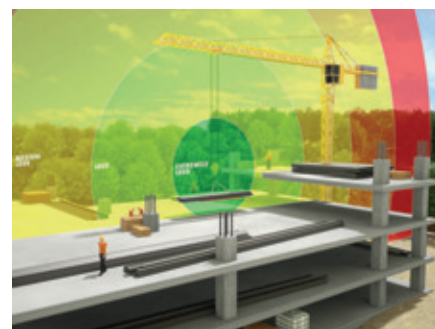
Testing the SkyHorn was an important part of product development. It was tested on more than 25 cranes and 15 jobs within the Washington D.C. area. The goal was to develop a product that was safe, simple to use and install, have a long battery life and to be cost effective.

"With high praise from operators, foremen and safety personnel, we began to supply contractors for testing and feedback," he said. "This process highlighted further areas of concern. For example, the work deck can be chaotic with material and littered with operator blind spots. In addition, workers on the deck are task focused with their attention often being in front of them or downward on their task; this leaves little time and ability to be aware of what's happening overhead. Next, from the crane operator's viewpoint, there is a hazardous blind spot that occurs below the load and obstructs his view of what, or who, may be under the load. SkyHorn is effective in alerting in these situations."

There are also jobsite obstructions, from the perspective of the operator: columns, shear walls and the leading edge create a hazardous situation for workers to walk out from behind or from underneath these obstructions while the load is hoisting down, due to the load-blind-spot or the obstructions causing a blind spot, Burke explained. SkyHorn can also reduce the time a load hovers overhead, Burke said.

"While there should always be a rigger in position to guide a load down, sometimes the operator must wait or radio for a rigger to tell him the load is, in fact, overhead," Burk said. "This creates a dangerous and unproductive hover-period. SkyHorn makes it possible to alert those underneath to bring the load down and improve jobsite workflow."

While the SkyHorn is applicable to tower crane operations, the product can be used effectively on crawler cranes, rough terrain cranes, gantry cranes and quay side container cranes, the company said. ■



The diagram shows the SkyHorn's impact on audible awareness on a jobsite.

Full speed

Steve Kiefer discusses how Manitex International is defending and growing its market share. **D. Ann Shiffler** reports.

With more than 30 years working in the industrial equipment space, Steve Kiefer has the experience and the mindset to take Manitex International to the next level. Recently named president and chief operating officer of the Chicago-based company, Kiefer is a confident and well-informed leader who doesn't seem to be daunted by a down market or an ultra-competitive marketplace.

In fact, Manitex's boom truck division has notched impressive market share numbers during a challenging market, and strategies for the company's knuckle boom PM division appear to be producing good results.

"Going forward our approach is to defend and grow our market share for straight mast cranes and secondly to aggressively grow market share for our PM cranes," he told me recently. "In North America, PM cranes have a lower market share for knuckle boom cranes, and in Europe Manitex boom trucks have a lower market share for the straight mast cranes. We are working to take two companies and putting one plus one together creating something greater than two."

The strategy is to grow the PM business in North America, Europe and other parts of the world and to launch the Manitex boom truck as a global product.

"We are growing the sales of our Manitex products through the PM dealerships around the world," he said.

And while not many boom truck dealers also carry knuckle boom cranes, Manitex International is working to grow its PM dealer network in North America, adding several new distributors over the past year.

Based on market research and a keen knowledge of the boom truck market, Kiefer is optimistic that Manitex will come out of the down cycle strong and the market leader.

"With the factory in Georgetown, and there being so much energy activity in Texas, we are very well positioned to serve that market," he said. "We have fantastic dealers and a high penetration of market share in energy."

Kiefer is an engineer with a mind for business. After earning his undergraduate degree in mechanical engineering, he went on to achieve his MBA. He has worked for a number of companies in the equipment and truck component space, including Eaton and Hendrickson, in sales, marketing, product development and operational roles. Prior to joining Manitex International, he worked for a private equity group that within their portfolio owned four equipment companies, one of which was Pettibone.

He joined Manitex International in 2015 to work for Sabre, which makes mobile tanks for industrial and energy applications. Within a year he was promoted to executive vice president of sales and marketing for Manitex International. In September 2017 he was named president of the company's North American operations. In February of this year he was promoted to his current role.

I recently talked to Kiefer about all things Manitex International. While this was my first introduction to Kiefer, I found him to be sharp, knowledgeable and easy to talk to. I think you will be interested in what he had to say.

WHAT DISTINGUISHES MANITEX IN THE MARKETS IT SERVES?

There are some key differentiators that set us apart. Both Manitex and PM, and more so Manitex, have been recognized as an innovator. Both are known for expanding the capacity, features and technologies on the cranes they produce.

What sets us apart within the Manitex facility is that all they do is mobile cranes.

“We are seeing more clarity around a picture that is very much a sweet spot for Manitex on a forward basis.”

STEVE KIEFER, President/COO, Manitex International

ahead

On the larger crane side, Manitex is still in the 'middle innings of realizing the full potential of its TC400, TC450 and TC500 truck cranes,' Kiefer said. In 2017, Manitex marked its 30th anniversary.

That's what they are focused on every day. They are not focused on other product lines. We are very much the market leader in boom trucks and very much focused on innovation with the sole mission of life within the investing class in the boom truck market.

PM is known as a low-cost producer because we bring in a lot of components rather than making so much content in Austria or Germany or Italy as some of our suppliers. PM found their way into the knuckle boom market through its association with Hiab, which is very well known in the knuckle boom crane market. PM actually used to make cranes for Hiab starting in the 1950s. In the 1970s they decided to vertically integrate a lot of that product line, so PM decided to stand alone as a capable designer and manufacturer of knuckle boom cranes.

The two-pieces fit together so beautifully, with each company being strong in their geographic area and the opportunity to grow in other parts of the world. As I mentioned before, we are confident that our one plus one is greater than two.

HOW DO YOU CHARACTERIZE THE BOOM TRUCK MARKET?

The market has been in three years of a down cycle in 2015, 2016 and 2017. Terex, Manitowoc and Manitex have had three years of dealing with excess equipment after oil prices dropped. It took time for that equipment to be worked off. That draw down of excess used equipment and capacity was completed last year and obviously all three companies are communicating this as an important market dynamic.

Regarding the boom truck market, last year the build came in at around 1,000 units, which is substantially lower than the general mid-cycle performance, which is in the 1,500 to 1,700-unit range. So, 2015, 2016 and 2017 were all in the 800 to 1,000-unit level. But, in the fourth quarter of last year, the industry ordered 406 units to be exact, which simple math

supports an annualized order rate of over 1,200 or 1,300 units per year. That would be 1,600 units for a year. We are increasingly optimistic based on the industry data that we receive, as well as the anecdotal feedback from our dealers. We hope last year was the end of a three-year downcycle. We are going to see more of a long-term mid-cycle performance this year, which is very good news.

WHICH BOOM TRUCK CLASSES ARE SEEING THE MOST DEMAND?

It's much more diversified and more balanced than what it was a couple of years ago. A couple years ago the orders were very much directed toward the lighter duty cranes because there was too much idle capacity for the larger cranes.

Taking a step back to where we see the market, we segment it into two main categories – the over 30-ton cranes and the under 30-ton cranes. In 2015 and 2016, most of the orders and shipment activity was concentrated toward the lighter cranes. We've seen that trend flip as 2017 progressed, and in the latter part of 2017, particularly in the fourth quarter, almost 60 percent of the orders were for the larger cranes that are 30-ton capacity and up. The balance of the orders

were about 40 percent for the 30-ton and less cranes. While the markets aren't completely balanced between the large and the small capacity, they are fairly close to parity. There's a light bias of 60 percent toward the larger cranes. That's a very attractive spot for us – the larger capacity cranes. We are seeing more clarity around a picture that is very much a sweet spot for Manitex on a forward basis.

MANITEX HAS BEEN AGGRESSIVE IN ESTABLISHING A DEALER NETWORK IN NORTH AMERICA FOR ITS PM CRANES. HOW DO YOU DESCRIBE THIS MARKET?

Almost all of our new dealer announcements in 2017 were focused on PM. Manitex has a very strong dealer network for boom trucks. PM has a low market share within the United States so one of our key strategic initiatives was to aggressively build out a strong dealer network for PM. Every quarter one or typically two new dealers have been identified for the PM product. We've been actively identifying strong dealers and explaining the PM story. We have successfully brought in a number of strong knuckle boom specialists that are now PM dealers.





DO YOU SEE MUCH OF A CROSSOVER IN DISTRIBUTORS/END USERS WITH THE ARTICULATING VERSUS TELESCOPIC BOOM PRODUCT LINES?

We do see some, but the majority of the end users and the majority of the dealers look different. While there is some overlap, in general the folks in the knuckle boom business are more focused on material delivery and have a different customer base than the larger crane houses. Some of our Mantiex dealers have taken on the PM product line. As a company, we have just begun to realize the full potential for PM with a network of knuckle boom specialists.

IS MANITEX INTERNATIONAL STILL IN AN ACQUISITION MODE?

Manitex is in an acquisition mode as long as there are deals that make sense from a strategic and pricing standpoint. Given the market dynamics, I don't see any mid-term announcements. We are viewed as a consolidator and effective acquirer of companies. That's our long-term strategy. In the short term, the market is not presenting a lot of attractive deals so we are using extra cash flow to pay down debt.

HOW DO YOU CHARACTERIZE PRODUCT DEVELOPMENT STRATEGIES?

Within the North American market, for Maniex over the past couple of years, the priority has been to diversify our product offering. We released a couple of boom trucks in the lighter capacity range. The TM 200 tractor mount is performing attractively. The 2210S is doing well for tree care and utility markets, and we've upgraded our 26101C. The different innovations and investments in lighter capacity cranes has positioned us well for

“ Last year was the end of three-year downcycle. We are going to see more of a long-term mid-cycle performance this year, which is very good news. ”

the developments we've been seeing in terms of increased construction in both residential and nonresidential.

On the larger crane side, we are still in the middle innings of realizing the full potential of our TC400, TC450 and TC500. All of those offer the dual rating capacity for aerial work platforms and cranes. Those products continue to grow as far as market acceptance and market penetration. We are continuing to refine and improve those products based on customer and dealer feedback.

Another important area for new product development and organic growth are products that are complimentary to the Mantiex and PM product lines.

Two examples: Late last year we announced that we had completed development of and began taking orders for a trolley beam loader. We have already received a number of orders. Based on the input and orders we have received, I'm confident that this product will add to our organic growth for 2018.

Another new product that is exciting and somewhat different is the A62 truck-mounted aerial work platform. We unveiled it at ICUEE and we are taking

Manitex International introduced several new products at ICUEE back in 2017. Innovation in product development has helped the company gain market share.

orders for that product from throughout the U.S. and Canada.

This collaborative design effort is indicative of the efficiency that multi-division projects are being accomplished. Manitex International expects to continue expanding its portfolio of products from both its Italy-based R&D resources and its U.S. manufacturing footprint.

WHAT IS YOUR BUSINESS PHILOSOPHY?

My personal business philosophy is to try to go home every day knowing that we have effectively served the customer, improved a process, developed a new product or effectively served our owners. Everything we do, and that I try to do in leading this organization, falls into one of those buckets. [It's about] enhancing the supply chain and improving or serving our important stake holders.

WHAT IS IT ABOUT THE CRANE INDUSTRY THAT YOU LIKE?

I started my career as a mechanic when I was in my teens, and I went on to college to become a mechanical engineer. My whole career has involved mechanical products and exposure to cranes along the way.

The crane market is one that I'm very comfortable with in terms of the design, manufacture and sale of these products. We are blessed at Maniex to have a strong and supportive team and a professional dealer network. I really enjoy working with these people. I'm biased, but I think we have the best team in the business. I'm extremely comfortable with the crane business and I enjoy working with our dealers, the customers and building the great relationships that come with this business.

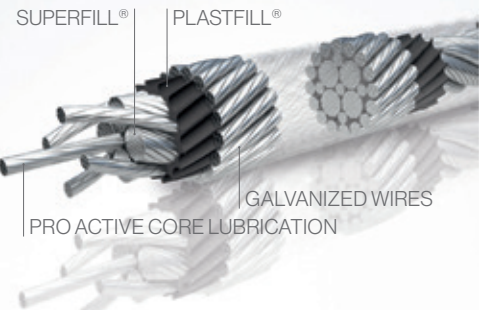
WHAT DO YOU DO IN YOUR LEISURE TIME?

I like to spend time with my family, first. Staying fit in terms of exercise is important to me. And I like to read a whole bunch. I primarily read business and technically oriented magazines and books, particularly business books. I'm also active in a couple of nonprofit organizations, my church and Feed My Starving Children. My work schedule doesn't afford me much time but I do like to stay involved.



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Ruling the fleet

All terrain cranes have gone mainstream in North America, and utilization of these machines is rising.

“The reason NessCampbell has all terrain cranes in its fleet is because of the road ability, ability to assemble and dismantle the crane quickly, high capacities, long boom lengths and overall versatilities to meet the ever-changing demands of our jobsites and customers,” said John Anderson,



DEMAG AC 220-5

The Demag AC 220-5 is a 5-axle all terrain crane with a capacity to lift 245 tons. The main boom is 255.9 feet long and it has a maximum system length of 324.8 feet. It has an overall length of 47.6 feet and a carrier length of 43.5 feet. It's the most compact crane in its capacity class, Terex said.

This crane was designed to achieve outstanding reach, and Terex said the crane features the longest main boom length of any 5-axle crane.

The crane will feature the new IC-1 Plus system that features real-time calculation of lifting capacities and allows working in a higher capacity range with less counterweight, increasing versatility and reducing transport costs.

Reduced operational costs were also a focus of the Demag AC 220-5. This crane features the single-engine concept, start-stop function and an intelligent motor management system that reduces operational cost and maintenance.

The Demag AC 220-5 stays under the 12-ton axle load limit and can still carry close to 1,322 pounds of payload.

president, NessCampbell Cranes, based in Portland, OR.

Thirty percent of the cranes in the NessCampbell fleet are ATs, Anderson said, and utilization for these machines was 85 percent in 2017. He expects utilization rates to be higher in 2018.

“Both the 200 to 300-ton capacity and the 500 to 600-ton markets have been really strong over the last couple of years,” Anderson said. “Last year we added two new 210-ton capacity Link-Belt ATC3210

units and one new 500-ton capacity Liebherr LTM1400 7.1”

The ALL Family of Companies also sees the benefits of having a large AT fleet, according to Chad Rados with Central Rent-A-Crane, based in Hammond, IN.

“In a great and general way, all-terrain cranes are mobile cranes with the necessary equipment to travel at speed on public roads and on rough terrain,” said Rados. “After that, you get more



LIEBHERR LTM 1450-8.1

Liebherr's latest all terrain is the 450-metric-ton capacity LTM 1450-8.1. With an 85-meter telescopic boom, the 8-axle crane can hoist 20 metric tons with the fully extended boom and can perform jobs in the 500-metric-ton capacity in many cases, Liebherr said.

In the design of the LTM 1450-8.1, Liebherr focused on high economy and simple set-up on the jobsite. This has resulted in the new 8-axle crane being capable of travelling on public roads with a 12-metric-ton axle load including its complete telescopic boom and all supports, offering quick set up. To support mobility, a several transport weights and axle load versions were included in the design.

The crane has the ability to work with a variable ballast radius. The VarioBallast enables the ballast radius to be reduced with infinite adjustment from 7 to 5 meters using a simple hydraulic system.

A range of lattice jibs enables the LTM 1450-8.1 to work well in a wide range of applications. With a folding jib from 7 meters to 35 meters in length, the telescopic

boom can be extended easily and quickly, Liebherr said.

The LTM 1450-8.1 is the fourth mobile crane to feature the Liebherr single-engine concept.





Utilization for all terrain cranes in the ALL fleet is the highest it has been in years, and demand is balanced across all geographies and market sectors.

specific and there are tons of variations as you move across manufacturers and capacity ranges. One thing we look at is how easy they are to move within the required road regulations. Another important consideration is matching

capacity with industry trends and foreseeable demand.”

The latest model in the ALL fleet is the 500-ton Liebherr LTM 1450-8.1.

“This machine lifts like a beast but was manufactured to accommodate a variety of transport weight and machine axle configurations, making it one of the most road-friendly 8-axle ATs on the market,” Rados said. “Any AT in this capacity range, like our 550-ton Grove 7550s, offers tremendous mobility for bridge and highway construction, power plants and refineries. But they are also amazing for erecting and disassembling tower cranes. This is another sector that is booming and shows how one crane category feeds another.”

Utilization up

Utilization in the ALL fleet is the highest its been in years, Rados said. “The demand is balanced across geographies and market sectors,” he said.

The attributes of an AT are many, NessCampbell’s Anderson said.

He pointed to “lower suspensions and steering systems, road ability, large capacities and capacity enhancements attachments, longer main boom lengths, longer jib and luffing jib lengths and faster assembly times” as the selling points of this class of crane.

But there are downsides, too.

“There is a tradeoff between mobility and capacity on a ton-for-ton basis, which is to say, a 300-ton crawler is really more comparable to a 550-ton AT,” Rados said. “Another thing to consider is that there are two ways to look at mobility. An AT can’t be beat for getting you to and from a



TADANO ATF 70G-4

With two engines, Tadano’s ATF 70G-4 features the longest boom in the 4-axle, 70-ton capacity crane class, according to Tadano. The crane features a 6-section, 171-foot boom. With a maximum counterweight of 36,376 pounds and at a 10-foot radius, the crane can lift 130,700 pounds and swing 360 degrees. The ATF70G-4 is configured with a bi-fold jib up to 52.5 feet. A mechanical operated jib can be offset to either 20 or 40 degrees. The hydraulically operated jib can be offset at intervals between 0 and 40 degrees with load. A short 5.2-foot heavy lift jib is also available.

The newly designed carrier has 8x8x8 drive/steer with a speed-dependent all-wheel steering system.

Attention to chassis details has been a hallmark of the Tadano all-terrain product line, the company said. Other new features of the lower chassis include full on-board diagnostics and electronic rear steer. Safe operation is improved with the rear-view camera system and all-around chassis lighting.

The ATF 70G04 is also equipped with Tadano’s pioneering asymmetrical outrigger setup. When the outriggers are extended, the automatic moment limiter (AML) detects the extended width of all the outriggers to assure the crane can work at maximum work capacities. When slewing from the longer outrigger area to the shorter outrigger area, the AML detects the motion and displays the maximum capacity according to the extension width of each separate outrigger. As the crane swings around and reaches maximum capacity, the AML slow stop function will activate to minimize any safety risks even if the operator performs the crane operation without being aware of the change in capacity. The superstructure control system can also include the optional Lift-Adjuster Safety System that provides radius correction for boom deflection under load.



Thirty percent of the cranes in the NessCampbell fleet are all terrain cranes. The company’s newest AT is the 500-ton capacity Liebherr LTM1400 7.1.

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	Model	Max. Main Boom (m)	Max. Main Boom Extension (m)	Max. Hook Height (m)	No. of Axles (#)	Capacity US tons
Demag	AC 45 City	31.2	13	45	3	50
Demag	AC 55-3	50	0	50	3	60
Demag	AC 60-3	50	16	66	3	65
Demag	AC 100-4(L)	60	27	81.6	4	120
Demag	AC 130-5	60	26.5	86.5	5	140
Demag	AC 160-5	68	27	94.6	5	180
Demag	AC 220-5	78	21	99	5	245
Demag	AC 250-5	70	32	102	5	300
Demag	AC 300-6	80	63	101	6	350
Demag	AC 350-6	64	72	125.7	6	400
Demag	AC 500-8	56	90	145.8	8	600
Demag	AC 700-9	60	96	149.5	9	800
Demag	AC 1000-9	100	126	163.3	9	1,320
Grove	GMK3060	43	15	60.7	3	65
Grove	GMK4090	51	21	75	4	100
Grove	GMK4100L-1	60	25.6	89	4	115
Grove	GMK5150	51	41.8	96	5	175
Grove	GMK5150L	60	33.8	97	5	175
Grove	GMK5180-1	64	34	101	5	210
Grove	GMK5200-1	64	34	101	5	240
Grove	GMK5250L	70	37	110	5	300
Grove	GMK6300L	80	37	120	6	350
Grove	GMK6400	60	79	137	6	450
Grove	GMK7550	60	79	136	7	550
Liebherr	LTM 1030-2.1	30	15	44	2	40
Liebherr	LTM 1040-2.1	35	9.5	44	2	45
Liebherr	LTC 1050-3.1	36	13	48	3	50
Liebherr	LTM 1050-3.1	38	16	54	3	60

	Model	Max. Main Boom (m)	Max. Main Boom Extension (m)	Max. Hook Height (m)	No. of Axles (#)	Capacity US tons
Liebherr	LTM 1055-3.2	40	16	56	3	65
Liebherr	LTM 1060-3.1	48	16	63	3	70
Liebherr	LTM 1070-4.2	50	16	65	4	80
Liebherr	LTM 1090-4.2	60	16	76	4	110
Liebherr	LTM 1095-5.1	58	26	82	5	115
Liebherr	LTM 1100-4.2	60	33	91	4	120
Liebherr	LTM 1100-5.2	52	33	84	5	120
Liebherr	LTM 1130-5.1	60	33	91	5	155
Liebherr	LTM 1160-5.2	62	40	99	5	190
Liebherr	LTM 1200-5.1	72	36	101	5	240
Liebherr	LTM 1250-5.1	60	50	108	5	300
Liebherr	LTM 1300-6.2	78	70	114	6	360
Liebherr	LTM 1350-6.1	70	78	134	6	400
Liebherr	LTM 1400-7.1	60	84	130	7	500
Liebherr	LTM 1450-8.1	85	84	131	8	550
Liebherr	LTM 1500-8.1	84	91	142	8	600
Liebherr	LTM 1750-9.1	52	91	154	9	900
Liebherr	LTM 11200-9.1	100	126	188	9	1,500
Link-Belt	ATC-3210	61	35.6	97.31	5	210
Link-Belt	ATC-3275	68	35.6	103.41	5	275
Tadano	ATF 70G-4 (44m)	44	16	63	4	75
Tadano	ATF 70G-4 (52.1m)	52.1	16	71	4	75
Tadano	ATF 100G-4	51.2	18	71	4	110
Tadano	ATF 110G-5	52	32	87.5	5	130
Tadano	ATF 130G-5	60	32	95	5	160
Tadano	ATF 200G-5	60	36	99.5	5	220
Tadano	ATF 220G-5	68	36	107.5	5	250
Tadano	ATF 400G-6	60	78.5	125	6	450

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GROVE GMK4090

Grove's latest crane in the AT space is the 100-ton capacity GMK4090 all-terrain taxi crane. Manitowoc said the crane has the strongest taxi load chart in its class and can easily maneuver on narrow jobsites due to its compact design. The crane replaces the GMK4080-1/GMK4100B, bringing more modern and efficient features that ensure better return on investment for crane owners, the company said. The GMK4090 features the new MAXbase outrigger system that expands options for crane set-up.

The design of the crane focuses on road ability and maneuverability and responds to market demand for a lightweight, flexible taxi crane. It represents a generational upgrade over the previous GMK4080-1/GMK4100B, a popular all-terrain crane due to its versatility in applications, especially with rental companies.

The GMK4090 offers a 167-foot, six-section MEGAFORM boom that utilizes Grove's TWIN-LOCK pinning system. 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.

The GMK4090 can travel with a maximum 20.2-ton counterweight, and within 13 tons per axle, can transport up to 10 tons without the need for an additional transport truck. The crane features compact dimensions with a narrow 8.37 feet width. It has a minimum tailswing of 11.58 feet. The GMK4090 also offers the new MAXbase feature as an option – this variable outrigger setting gives the crane more setup flexibility on the jobsite, especially when erecting it on irregular grounds, and also more capacity when compared with the 360-degree standard load chart.

The new crane also features Manitowoc's Crane Control System (CCS).

jobsite efficiently, but once there, you have counterweight packages and outriggers and whatnot that make moving from pick to pick more difficult when compared to a crawler. The crawler, once it is assembled and working on site, so long as there is a path forward, can crawl from pick to pick."

If a crane is needed on the jobsite for a year, the customer may be better off with the rental rate on the crawler, Rados said.

"It's more than the rate," Rados said. "With long-term rentals, weather becomes a factor, particularly wind. The dynamic loading high winds place on an AT reduces the load chart and this can impact productivity. Basically, our charts drop with ATs when the wind kicks up. So, customers on a long-term project in wide-open terrain where wind might be a factor can work a lot more days with a crawler."

Anderson said the AT is the perfect crane for some jobs, but not for others. ATs also are more complicated to operate.

"They have sensitive computer systems which make breakdowns very difficult," said Anderson. "They



PHOTO: CAPITAL CRANE

Canada-based Capital Crane uses its 250-ton capacity Tadano ATF 220G-5 to erect steel utility towers.

are expensive and difficult to move once set up."

And yet demand for this class is strong. "We're always anticipating customer needs in the months and years ahead," he said. "We've been purchasing where we see the highest utilization, and right now we are seeing broad demand in the mid- to high-capacity AT market.

AT cranes in the 220- to 600-ton capacity range, we just can't keep them in the yards."



LINK-BELT ATC-3275

Link-Belt's ATC-3275 is a 5-axle all terrain crane with a capacity of 275 tons. The seven-section formed standard boom extends from 43.7 to 223 feet. Two boom attachment options give the crane further reach. Maximum tip height is 350 feet and the maximum line pull is 25,955 pounds.

This crane was designed with transportability as a key focus, and the total transport package is the best in class, Link-Belt said. The modular counterweights make efficient use of each breakdown overflow load which reduces the number of trucks needed. The crane can be configured to meet some of the toughest transportation laws, and its "stow 'n go" outrigger pontoons are easily secured for transport.

All manually offsettable fly options feature four offset positions of 2, 15, 30 and 45 degrees. All hydraulically offsettable fly options feature offset positions from 2 to 45 degrees.

The crane features a 12-foot fly that is integral to the on-board fly with 34.8 tons maximum capacity and two-line, one-load lift procedures.

Other features are a pull-out CabWalk for easy access to and from the operator's cab, large removable engine hood doors for ease of service, 20 degree tilting operator's cab with AM/FM radio and Bluetooth, outriggers with auto-leveling, composite driver's cab with document storage, Halogen daytime running headlights and LED lighting, illuminated compartments and controls for nighttime operation and compliant to the highest emission requirements.

Like all Link-Belt cranes, the ATC-3275 features a comprehensive vision package with cameras for backing up, carrier right-side viewing, winch operation and clockwise rotation of the superstructure. There are foldable platforms on each side of the superstructure that make access to engine and other maintenance items easier. The ATC-3275 features dedicated engines for driving and crane operation.

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SPECIALIZED LIFTING 50

Slow and steady

Barnhart uses its Adjustable Rigging Link system and One-Shot gantries to install a vessel at a refinery.

PHOTO COURTESY OF BARNHART CRANE & RIGGING.

BY THE NUMBERS

- The companies represented in the **SPECIALIZED LIFTING 50** employ approximately **14,524** people.
- **646** gantries and rubber tired gantries are owned by these companies, the same amount in 2016.
- **926** strand jack units are owned by the **SPECIALIZED LIFTING 50**, as compared to 895 in 2017.
- **5,138** pieces of other specialized lifting equipment (not classified as a gantry or strand jack) are owned by these companies as compared to 4,014 in 2017.
- The total capacity of every unit owned by every company on the list equals **1,427,872** tons. The total last year was 1,387,649 tons.

Aggregating the most influential players in the specialized lifting industry is a task that our ACT team has taken on since 2010. Over the last year, the 2018 **SPECIALIZED LIFTING 50** list has seen a slight increase in every area. While there weren't any categories that stood out astronomically, we are seeing several of the larger companies on the list growing their fleets progressively –

particularly when it comes to strand jacks and gantries. As the market continues to stabilize, the numbers should continue to climb.

This year we posted an index of 1,427,872 gaining 40,223 tons over the 2017 index of 1,387,649.

For comparison's sake, the total capacities between 2012 and 2018 were:

2012: 1,047,457 tons
2013: 939,180 tons
2014: 1,024,998 tons
2015: 998,234 tons
2016: 1,251,422 tons
2017: 1,387,649 tons
2018: 1,427,872 tons

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Top 10: LARGEST CAPACITY UNIT

RANK	NAME OF COMPANY	MAKE/MODEL OF LARGEST SPECIALIZED LIFTING UNIT	CAPACITY OF LARGEST LIFTING UNIT (U.S. TONS)	SPECIALIZED LIFTING INDEX (U.S. TONS)
1	Mammoet North America	Mammoet Lift System	350,000	372,800
2	Fagioli USA	Fagioli Self-Propelled Skid System	70,000	288,000
3	Wolfe House Movers	Synchronized Jacking System	7,200	16,905
4	Omega Morgan	Heavy Slide System	6,000	8,150
5	Barnhart Crane & Rigging	Barnhart Modular Lift Tower	5,000	276,428
6	Bigge Crane & Rigging	Bigge Lift Tower System	4,000	90,922
7	Berard Transportation	Enerpac Syncrolift	4,000	12,600
8	Burkhalter	BPU-750	3,527	21,500
9	Emmert International	Emmert Lift System	3,250	80,850
10	Lampson International	E-Z Lift	2,400	13,500



Fagioli assembled and installed modules into a topside unit on a customized pier.

RANK 2018	2017	NAME OF COMPANY	LOCATION	# OF DEPOTS	SCOPE OF OPERATION	# OF EMPLOYEES	SENIOR CONTACT
1	01	Mammoet North America	USA	21	Worldwide	1,300	Bill Ambrose, president, Americas
2	02	Fagioli USA	USA	2	Worldwide	142	Edoardo Ascione, president
3	03	Barnhart Crane & Rigging	USA	47	National	1,250	Alan Barnhart, CEO
4	05	Bigge Crane & Rigging	USA	17	National	882	Weston Settlemier, president & CEO
5	04	Emmert International	USA	3	Worldwide	110	Terry W. Emmert, president
6	06	Edwards Moving & Rigging	USA	9	Worldwide	137	Mark Edwards, CEO
7	13	Deep South Crane & Rigging	USA	8	Worldwide	610	Mitch Landry, president
8	07	Doral Equipment	USA	3	National	50	Rob Keelan, vice president
9	08	Burkhalter	USA	4	Worldwide	150	Delynn Burkhalter, CEO
10	11	Wolfe House Movers	USA	2	Worldwide	45	Jamin Buckingham, president
11	14	Rigging Gear Sales, Inc.	USA	1	Worldwide	15	Ben Forster, vice president
12	09	Lampson International	USA	8	Worldwide	300	Kate Lampson, directory, PR & marketing
13	10	Erickson's	USA	3	Regional	70	Steve Erickson, president
14	15	Berard Transportation	USA	5	National	75	Brett Berard, vice president of operations
15	12	Transport Bellemare *	Canada	4	Worldwide	1,100	Daniel Provost, transport operations manager
16	16	International Industrial Contracting Corporation *	USA	4	National	300	Douglas Jardine, President
17	18	Taylor Crane & Rigging	USA	2	National	74	Jim C. Taylor, Jr., president
18	17	Omega Morgan	USA	4	Worldwide	325	Troy Tallent, vice president, specialized
19	21	TNT Crane & Rigging	USA	42	National	1,500	Mike Appling, CEO
20	20	Norris Brothers Co. *	USA	1	Regional	65	Joseph B. Michael, President & CEO
21	22	PSC Crane & Rigging	USA	4	National	175	Randy Sever, executive vice president
22	19	IRM Industry Movers	Mexico	2	Worldwide	75	David Gonzalez, president/CEO
23	23	Transtell SA de CV *	Mexico	1	Worldwide	120	Guillermo Arce, general manager
24	24	Advanced Rigging & Machinery Movers	USA	1	Regional	30	Matthew Hinty, president
25	25	Duffy Crane & Hauling * Machinery Movers	USA	1	Regional	50	Jeffrey L. Cummings, president
26	27	Atlas Industrial Contractors *	USA	7	Worldwide	350	George Ghanem, president & CEO
27	28	NCSG Crane & Heavy Haul	Canada	27	Worldwide	1,000	Ted Redmond, president, CEO
28	29	Maxim Crane Works	USA	53	National	2,705	Frank Bardonaro, COO
29	32	Riggers Group	Mexico	3	Worldwide	75	Hector R. Torres, Da Vila, vice president
30	31	Mid-Atlantic Lift Systems	USA	1	National	4	Travis Hall, president
31	33	Selinsky Force	USA	3	Regional	175	Jim Chapman, president/CEO
32	34	Williams Steel Erection Company	USA	1	Regional	100	Marianne Pastor, vice president
33	35	Process Group Inc. *	Canada	3	Canada	275	Bryan Snyder, VP construction
34	36	CSE Inc. *	USA	5	National	250	Chris Stinnette, CEO
35	38	Holland Moving & Rigging	USA	1	Worldwide	20	Chris Holland, president
36	37	Intermountain Rigging & Heavy Haul	USA	2	National	95	Ron Montgomery, president
37	39	Southwest Industrial Rigging	USA	4	National	170	Mike Madge, vice president
38	26	Cropac Equipment	Canada	4	National	75	Johnathan Vieira, marketing & comms manager
39	40	Mountain Crane Service	USA	4	National	122	Paul Belcher, owner, chief executive officer
40	30	AME Inc.	USA	4	National	158	Scottt Walken, director of preconstruction
				321	14,524		

* estimated

Specialized Transportation Insurance and Risk Management **EXPERTS**

WEBSITE	# OF RUBBER TIRED GANTRIES	# OF SPECIALIZED LIFTING UNITS	# OF STRAND JACK UNITS	MAKE/MODEL OF LARGEST SPECIALIZED LIFTING UNIT	CAPACITY OF LARGEST SPECIALIZED LIFTING UNIT (U.S. TONS)	SPECIALIZED LIFTING INDEX (U.S. TONS)	
www.mammoet.com	0	20	305	157	Mammoet Lift System	350,000	372,800
www.fagioli.com	0	20	146	596	Fagioli Self-Propelled Skid System	70,000	288,000
www.barnhartcrane.com	0	84	758	18	Barnhart Modular Lift Tower	5,000	276,428
www.bigge.com	0	20	236	76	Bigge Lift Tower System	4,000	90,922
www.emmertintl.com	1	4	1,049	4	Emmert Lift System	3,250	80,850
www.edwardsmoving.com	0	16	560	4	Hydrospeex Strand Jack System	800	60,957
www.deepsouthcrane.com	2	3	50	6	Deep South Specialized Jack System	16,000	29,800
www.doralequipmentrental.com	0	7	83	0	Rigger-Lift R120	60	21,800
www.burkhalter.net	0	5	60	14	BPU-750	3,527	21,500
www.buckinghamtransport.com	0	0	85	0	Synchronized Jacking System	7,200	16,905
www.rgsinc.net	0	112	232	0	Lift Systems HH1000	1,000	13,644
www.lampsoncrane.com	0	4	8	0	E-Z Lift	2,400	13,500
www.ericksonsgcr.com	0	5	80	0	Enerpac SBL 1100	1,176	12,676
www.berardtrans.com	0	0	8	0	Enerpac Syncrolift	4,000	12,600
www.groupebellemare.com	0	1	5	0	Goldhofer	2,872	12,000
www.iiccsa.com	0	36	525	0	Riggers Manufacturing EZ604	600	9,660
www.taylorcrane.com	0	8	187	0	Enerpac EVO Sync Lift System	2,400	9,532
www.omegamorgan.com	0	6	18	0	Heavy Slide System	6,000	8,150
www.tntcrane.com	0	6	75	0	Enerpac SBL 1100	1,100	7,200
www.norrisbr.com	0	3	13	0		125	6,695
www.pscind.com	0	3	96	1	Hydra-Slide JS250 "Up N Go"	1,000	5,620
www.irmindustrial.com	0	3	77	0	J&R Engineering L1001-4-34	500	5,380
www.transtell.com.mx	0	2	3	2	Hydrospeex HSL2000 Lifting	2,040	5,340
www.advanced-rigging.com	1	10	128	0	Hydratech FS 404 270	400	5,265
www.duffycrane.com	0	1	20	0			5,000
www.atlascos.com	0	3	89	4	Atlas Tower Lifting System	800	4,400
www.ncsg.com	0	1	6	0	J&R Lift & Lock Gantry	700	4,200
www.maximcrane.com	0	12	26	4	J&R Engineering Lift N Lock Gantry	700	3,725
www.riggers.mx	0	4	17	36	J&R Engineering Lift N Lock Gantry L1200	600	3,300
www.midatlanticlift.com	0	38	28	0	Lift Systems 34PT5400WT	500	3,258
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www.processgroup.ca	0	3	20	0	Lifting Tower	1,000	2,130
www.cseonline.net	0	1	6	0	J&R Engineering Lift & Lock Gantry	900	2,000
www.hmrssupplies.com	50	0	20	0	Holland Power Dolly	55	1,990
www.irhusa.com	0	3	10	4	J&R Model L903-4-34-Gantry	450	1,500
www.swirusa.com	0	4	7	0	Lift Systems 850	850	1,332
www.cropac.com	5	5	45	0	Taylor X360M	50	1,000
www.mountaincrane.com	80	2	8	0	J&R Engineering Lift-N-Lock Gantry	200	950
www.ameonline.com	0	3	5	0	Lift Systems 75 Ton Twin-Lift	75	755
	160	486	5,138	926			1,427,872

Editor's Note: American Cranes & Transport is not responsible for errors or omissions.

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Mammoet's JS 500 Jack-Up system can be deployed when lifting an object from the top is not possible.

ACT began distributing survey forms for the **SPECIALIZED LIFTING 50** list via email in January 2018 and followed up with phone calls and more emails in February. The companies that completed and returned these surveys over the course of the last two months were included in this year's list.

For some companies we were forced to use their data from our 2017 list. In these cases, an asterisk will appear next to that company's name. As a result, the **SPECIALIZED LIFTING 50** is an estimate.

While every effort was made to ensure the accuracy and completeness of the information in this list, ACT, its editors and its publishers do not assume responsibility for any errors or omissions. We strive to improve this list, as well as our other annual lists, every year.

2019

To be a part of our 2018 **SPECIALIZED LIFTING 50**, email the editor, D. Ann Shiffler, to request a survey form. She can be reached at d.annshiffler@khl.com. Or you may email Assistant Editor Hannah Sundermeyer at Hannah.sundermeyer@khl.com.



It's clear that the growth of the specialized lifting industry has been flat over the last five to six years. Acquisitions have accounted for some of the jumps on the list and the larger companies tend to keep getting larger.

While the specialized lifting indexes

of our **SPECIALIZED LIFTING 50** may not be changing much, the total number of employees that work for them certainly is. This year's **SPECIALIZED LIFTING 50** employs some 14,524 people, up 1,016 from 13,508 in 2017.

Top 10: NUMBER OF GANTRIES

RANK	NAME OF COMPANY	TOTAL NUMBER OF GANTRIES	SPECIALIZED LIFTING INDEX (U.S. TONS)
1	Rigging Gear Sales, Inc.	112	13,644
2	Barnhart Crane & Rigging	84	276,428
3	Mid-Atlantic Lift Systems	38	3,258
4	International Industrial Contracting Corporation*	36	9,660
5	Williams Steel Erection Company	24	2,300
6	Mammoet North America	20	372,800
7	Fagioli USA	20	288,000
8	Bigge Crane & Rigging	20	90,922
9	Edwards Moving & Rigging	16	60,957
10	Maxim Crane Works	12	3,725

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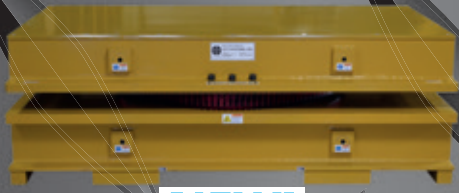
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Foundation first

Crane mats, outrigger pads and cribbing come in a variety of sizes, strengths and materials.

Beyond an experienced crane operator, the most important element of safe crane operation is proper ground stabilization. Few people will argue with this statement.

For this reason, there are many different types of ground stabilization products, all that meet specific needs, depending on the ground conditions, the crane being used and other variables.

Crane mats, pads and cribbing are also made from a variety of materials including wood, composite wood, composite plastic, composite fiberglass and metal. While there is no question that some mats and pads are stronger and longer lasting than others, most crane-owning companies have a variety of different types of mats, pads and cribbing as a part of their rigging inventories.

Among the biggest differences between crane mats and pads is price. The more engineered the product the higher the cost. However, the higher cost composite products may also be more cost effective in the long run because of their life cycle and ease of use.

American Cranes & Transport invited crane mat, pad and cribbing suppliers to submit information about the products they sell.

Engineered wood

For 27 years, Robert Lifton has owned Lifton's Inc., which produces outrigger pads and mats that are made from multi-layer birch plywood.

"Unlike the soft fir 4-layer lumber yard plywood, Lifton uses a high-grade birch plywood that has 13 layers per



Brewer Crane and Rigging of Lakeside, CA reports it can move DICA's FiberMax crane pads up to 75 percent faster than heavier wood mats or steel plates.

three-quarters of an inch," said Lifton. "This creates a very strong pad able to support 40 to over 100 tons depending on thickness. The pads and mats have a long history of safety in the field."

Lifton said his company's typical 2 3/4-inch pad has 52 layers.

"The strength-to-cost ratio is excellent," he said. "The plywood product has a surface that is not inclined to slide. Because they do not tend to bowl in the center, they are highly predictable and do not lose their shape. The larger pads have a strong bevel on the edges to extend the life of the plywood."

Each Lifton pad has lag screws coming from the top and bottom, cross locking the plywood. With rope handles, (or on the large pads chain handles), attached through the pad with large eye bolts, the handles are secure, he said.

"Many customers

prefer the thicker pads or mats for ease in setting up and leveling equipment," Lifton said.

Lifton's pads are available from 2-inches thick to more than 8-inches thick on the super mats. The super large mats are generally picked up and placed by the crane or a forklift. There are over 50 combinations of thicknesses and sizes available in Lifton's mats.

"Because of the lower cost of the pads, they are excellent for the crane rental business," Lifton said.

Engineered composites

Founded by Dick and Carolyn Koberg, DICA has been producing crane mats for 30 years. In the early years the company produced outrigger pads made out of wood. But Dick Koberg realized there was a better way to assure ease of use,

lighter weights, ergonomic safety and lifespan. He developed an engineered outrigger pad that would ensure proper load distribution on a range of ground conditions and provide "unbreakable strength."

DICA is still a family business with the Koberg siblings now at the forefront of the management team. Kris Koberg is CEO of the company that produces three types of outrigger pads and cribbing, including the SafetyTech

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Each Lifton pad has lag screws coming from the top and bottom, cross locking the plywood. Rope or chain handles are secured through the pad with large eye bolts.



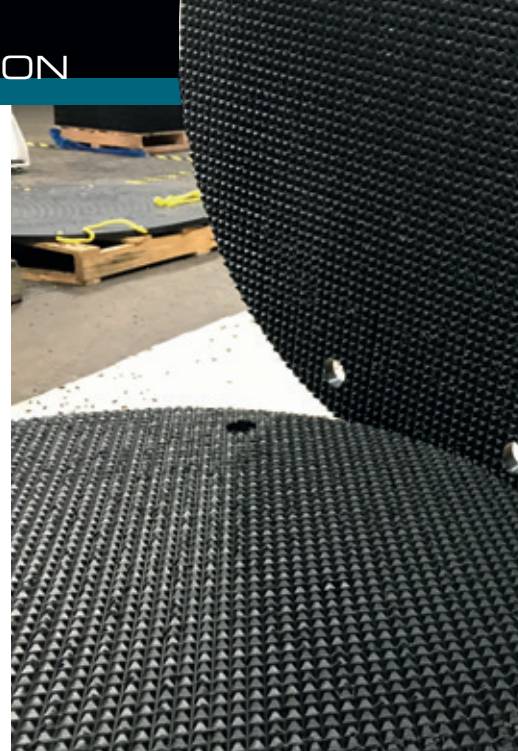
outrigger pads, FiberMax crane pads and ProStack Cribbing.

DICA's SafetyTech outrigger pads are an engineered thermoplastic outrigger pad equipped with a patented TuffGrip handle that makes the pad easy to move around. SafetyTech pads are available in 30-plus square, round and specialty shapes and they are typically used by aerial bucket trucks, digger derricks, concrete pumpers and mobile cranes with a lifting capacity up to 100 tons. These pads can be cleated for additional ground traction and they are available in several specialty formats.

DICA's FiberMax crane pads are manufactured with fiber-reinforced polymers (FRP). FRP is a composite

material made of a vinylester polymer that is reinforced with specially designed fiberglass. The FiberMax design leverages the benefits of a strong, stiff and lightweight material and a sandwich construction with internal bi-directional shear webs. The pad distributes the load similar to steel constructed pads while minimizing operational costs, according to DICA. An external steel frame protects the mat and provides attachments points for customer-designated lifting hardware.

FiberMax crane pads have similar strength properties as steel crane pads but weigh up to 60 percent less. They are designed to distribute loads up to 375,000 pounds, which typically means mobile



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cranes ranging from 100 to 600 tons of lifting capacity. DICA said the FiberMax pads are longer lasting than wood or steel crane pads and will not rot or rust.

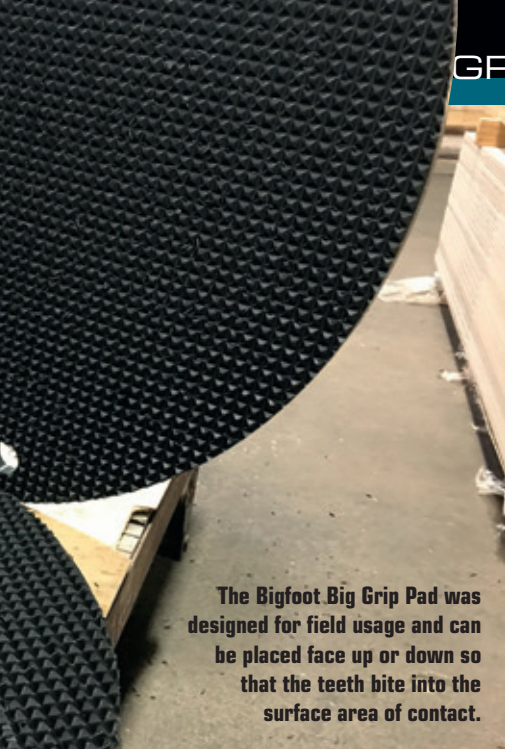
DICA also offers its ProStack cribbing, which is a combination of engineered thermoplastic blocks, a base SafetyTech Outrigger Pad and a high friction top grip pad. The outrigger pad and block components are made with interlocking pyramids that allow the pad and blocks to lock together for higher safety and performance than non-interlocking cribbing. They also feature the TuffGrip handles and are designed to support loads up to 110,000 pounds. They are generally used on boom trucks, digger derricks, aerial devices and small to medium-sized mobile cranes, DICA said.

Strong and durable

Bigfoot is a multi-generation American family manufacturer of outrigger pads. The family started out as an end-user of large equipment, according to Jeff Steiner, president, Bigfoot Outrigger Pads. His father, known as "Bigfoot Bill," started building wood outrigger pads while he was a concrete pump operator. One of his sons worked as a tree trimmer and a lineman working with 40-ton cranes.

"Nobody understands the end-user point of view or field conditions more than this American family manufacturer of outrigger pads," said Steiner. "With the experience working with and building outrigger pads, Bigfoot has designed and tested materials with the best compressive load ratings."

Bigfoot uses a composite ultra-high molecular weight (UHMW) plastic for one



The Bigfoot Big Grip Pad was designed for field usage and can be placed face up or down so that the teeth bite into the surface area of contact.

line of outrigger pads, and it also produces wooden pads made of Baltic Birch and plywood that is laminated and bolted together.

For cranes, Bigfoot mats range in sizes and thickness for up to 120-ton capacity cranes.

Bigfoot's composite outrigger pad material has comparable load ratings to high grade steel at one-seventh of the weight, Steiner said. This material will last a life time and hold up to extreme conditions and weather.

Bigfoot's PSI value, compressive load and sheer strength has been formulated to achieve the highest level of safety in the field, Steiner said.

Other products include Bigfoot's Stop Bar, which is built to make sure the outrigger stays on the outrigger pad. Bigfoot installs anywhere from one to four stop bars based on customer request.

Bigfoot's Slide Pad was built to address customer demand for the smaller and more mobile equipment in the field. This outrigger pad has a removable stop bar that stays on the equipment after the stop bar is re-installed and allows the operators to set up several times at one job location without picking up and setting up each time.

Bigfoot's new Boot Pad is built for larger equipment and is designed based on the customer's outrigger size. The open nose style allows material that would build up to escape; it also allows the operator to see that the outrigger is properly deployed on the outrigger pad. The boot is made out of Bigfoot's UHMW composite material.

The Bigfoot Big Grip Pad was designed for field usage. The pad is placed face

down and the teeth bite into the surface area of contact, which works well in icy or muddy conditions. When the Big Grip Pad is used face up the teeth bite into the cribbing or dunnage or another Big Grip pad that is placed faced down to reach the height needed to level the crane or equipment.

Bigfoot uses a Baltic Birch for its wooden outrigger pads. This wood is lighter and stronger than American hardwoods and has found exceptional success in extreme field conditions, Steiner said. While wood will break down over time, it will give visual indicators that replacement is needed. Baltic Birch has a typical field use of 10 years, Steiner said.

Interlocking system

Mabey Inc. is a leader in providing and installing temporary roadway and work pad matting systems. Mabey's Dura-Base composite mats are a solution for soft or delicate grounds needing protection or stability. The Dura-Base mat features an interlocking system to form a temporary roadway allowing cranes to have access to challenging or remote worksites.

Dura-Base mats are made of 100 percent of high density polyethylene (HDPE) material, engineered and manufactured in the U.S. The mats are 8 by 14 feet and weigh 1,000 pounds per mat.

The quality control in manufacturing provides consistent strength properties

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Mabey has used Dura-Base mats on many crane projects. Its QuickBridge System creates a continuous road and handles small span bridging needs. It works in conjunction with Mabey's temporary matting system.

capable of supporting up to 600 pounds per square inch, according to Mabey. They feature a locking pin system to securely fasten each mat to adjacent ones and to layer mats as needed depending on conditions. This system creates a temporary road or work pad that is secure, strong and stable, the company said.

Composite mats have numerous advantages over other alternative ground protection solutions, according to Mabey. The non-porous surface does not absorb water and cleans easily, eliminating cross contamination. They weigh less than wood mats and allow for more mats per truck load, reducing trips and cost. Matting minimizes surface-bearing pressure reducing impact on soils and vegetation, improving restoration efforts after removal.

Mabey mats support loads up to 600 psi, are durable in extreme climates and have a lifespan in excess of 12 years for Dura-Base mats. Mat design and characteristics have buoyancy to keep crews and equipment safe and drier. The non-skid surface on both sides of the mat reduces safety hazards of slips and trips, Mabey said.

Strong and stable

Lampson International offers steel crane foundation mats for lease or sale individually or as part of an equipment rental package.

Standard 4 by 16 foot steel crane mats are constructed of fully welded 8-foot by

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Turtle Plastics	www.turtleplastics.com
Viking Mat	www.vikingmat.com
Yak Mat	www.yakmat.com

12 inch steel tubing and are fabricated with internal forklift pockets for ease of unloading and placement, according to Kate Lampson, director of public relations and communications.

"These steel mats allow for better ground-bearing enhancement as well as resistance to moisture and rot commonly seen in wooden mats," she said. "Mudboats' are constructed of 14 by 159-pound wide flange I-beams welded together with integral moment pin connections at each end, allowing the mats to be structurally linked together for a continuous load transferring surface."

Lampson's mats can be fitted with

Lampson International's steel mats are fabricated with internal forklift pockets for ease of unloading and placement .

transition ramps to allow usage as loading and unloading ramp systems, for shore-to-barge operations or other situations. They can also be used for conventional and ringer crane foundations as well as jacking operation foundations. ■



Bigfoot

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Rules of the road

ACT's Permitting Roundtable delves into today's challenges and the keys to running a fruitful permit business. **Hannah Sundermeyer** reports.



Different states with varying regulations can often make the simplest heavy haul an involved project. But when it comes to successful travel, even the most massive loads rely on a host of intricate details to make it from Point A to Point B. Que the heavy haul permitting industry. Coordinating information, maintaining the validity of permits and understanding travel restrictions are all in the job description and a necessity in the execution of transporting oversized loads across the country or down the road.

American Cranes & Transport consulted with three permitting industry leaders about their takeaways on today's permitting environment. Our Roundtable includes; Scott Boehm, president, West Chester Permit; John Incontrera, owner, High Wide and Heavy; and Gladys Work, government and customer relations manager, Comdata.

WHAT ARE THE BIGGEST CHALLENGES FACING PERMITTING COMPANIES?

BOEHM: The biggest challenges facing permit companies in today's market are maintaining a positive cash flow, finding and training new employees and keeping up with changing rules and regulations.

Cash flow is crucial in the trucking industry and permitting is no exception. Most permits require payment before they are issued. Some permits even require payment just to apply for them. Many permits can be expensive, especially overweight permits for ton per mile states and superloads that require engineering. Permit companies typically charge a fraction of these fees which can create a strain on cash flow if not monitored closely. The uptick in the industry exacerbates this as more funds

are required in accounts to keep up with increased permit volumes.

Employees can be difficult to find as not many people even know that this industry exists. Most employees must be trained from the ground up, requiring extensive time and resources to get up to speed.

Rules and regulations may be slow to change by individual governing bodies, but when considering all states, provinces, cities and counties as a whole, quite a bit can change in a year. Keeping abreast of these changes and understanding how laws are interpreted and enforced can be challenging.

INCONTRERA: As always, the coordination of information. When permitting across several states, coordinating the voluminous information necessary and disseminating it correctly is a huge challenge. It becomes an even bigger challenge when we must educate both sides. For instance, we need to explain why the respective DOT office needs additional information not required by other states, then explain to the DOT office why the permittee wants to permit in a particular way. We as a permit service have many masters to serve. We do our best to keep all parties informed

and updated, all the while trying to educate ourselves of the ever-changing requirements and regulations.

WORK: Some of the biggest challenges include travel restrictions, which can vary by jurisdiction for weekend or holiday travel, turnaround time on the issuance of a permit and the number of days for which a permit is valid. Another big challenge is just keeping up with regulations.

HOW HAS THE AUTOMATION OF PERMITTING APPLICATIONS AND ROUTING SYSTEM PROCESSES IMPACTED YOUR OPERATIONS?

BOEHM: Permit system automation has enabled us to procure permits faster than ever with live updates on permit statuses. This enables our customers to better coordinate loads which ultimately leads to greater profitability for all.

INCONTRERA: Some states like Maryland, Connecticut and Massachusetts recently updated their systems. Routing has become simpler, as long as you know how to manipulate the system. Process times are slightly quicker than in the past. It would be great if the local offices could follow the larger municipalities with automated permitting. We find it comes

>50



We as a permit service have many masters to serve. We do our best to keep all parties informed



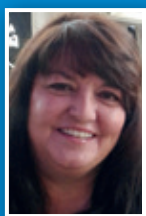
and updated, all the while trying to educate ourselves of the ever-changing requirements and regulations.

JOHN INCONTRERA, owner, High Wide and Heavy





“ Safety should always be in the forefront when issuing permits for over-dimensional loads. ”



GLADYS WORK,
government and customer
relations manager,
Comdata

down to the money. Local offices don't have the funds to keep up.

WORK: Automation has helped tremendously by allowing us to process permits faster. It also helps to alleviate routing errors that could impact the public and empowers the jurisdictions to focus on more complex routing, which can be time consuming. It's a great way to ensure that a customer is fully aware of all restrictions so that they can ensure a load is moved safely.

HOW DO YOU CHARACTERIZE LOCAL PERMITTING? WHAT CAN BE DONE TO STREAMLINE LOCAL PERMITTING?

BOEHM: The demand for local permits has increased as more cities and counties are requiring permits for over-dimensional travel. These permits tend to be more time consuming as these jurisdictions are typically where states were before automated systems and require fax-in or email applications. Many only have one point of contact, and no permits get issued if that person is out. We efficiently handle local permits by maintaining relationships. Our higher permit volumes keep us in touch and having detailed processes and procedures in place for

ordering permits ensures consistent expectations and results.

INCONTRERA: I have found the most efficient way to obtain local permitting is to contact the county and ask for permission to utilize their streets before applying for the state permit.

WORK: The demand for local permits is certainly increasing. In fact, according to our data, the volume for local jurisdiction permits continues to grow year-over-year by approximately 20 percent. We continue to see additional cities/counties surfacing each year, especially as the need for maintaining and upgrading existing roadways becomes imperative. As long as the ownership of the road can be identified, it is just a matter of contacting the jurisdiction for requirements. Each time we identify a new city or county, we ensure that our associates are trained and update our system as necessary.

WHAT SECTORS ARE MOST ACTIVE IN HEAVY HAULING?

BOEHM: Currently all sectors of business appear to be active. The seasonal winter slowdown was hardly noticeable this year but was welcome by some customers as a relief from the strong summer.

INCONTRERA: We have seen a rise in pre-cast concrete and structural steel, as many municipal projects would rather erect a prefab structure than fabricate onsite. Most of our escort work has been construction related; this follows the trend we have seen over the past few years. Boats and other large toys have fallen off with the fall in the economy. I assume we will see them again if the economy comes all the way back.

WORK: The biggest trends we are seeing revolve around continued activity in the oilfield and construction industries. We attribute this to a favorable trucking economy, as GDP growth remains steady

and solid. Regarding demand for local permits, these permitting needs tend to go hand-in-hand with state permitting trends.

WHAT ARE THE KEYS TO RUNNING A SUCCESSFUL PERMITS SERVICES BUSINESS IN 2018?

BOEHM: The keys to running a successful permit service are continuous improvement and doing what you say you are going to do. With so many states, provinces, cities and counties to work with, something is always changing. Keeping up with those changes is crucial to minimizing turnaround time and assuring customers have the best information available to make decisions and for permit companies to do what they say they are going to do.

INCONTRERA: The key to success for our permit service is communication and delegation. Communication with your customers is vital. If a permit service doesn't understand what a customer is looking to accomplish, the process is bound to fail. Delegation and cooperation within the office is important to ensure permit processing is efficient and timely to accommodate our customer's needs.

WORK: The key to running a successful permit service is understanding carrier needs, having knowledgeable associates, as well as ensuring that permits are obtained quickly. We continually stay abreast of regulatory changes in the industry that impact carriers. We leverage our relationships and meet regularly with state officials to find out what might be coming down the pipe. And of course, safety should always be in the forefront when issuing permits for over-dimensional loads. ■

“ The keys to running a successful permit service are continuous improvement and doing

what you say you are going to do. ”



SCOTT BOEHM, president,
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Texas two-step

TNT Crane & Rigging performed a complex railroad bridge installation, working against winter weather, challenging ground conditions and a ticking clock.

Hannah Sundermeyer reports.

For the new bridge installation there were five trusses, four of them weighing 187,000 pounds each and the third piece weighing 1,001,000 pounds.

The historic Texas town of Von Ormy is situated along the Medina River in southwest Bexar County, about 15 miles from downtown San Antonio. There's an abundance of folklore about Von Ormy that, according to archeological findings, has had continuous human habitation for close to 8,000 years. It is believed that the first ever cattle ranch was founded in Van Ormy. Another claim to fame for the town is that Mexico General Santa Anna camped in Von Ormy before making his famous march on the Alamo during the Texas War of Independence.

Today Von Ormy is a map dot with a population of about 1,200 residents. Interstate 35 runs through the little town that also is home to a BNSF Railway switching station. The rail facility began operations in 2016 after a \$40 million investment by BNSF.

TNT Crane & Rigging was contracted by Ames Construction to assist with installing new railroad bridge trusses

across the river. The project involved moving five trusses that had been removed from the old bridge. Four of the pieces weighed 187,000 pounds each. The third piece of the demolition truss weighed 270,000 pounds.

For the new bridge installation there were also five trusses, four of them weighing 187,000 pounds each and the third piece weighing 1,001,000 pounds.

TNT dispatched two crawlers from its fleet to the project: a Demag CC 2800-1 in the SSL configuration and a Manitowoc 18000.

The CC 2800-1 was rigged with 157 feet 5 inches of main boom, 396,000 pounds of super structure, 132,000 pounds of carbody and 110,200 pounds of super lift counterweight. The M16000 was rigged with 160 feet of main boom, 520,000 pounds of super structure and 320,000 pounds of car body counterweight.

The bridge installation was a fast-paced project that required getting the cranes in, rigged and ready to lift quickly. One of

the biggest challenges was the rapid time frame TNT was allotted to remove the old bridge and install the new bridge trusses.

Brian Wenneshiemer, director of crawler cranes for TNT, said the rushed timeframe was required because one of the railroad's clients was an automotive company bringing shipments from Mexico into the United States. If the bridge had been down any longer than 24 hours, it would have caused a significant financial strain on the client.

Challenges galore

To prepare for the ground conditions on either side of the river, geotechnical reports were pulled and reviewed. Elaborate crane matting would need to be utilized and the cranes would need to be assembled and rigged on top of the river embankment and then catted into place.

"Prepping the ground was quite difficult," said Wenneshiemer. "We only had one access road to get from the top of the hill, where the jobsite yard was located, to the





Ground preparation was critical to the lifts and required a significant layer of rock and then wood and steel pads.

crews added a layer of wooden mats and a layer of steel mats to assure the ground bearing pressure was well under what was required to make the lifts.

A temporary steel bridge had to be constructed across the river to get the M18000 into place.

"This was not the easiest task," said Wenneshiemer. "The client had to drive pile to get a good solid base before the platform of the temporary bridge could go on."

"Crane number one, the M18000, was built with the upper structure car body and the two side frames on it, then walked across that temporary bridge because we didn't find impaction when we were driving the pile on the temporary bridge to roughly 50-feet down," said Wenneshiemer. "So, we had to keep the M18000 really light on the temporary bridge. Then we built that crane piece by piece, using the CC 2800. The CC 2800 was built first on top of the



TNT dispatched two crawlers from its fleet to the project, its Demag CC 2800-1 in SSL configuration and a Manitowoc 18000.

bottom of the hill where the crane pad for the CC 2800-1 was located."

He said that the ground condition report from the civil contractors was exactly as expected on the slope of either side of the Medina River in January.

For the CC 2800 and the M18000 to work safely, several tons of aggregate was used to construct the base for the crane pads, said Wenneshiemer.

A third-party civil engineering firm performed a bore and compaction test and a geotechnical survey. Once the aggregate rock was deemed to be adequate, TNT's

river embankment, catted down into place, and then we built the M18000 piece by piece using the CC 2800."

The crane operators were Gary Tedder and Rick Shepperd on the M18000 and Denver Brown on the CC2800.

"Because of the way the third truss, weighing over a million-pounds, was placed over the river prior to the lift, the CC 2800 had to pick and carry the bridge when they started coming up on the piece," Wenneshiemer said. "The operators handled it like seasoned vets. As the customer and spectators watched,

“It is easily one of the heaviest and most complicated crane lifts performed by TNT and I am very proud of our entire team for not only what they accomplished but the tremendous service and solutions provided to our customer.”

MIKE APPLING, CEO, TNT Crane & Rigging

their teeth clinched a little tighter as the CC 2800 walked ahead. Whether it's one pound or a million, we treat each lift with the thoughts of the safety and concern for each individual and their families from the day we bid the job."

Team effort

Working into the night, the project was successfully completed in 13 hours and ahead of schedule. The bridge was in place in time for the scheduled train to make its way north through Texas.

"What I'm most proud of is the involvement between our team with the customer and their employees," Wenneshiemer said. "The communication level from the railroad owners, Ames Construction and our team was excellent."

TNT drew on the resources of three different branches – Houston, San



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on this project and they did a fantastic job. From Sterling Frymire selling it to Steve Owens and Brian running it, our operators and engineers, everyone pulled together for a very complicated lift. It is easily one of the heaviest and most complicated crane lifts performed by TNT and I am very proud of our entire team for not only what they accomplished but the tremendous service and solutions provided to our customer.”

Antonio and the crawler crane division.

“But we were all on the same page,” he said. “What was easy for us was the conversations regarding safety, our culture as a company and how we were going to approach the job. They were very easy conversations. It’s the men and the safety culture that makes us different. Lots of people have big cranes, but for these jobs it comes down to the people.”

Mike Appling, CEO of TNT, couldn’t have been prouder of how the TNT team executed the project.

“We could not be more excited about the safe, ahead-of-schedule and flawless execution of this lift,” Appling said. “There were many facets of TNT collaborating



The final truss required significant crane maneuvering and expert crane operation.

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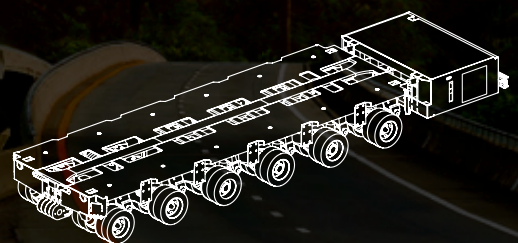


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The new Commonwealth Avenue Bridge required around the clock deliveries of bridge girder assemblies.

Built in 1965, the Commonwealth Avenue Bridge was repaired using Accelerated Bridge Construction. The deck and steel bridge beams were replaced during a three-week shutdown that required 'round the clock work.

Speedy bridgework

Like many states in the northeast, the Massachusetts Department of Transportation (MassDOT) is faced with an aging highway infrastructure. In particular, the 1965 vintage Commonwealth Avenue Bridge over the Massachusetts Turnpike (I-90) was in poor condition, necessitating replacement of the deck and steel bridge beams. MassDOT developed a construction plan to replace the existing superstructure that carries Commonwealth Avenue and the MBTA Green Line B branch over I-90 and the MBTA Commuter Rail line just west of downtown Boston.

As conventional bridge replacement techniques would require four or more years to replace the bridge and significantly impacting highway and mass transit commuters, MassDOT elected to employ alternative methods using Accelerated Bridge Construction (ABC) techniques to minimize impacts to the local infrastructure. The construction

plan called for a three-week shutdown using precast elements and pre-constructed bridge beams sub-assembled in an old rail yard approximately a mile from the project site.

Accelerated delivery

For the first construction shutdown phase, Maxim's Heavy Haul Division was contracted to provide heavy transport services to deliver the bridge girder-pairs (structural steel) from the rail laydown yard to the Commonwealth Avenue project site.

Maxim's scope of work included a receipt of each major bridge girder assembly from the hook of a 300-ton capacity Manitowoc 2250 crawler crane and hauling them over public roads, including the I-90 viaduct, to the project site. Maxim used its Goldhofer SPMTs to haul the girder assemblies.

The largest girder assemblies were 160 feet long weighing 181,000 pounds. Each girder assembly was offloaded from Maxim's Goldhofer SPMTs and set to the modified bridge piers utilizing one of Maxim's 400-ton Manitowoc

>58

Maxim's Heavy Haul Division was contracted to provide heavy transport services to deliver new bridge girder-pairs (structural steel) from rail laydown yard to the Commonwealth Avenue project site. Clearances were sometimes very tight.





The largest girder assemblies were 160 feet long weighing 181,000 pounds.

16000 crawler cranes positioned in the eastbound lane of I-90.

The sequence of events included the heavy haul of multiple bridge girder assemblies using three Goldhofer SPMTs in a 12-line decked configuration with crews working around-the-clock over the first week of the construction shutdown. Once the demolition of the existing bridge elements was complete and the piers and abutments were ready, the hauling work for Maxim was underway.



By the end of the week, the Maxim Heavy Haul team had safely and efficiently completed the hauling and rigging scope, rough setting 18 bridge girder assemblies, completing this transport phase of the project in lock-step

Each girder assembly was offloaded from Maxim's Goldhofer SPMTs and set to the modified bridge piers using one of Maxim's Manitowoc 16000 crawler cranes that was positioned in the eastbound lane of I-90.

with the general contractor's schedule for all of the component deliveries.

"On behalf of the Maxim Heavy Haul Division, I would like to thank the entire team at Walsh Construction and MassDOT for their tremendous support on this project," said Allen Wenturine, Maxim Crane's Heavy Haul operations manager. "Without their hard work and coordination, we would not have been able to execute our scope of work effectively."

Through the combined efforts and teamwork of Maxim Crane, Walsh Construction and MassDOT, all considered the alternative construction methods, ABC techniques, and Maxim SPMTs employed for the Commonwealth Avenue Bridge Replacement project a huge success, Wenturine said.

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Tight fit

Imperial Crane Services, Bay Crane and Lifting Gear Hire provided the equipment, services and expertise required to rig a boiler into a manufacturing plant.

Hannah Sundermeyer reports.

Multi-modal, multi-crane projects involve a level of intricacy that requires expert knowledge and skills from the rigger, operator, lift planner, project manager and often, many other players. Imperial Crane Services completed a complex boiler lift using three all-terrain cranes and one rough-terrain crane. The primary crane, a 600-ton Liebherr LTM 1500-8.1, was assisted by a 220-ton Liebherr LTM 1200-5.1 and a 300-ton LTM 1250-5.1, and a 35-ton Tadano GR-350.

Prior to installing the boiler at a manufacturing plant in suburban Chicago, the existing boiler building was partially demolished and repurposed for the new installation.

"At the planning stage, coordination was important because we were going off drawings that included the demolished

building, which was where the equipment would need to go," said Mark Priepot, regional sales manager for Imperial Crane Services.

Creating the lift plan using AutoCAD to digitally re-create the space, the Imperial team worked with the contractor, as well as the plant and boiler manufacturer, to determine how all the pieces would fit in the small work space.

"The equipment would need to be setup partially inside the old building's footprint without impacting the erection of the new building," Priepot said. "It is such a tight area because there were railroad tracks on one side and a building on the other side, so there wasn't much room for the equipment. With a plan in place, the next step was execution.

Multi-modal transport

Victory Energy, which manufactures the 440,000 PPH D-type industrial steam boiler in Oklahoma, delivered the unit by barge to Lemont, IL, where it was received by Bay Crane. According to Rick Cortez, project manager/technical sales for Bay Crane, the boiler was offloaded from the barge using the company's Demag CC 2000 lattice boom crawler crane.

"We used our prime mover with a 10-axle Goldhofer THP/CA trailer to haul the 305,000-pound boiler," he said. "We traveled with a gross weight of 505,000 pounds."

Along the 10-mile, two-lane haul route to the plant, Cortez said the biggest challenge was the size of the boiler.

"Once loaded, we had a travel height of 21 feet, a width of 23 feet and a length of 145 feet," he said. "Physical obstructions were mostly overhead wires and traffic signals, which are pretty common."

When the boiler arrived, Imperial's team removed the unit from the specialty trailer onto a Goldhofer SPMT and drove it through the plant.

"The primary lift crane, the LTM 1500,



The boiler was removed from Bay Crane's 10-axle Goldhofer THP/CA trailer onto a Goldhofer SPMT so it could be moved through the plant.



PHOTOS: FRANK RICHTER PHOTOGRAPHY

had been set up beforehand, and the Goldhofer was positioned right in front of the primary crane," Priepot said.

Once the boiler was in place, the two smaller Liebherr cranes were set up to assist with the lift. For this project, the Liebherr LTM 1500-8.1 was configured with an 87-foot main boom working



Working together, the three cranes rotated the boiler to an upright position.

at a 34-foot maximum radius and was equipped with 297,600 pounds of counterweight. The LTM 1250 had 68 feet of main boom working at a 27-foot radius, and had 104,700 pounds of counterweight, and the LTM 1200-5.1 had a 73-foot main boom, 28-foot maximum radius and 114,600 pounds of counterweight.



The lift required the work of three all-terrain cranes and one rough-terrain crane. The primary crane, a Liebherr LTM 1500-8.1, was assisted by a Liebherr LTM 1200-5.1 and a LTM 1250-5.1, and a Tadano GR-350.

A Tadano rough terrain crane was used to assist in removing the shipping frame and for mounting the base rails to the boiler. The Liebherr cranes lifted the boiler about 12 inches off the trailer so crews could weld and the Tadano RT could put the beams on the bottom. Priepot said this portion of the lift took most of the first day.

Once prepped, the three all-terrain cranes were back at work, hoisting the boiler. The RT was moved out of the way, and the ATs lifted the 23-foot tall and 18-foot wide boiler a little higher to rotate it from its shipping position.

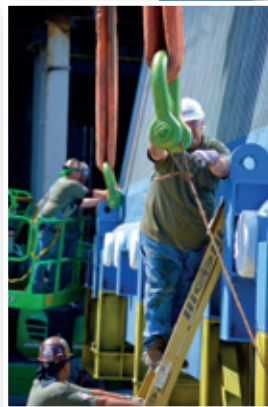
"It needed to be rotated upright because it was shipped on its side," Priepot said. "The center of gravity of the load made it top-heavy, so it was deemed better to ship it on its side so it wouldn't topple during transport."

Specialty rigging

With the center of gravity unevenly distributed, the rigging was carefully considered to upright the boiler.

"If you know one end is heavier, then the rigging on that side will be experiencing a greater load than the rigging on the other side," Priepot said. "You can't just take the total amount of the load and divide it by thirds [for the three-crane lift] and call it a day. It doesn't work like that."

For a load that weighs 300,000 pounds, the rigging can be massive. The spreader beam used for the lift, a Modulift Mod 400/110H rented by the contractor from Lifting Gear Hire, had a capacity of 170 tons and weighed 7,500 pounds. On top of the beam, the 120-ton shackle weighed 243 pounds and the cranes were also equipped with 85-ton shackles, each weighing 137 pounds.



The Modulift Mod 400/110H spreader beam, provided by Lifting Gear Hire, had a capacity of 170 tons and weighed 7,500 pounds. On top of the beam, the 120-ton shackle weighed 243 pounds, and the cranes were also equipped with 85-ton shackles, each weighing 137 pounds.

"The rigging itself was so heavy that we had to use the equipment on-site to put it on the crane," Priepot said. "Just to undo the shackle to put the sling and shackle back on the beam required the use of a crane."

Working together, the three Liebherr cranes rotated the boiler to an upright position, then the rigging was detached from the assist cranes, and they were moved out of the way. The Goldhofer SPMT was moved out, and the boiler was placed on the ground to the side. A Lull telescopic handler and the Tadano RT were brought in to install a jack-and-slide system to move the boiler through an opening in the building. The rails into the building were installed, and using the LTM 1500, the boiler was placed on the jack-and-slide system.

A 75,000-pound steam drum needed to be added to the top of the boiler before final installation. It had been delivered by rail to the site a few weeks prior.

"Once it is all put together, the whole assembly was moved into the building," Priepot said.

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Drivers still needed

Robots are not driving truckers out any time soon.

According to the American Trucking Associations (ATA), trucks today carry 70 percent of all goods shipped in the U.S., about 10.7 billion tons this year, pulling in \$719 billion in revenue. And thanks to a burgeoning economy and population, ATA expects the industry to swell by 3.4 percent annually until 2023.

But the nation's nearly 3.2 million people currently employed as delivery and heavy truck drivers have become increasingly concerned by the news that robots will soon take their jobs.

However, a new study from Uber suggests that self-driving trucks could be good for truckers. And quite a few trucking experts think they might be on to something.

More jobs?

Automation isn't a word or concept that strikes optimism in the hearts of truckers around the globe, but a counter-narrative might just be emerging, according to recent findings by Uber's Advanced Technologies Group. The research suggests, in fact, that there may be an increase in trucking jobs to mirror the increase in self-driving vehicles.

Drilling down in a recent piece in *The Atlantic*, Alexis C. Madrigal noted that Uber does not believe that self-driving trucks will be doing "dock-to-dock" runs for a very long time.

"They see a future in which self-driving trucks drive highway miles between what they call transfer hubs, where human drivers will take over for the last miles

through complex urban and industrial terrain," Madrigal wrote.

Madrigal explained that Uber sees their version of self-driving trucks as complementing humans, not replacing them. To make their case, he noted, Uber created a model of the industry's labor market based on Bureau of Labor Statistics data.

"Then, they created scenarios that looked at a range of self-driving-truck adoption rates and how often those autonomous trucks would be on the road in comparison to human-driven vehicles," Madrigal wrote.

The research did not predict that 500,000 to 1.5 million self-driving trucks will be on the road by 2028 – counter to many estimates that have been made. What the model did reveal, however, was that if auto-rigs are used more efficiently, freight costs will go down, demand will go up, and business will reflect the trend. Essentially, more freight on the roads equals more humans needed to run the local routes – i.e., a greater need for truck drivers.

New opportunities

In a recent piece for *The Drive* by Eric Brandt, Chuck Price, vice president at TuSimple – a startup developing technologies for self-driving trucks – said: "In terms of job loss, I don't think it's quite the same situation as factory automation coming in and eliminating jobs. I think jobs are going to transition. Drivers are going to be provided with much safer tools to work with."

He also noted: "As autonomous vehicles become more mainstream, the job of the driver is going to change. I think we're going to see drivers move to more local operation, more supervisory operation, and there are going to be some high-level jobs that are very appropriate for drivers to take. It's going to create opportunities for drivers that could, in many ways, be more interesting than their existing jobs."

Real concerns

In recent years, trucking has been the poster-industry for the jobs-killing nature of automation. With the technology close to deployment, the concerns are real.

But people in the industry have, for the most part, been more skeptical about the headlines than everyone else. As Madrigal pointed out: "These jobs, in fact, require a wide variety of skills and the ability to operate in a host of unusual physical and social environments."

To that end, robots are not very likely to drive truckers out of work any time soon, especially in our particular sector where drivers are required to have specialized skills and experience beyond routine trucking.

CHIEF EXECUTIVE OFFICER



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70th Anniversary

SC&RA leaders talk about the value of heritage and the power of belonging.

It may not be as epic as a Greek mythology tale, but it's still a story full of characters, adventures and lessons. As SC&RA begins its 70th anniversary year, Mike Chalmers examines what makes the organization successful. Not surprisingly, it's the many members over the years that have volunteered their time and talent to create one of the most productive and influential crane, rigging and specialized transportation associations in the world.

But what's the return on investment for them and their companies? And how, in a highly competitive industry, do they seem to put competition aside and work together collectively? Five SC&RA members with long-time Association involvement discuss what drives them personally and professionally to be



Paul LeFebvre, LeFebvre & Sons,
member since 1992.



engaged – and how the foundations of the past are building momentum for the future.

Paul LeFebvre (LeFebvre & Sons, Inc. – member since 1992), has seen the benefits of his involvement with SC&RA on both a personal and professional level.

“On the business side, it's given us an opportunity to help with the regulations – especially with load securement a few years ago,” he pointed out. “Personally, running up through the chairs allowed me to be more outgoing. You have to interact with a lot of people and groups, and it put me at ease speaking in public.”

LeFebvre recognizes SC&RA's efforts to both groom new leaders and grow the workforce.

“I support the Association's new Leadership Forum one hundred percent,” he stressed. “I see some of the people coming out of it, and it looks like it's got a great foundation and a promising future. And the Lift & Move USA events are opening a lot of people's eyes to what's happening with the industry workforce, and how to grow potential solutions.”

Jim Reusch (Rushco Services, Inc.

– member since 1986), echoed LeFebvre.

“I think what the Association is doing with the Leadership Forum is great. One of the problems in our industry is developing new people to join, at all levels. The fact that an industry organization is getting behind that is very helpful.”

Reusch is quick to emphasize one notable benefit to his SC&RA relationship.

“Networking: it gives us the ability to meet other people in the industry, and it also allows us to have face-to-face, one-on-one contact with state officials,” he said. “When we started going to meetings and learning what was being done – the accomplishments – it got me interested in getting involved. Being on committees and contributing – seeing the results – discussing and understanding the challenges that other companies face... confirms to us that we're not alone. That strength in numbers can really get the attention of state officials.”

LeFebvre agreed: “What's happening with regulation – especially on the trucking side – it's been a slow, steady grind, but things seem to be progressing. We hope to keep contributing to SC&RA in that regard as the future unfolds.”

Such a notion excites Reusch. “Believe it or not, I get excited thinking about the next challenge,” he indicated. “I'm no youngster, and there will always be a new challenge, but I still find it exciting when we make a breakthrough with an individual state. We've made a lot of



Jim Reusch, Rushco Services,
member since 1986.

Leadership Forum

Developed as a one-day event designed to engage and accelerate career opportunities for a select group of the best and brightest in the crane, rigging, specialized transportation and supporting industries, SC&RA's Leadership Forum has now comprised three increasingly successful events – with no sign of slowing down. The next Forum is set to take place at the 2018 Crane & Rigging Workshop, September 26-28, in Louisville, KY. Find out more at www.scranet.org/leadershipforum.



insights



Steve Freckman, Dawes Rigging & Crane Rental, ALL Family of Companies, member since 1948.

headway as an organization, and I'm eager to see where we will find success moving forward."

A premier voice

Steve Freckmann (Dawes Rigging & Crane Rental, Inc. – member since 1948), has been involved with SC&RA for 25 years, and considers the Association the premier voice of the industry at the governmental level.

"SC&RA has certainly helped my professional development," he underscored. "When you're surrounded by the most experienced riggers and crane people, you can't help but have that rub off on you over time. I've benefitted from that knowledge and experience in countless ways – whether it's attending seminars, listening to speakers and expert panels, serving on committees or just being around people in the business and sharing ideas."

Freckmann's father was involved in SC&RA when he was "a kid," as well, so he certainly recognizes the legacy factor.

"But what really ignited my excitement was when we discovered that Dawes, a member of the ALL Family of Companies, was one of the original seven members," he remarked. "That is what prompted me to take a closer look. I found that our ideals at ALL and those of SC&RA closely align. We're both invested in delivering good, honest service to our customers."

Freckmann is also motivated to encourage young leaders in the industry to participate in SC&RA. "It's the place to

be if you want to learn what it takes to lead in our industry. I remain open to every opportunity the Association creates for me. But growing the membership among the leaders of tomorrow is vital. SC&RA is on the cutting edge of the industry. It stays ahead because it engages smart people and allows them to be their best."

Uniquely positioned

Bill Stramer (Link-Belt – member since 1967), learned a lot about gaining consensus as he moved through the Association chairs.

"Not dealing with people that are part of our company, but dealing with folks that are part of different segments of the business and industry – the overall process of understanding – has made me a much better manager and listener," he affirmed.

"As far as our company," he continued, "the Association has provided a tremendous opportunity to support the industry and make it safer, more standardized. And building relationships with both potential customers as well as competitors allows us to do that in a way that makes the industry stronger... working from best practices and looking for the mutual good of the industry."

Stramer ultimately saw his own involvement with SC&RA as a way to give back. "SC&RA has been very good to our company, and very good to me and my wife, personally, from the standpoint that we have relationships and friends for life from the Association. The opportunity through the different committees and the



Bill Stramer, Link-Belt Cranes, member since 1967.



Doug Miller, Burkhalter, member since 1985.

chairs was a chance to support and bring a unique perspective to the management – a manufacturer's perspective.

"It's a culture at SC&RA – drilled in – folks get together and park their pistols at the door and work towards the common good. And you see that in the foundation of the new Leadership Forum. It's hard to fix everything, but you have to start somewhere."

Douglas Miller (Burkhalter – member since 1985), also sees the SC&RA's Leadership Forum as a positive addition to an already productive model. "Any organization needs to foster new ideas and listen to the needs of its members in order to remain relevant and effective," he said. "I see the Leadership Forum to be an integral component of this growth."

As his career has progressed, Miller, like Stramer, also appreciates the power of giving back. "As a young man, my leadership efforts were focused internally within the companies I represented," he explained. "As I've moved toward retirement, I've come to see my participation with the Permit Policy Task force, the Foundation and the Transportation Group all providing me with some small measure of a legacy to bequeath to the industry as a whole. And as a company, participation in areas such as load securement and crane and rigging and truck safety has helped Burkhalter to foster its One Time Right Philosophy to enhance safety for all of its employees."

Miller's passion carries over into his outlook on the future of the Association. "I see SC&RA as uniquely positioned to continue to promote uniformity throughout our industry, and to provide its members with assistance in lobbying activities and the development of best practices to promote safety throughout the industry."



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Don't look away

The consequences of distracted driving can be deadly.

This likely doesn't come as a surprise to anyone, but distracted driving is one of the biggest and deadliest issues facing drivers today – of both commercial and passenger vehicles. Whether talking on the phone, texting, fiddling with a GPS, eating, changing the radio station, trying to get the Bluetooth to connect to Spotify or simply engaging in any other non-driving activity, distractions abound. And the consequences of those distractions are serious. Doing anything other than devoting every bit of your attention to operating your vehicle increases the risks of crashing.

Most experts agree that texting is the most alarming distraction drivers face. It's been estimated and widely reported that sending or reading a text message while driving causes a driver to take his or her eyes off the road for approximately five seconds. At 55 miles per hour, that's the equivalent of driving the length of an entire football field with your eyes closed.

The reality is that you cannot drive safely unless you give the task of driving your full attention. Any non-driving activity you engage in is a potential distraction and increases your risk of crashing – and the statistics prove it. According to the National Highway Traffic Safety Administration, 3,477 people were killed, and 391,000 people were injured, in motor vehicle crashes involving distracted drivers in 2015 alone.

The Insurance Institute for Highway Safety Highway (IIHS) reports that observation surveys indicate the rate of drivers texting at any moment during the day is rising, especially among younger drivers. According to IIHS, in 2016, 2.1 percent of all drivers, and

4.5 percent of drivers estimated to be 16-24 years old, were observed texting or otherwise manipulating hand-held devices. Comparing this data to data from 2009, this is an astounding 250 percent increase for all drivers and a 309 percent increase for drivers 16-24 years old. While those statistics don't refer specifically to commercial drivers, and perhaps your tendency is to dismiss it, it's important to remember that we all share the road, so what affects only some of us actually affects all of us.

Since 2010, the Federal Motor Carrier Safety Administration (FMCSA) has prohibited texting by commercial motor vehicle (CMV) drivers while operating in interstate commerce and imposes sanctions, including civil penalties and disqualification from operating CMVs in interstate commerce, for drivers who fail to comply with this rule. Drivers should also be aware that:

- Talking on a hand-held cellphone while driving is banned in 15 states and the District of Columbia.
- The use of all cellphones by novice drivers is restricted in 38 states and the District of Columbia.
- Text messaging is banned for all drivers in 47 states and the District of Columbia. In addition, novice drivers are banned from texting in one state (Missouri).

Remember that many localities have enacted their own bans on cellphones or text messaging. In some (but not all) states, local jurisdictions need specific statutory authority to do so. Additionally, most school bus drivers are banned from texting and using hand-held cellphones by state code, regulation or school district policy. So be sure to look at the laws of state you live in and be aware of what they are.



Limiting distractions

Publicly available research from IIHS shows that there is growing evidence that talking on a cellphone increases crash risk, though the connection hasn't been firmly established. Researchers have consistently linked texting or otherwise manipulating a cellphone to increased risk. However, it's not clear that banning hand-held phone use and texting reduces crashes.

This is the case even though IIHS research has documented that bans on hand-held phone use reduce overall phone use. Crashes have increased in recent years, but overall cellphone use has not. It's worth noting that drivers are distracted by things other than cellphones, so prohibiting phone use will not eliminate distracted driving. Broader countermeasures that keep drivers from becoming distracted, or that mitigate the consequences of distracted

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THE AUTHOR

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

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CSA VIOLATIONS	2014	2015	2016	2017
392.80A - Driving a CMV while texting	562	669	734	728
392.82A1 - Using a hand-held mobile telephone while operating a CMV	19,137	20,310	21,204	21,609



“ The reality is that you cannot drive safely unless you give the task of driving your full attention. ”

What can you do?

For starters, don't put pressure on your drivers to be available every second of the day. After surveying over 1,000 employees who drive in the U.S., Travelers Insurance Company gained valuable insight into common driving habits and the work-related distractions that affect those habits.

They found that of those employees who drive to or for work, 43% will answer or make work-related communications while driving, including texting, emailing and calling. The reasons those drivers gave for doing so were:

- (1.) they felt they needed to always be available (38 percent);
- (2.) they feared missing out on something important at work (37 percent); and
- (3.) they did not want to upset the boss (17 percent).

Employers should also understand that

they have a duty to exercise reasonable care to control the activities of their employees when they are acting on their behalf and/or using company vehicles. Even if the employee is off duty, they are still acting under the scope of employment if they are in the company vehicle, and the company can be held liable if something happens.

To that end, it's important that employers put together a list of guidelines regarding mobile device usage and require employees to abide by it.

Know the laws in the states your company does business and develop a policy that fits. The stakes are far too great not to.

For help developing a plan that will work for your company, or to discuss other risk management techniques, contact the experts at NBIS, dial 1-877-860-RMSS today. ■

driving, such as crash avoidance technology, may be more effective than outright cellphone bans.

Crash avoidance technologies can eliminate or mitigate the effects of distraction. They can provide safety-relevant warnings to redirect wandering attention, reduce attentional demand or increase safety margins to reduce the consequences of cognitive distraction. In some cases, they can even prevent or mitigate crashes by taking action when driver fails to act appropriately to prevent a crash (e.g., automatic braking, electronic stability control).

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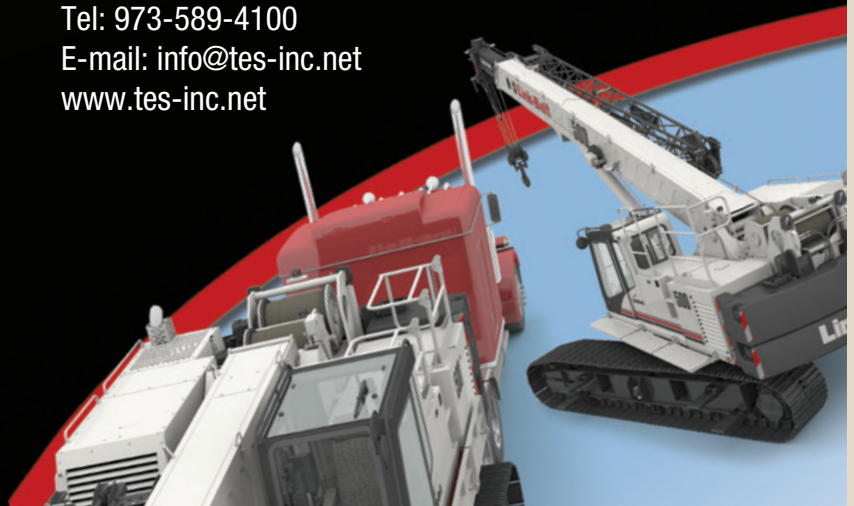
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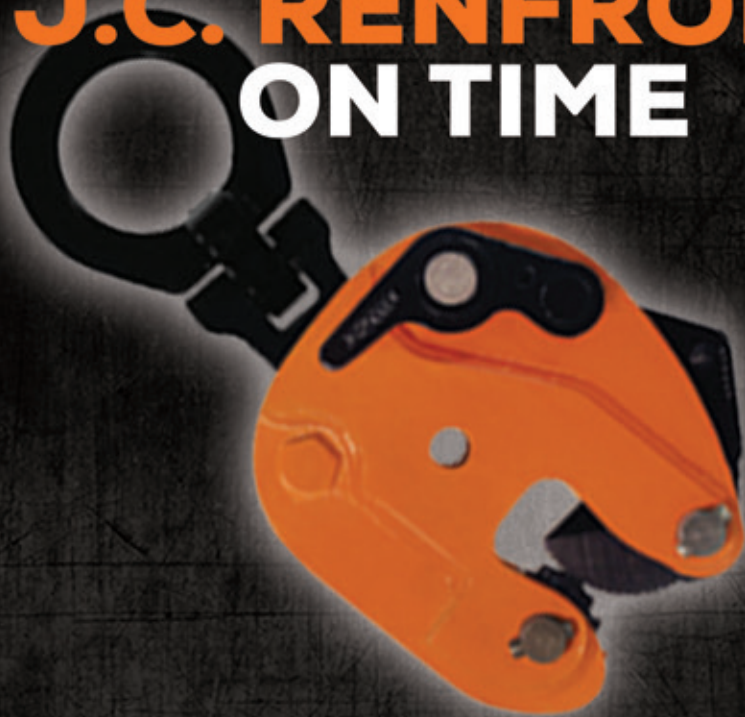


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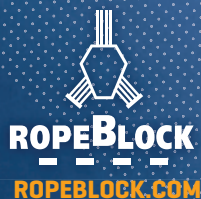
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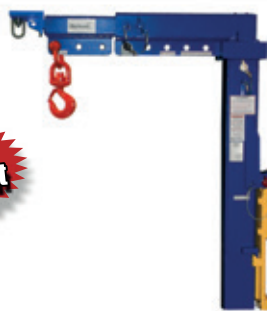


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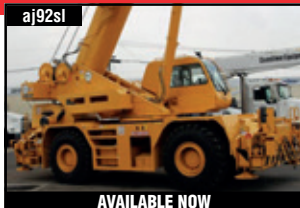

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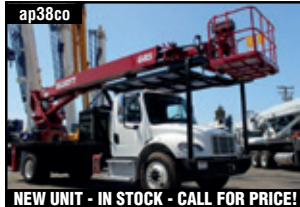
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1x	160 t	Liebherr LTM 1160-5.2	2016
1x	170 t	Grove GMK 5170-1	2016
1x	220 t	Tadano ATF 220G-5	2016
1x	220 t	Grove GMK 5220	2014
1x	250 t	Liebherr LTM 1250-5.1	NEW!
1x	300 t	Liebherr LTM 1300-6.2	NEW!
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1x	500 t	Liebherr LR 1500	NEW!
1x	600 t	Demag CC 2800-1 + wind kit	2013
1x	650 t	Demag CC 3800 SL + wind kit	NEW!
1x	650 t	Demag CC 3800 SL	2013
1x	750 t	Liebherr LR 1750 + wind kit	2010

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1x	100 t	Liebherr LTR 1100	NEW!
1x	220 t	Liebherr LTR 1220	2016

ROUGH TERRAIN CRANES

1x	40 t	Grove RT 540E CE	2011
1x	55 t	Tadano GR 550XL-2	2013
1x	75 t	Tadano GR 750XL-2	2012
2x	80 t	Terex RT 780	2016

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ALL TERRAIN

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LIEBHERR LTM1250-5.1, 300 TON, '18, 197' BOOM, 69' JIBCALL
LIEBHERR LTM1160-5.2, 190 TON, '16 & '18, 203' BOOM, 62' JIBCALL

ROUGH TERRAIN

TADANO GR1600XL, 160 TON, '14 -'18, 200' BOOM, 59' JIBCALL
TADANO GR1200XL, 100 TON, '18, 184' BOOM, 58' JIBCALL
TADANO GR1000XL, 100 TON, '13 -'18 154' BOOM, 58' JIBCALL
(2) GROVE RT890E, 90 TON, '12/'13, 142' BOOM, 56' JIBCALL
(2) TEREX RT780, 80 TON, '16, 126' BOOM, 57' JIBCALL
TADANO GR550XL, 55 TON, '13, 114' BOOM, 50' JIBCALL

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LIEBHERR LTR1100, 110 TON, 171' TELE-BOOM, 62' JIBCALL

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Capacity	600 t
Configuration	84+84 SWSL
Counterweight	180 t + 60 t
Year	2014



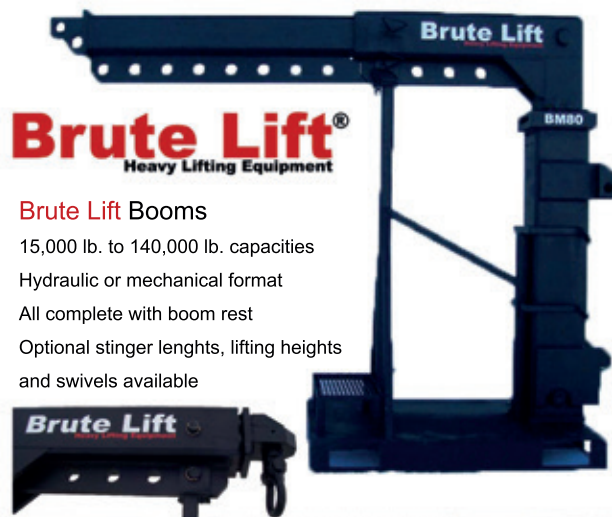
Brand	Terex-Demag
Model	AC 40 City
Main Boom	31.2 m
Kilometers	194,645 km
Year	2004

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Brute Lift Booms

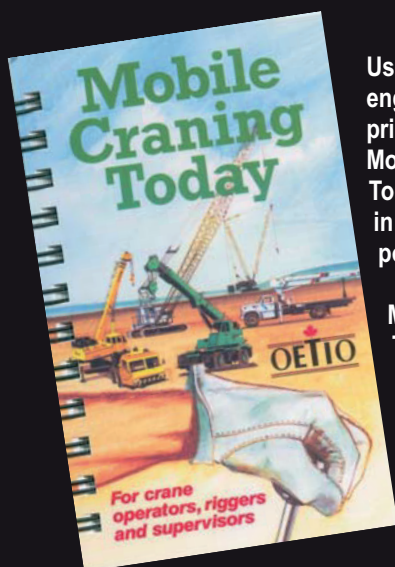
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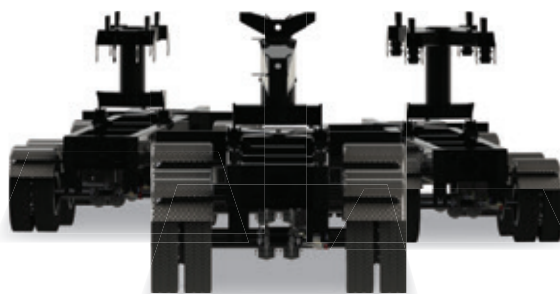
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TCNA set for June in Miami

WHAT: Tower Cranes North America Conference

WHEN: June 18-19, 2018

WHERE: Miami Marriott Biscayne Bay, Miami, FL

INFORMATION:

www.khl-tcna.com

Monday June 18

6-8 p.m.

Networking reception

Tuesday June 19

8-9 a.m.

Registration & breakfast

9 a.m.-5:30 p.m.

Full day conference

5:30-8:00 p.m.

Drinks reception



The Tower Cranes North America conference is organized by KHL Group and its magazines *International Cranes and Specialized Transport* and *American Cranes & Transport*, and the event's partner association is Specialized Carriers & Rigging Association (SC&RA). The event's keynote address, "The Tower Crane Business: Balancing Risks and Rewards" will be delivered by Christian Chalupny, president, Morrow Equipment Company.

Additional presentation topics include: tower cranes and airspace obstruction and what you need to know; an OSHA update and how to minimize contractual risks; the Brickell City Centre project in Miami and lessons from Hurricane Irma; new recommendations on preparing tower cranes for inclement weather; increasing importance of application engineering; improving tower crane operation with virtual design and construction techniques; hook cameras and other crane operator aids; fiber rope benefits; and self-erecting tower cranes and the applications and benefits. ■

■ Italian crane manufacturer Raimondi Cranes recently hired **Patrick Gigante** as

commercial manager of North America and the Caribbean. Gigante has spent the last 16 years working in the tower crane sector.

■ LEEA (Lifting Equipment Engineers Association) has appointed **Paul Fulcher** as the new LEEA chairperson and **Dr. Ross Moloney** as CEO of the association.



HIGHLIGHTS

EVENTS DIARY

February 27-March 2, 2018
SC&RA Specialized Transportation Symposium
St. Louis, MO
www.scranet.org

April 17-21, 2018
SC&RA Annual Conference
Boca Raton, FL
www.scranet.org

April 22-25, 2018
AWRF Spring Conference
Scottsdale, AZ
www.awrf.org

April 23-28, 2018
Intermat 2018
Paris, France
www.intermatconstruction.com

May 7-10, 2018
AWEA Windpower 2018
Chicago, IL
www.awea.org

May 15-18, 2018
ACRP General Assembly
Houston, TX
www.acrp.net

June 6-9, 2018
Crane Rental Association of Canada
Winnipeg, Manitoba, Canada
www.crac-aclg.ca

June 7-10, 2018
Crane Rental Association of Canada
St. Andrews, NB
www.crac-canada.com

Dogotch retires from Tadano

After 25 years at Tadano America and more than 45 years in the construction equipment industry, Ron Dogotch retired in January. Starting with an unknown crane product, Dogotch led Tadano to become a leading brand in North America.

"I take particular pride in being instrumental in the introduction of Tadano cranes to the North American



Ron Dogotch

market," Dogotch said. "It has been a great experience and I attribute our success to our exceptional business partners who pioneered the product line, the dedicated team at TAC and our high-quality product line. Our product quality and dependability have been key to our success."

Dogotch's retirement plans include grandkids, global travel, hunting and fishing. ■

Vatter joins Elliott

Tom Vatter has joined Elliott Equipment as vice president of sales and marketing. Vatter has 25 years of experience in the vocational body/chassis industries.

"I am looking forward to Tom utilizing his experience and knowledge to help us drive our company to the next level", said

Jim Glazer, president. Elliott produces and sells a complete line of truck-mounted material handling aerial work

platforms, cranes and digger derricks. Elliott is known for its innovation and quality, Glazer said. Elliott products are customizable and backed by a lifetime structural warranty. ■



Tom Vatter

Neil H. Selinsky

Neil H. Selinsky, 87, passed away January 12, 2018, in New Philadelphia, OH. Selinsky



Neil H. Selinsky

began his career at Henry A. Selinsky, the business started by his father. In 1964 he started his own company, Canton Erectors, with one crane, the first hydraulic crane in Stark County. He was loved for his generous nature and would go out of his way to help others. He enjoyed volunteering for local charities.

He is survived by his loving wife of 23 years, Audrey Selinsky; a daughter, Susan (Danny) Smith and a son, Brian (Jackie) Selinsky; eight grandchildren and seven great grandchildren. He was also loved by step-children, Jerry (Pam) Rieger, Linda (Tony) Callahan, Dale (Gina) Rieger, Dennis Rieger, Debra (Larry) Troyer and eight step grandchildren and eight step great grandchildren.

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