

ACT

The magazine for the crane, lifting and transport industry

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A KHL Group Publication

RIGGING MATTERS

Critical elements of ground support

p13

INDUSTRY SPOTLIGHT

Permitting

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SITE REPORT

Wind tunnel install

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Official domestic magazine of the SC&RA

SPECIALIZED LIFTING & RIGGING 50

North America's top specialized lifting and rigging companies

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As luck would have it

For the first time, our Bauma Show Guide is in the March issue. We are very excited that this issue of *ACT* is shipping off to Germany for the largest construction equipment tradeshow in the world. One of the good things about an early show guide is that the folks who are not trekking to Germany will get the heads up on new cranes, trailers and other products sooner than ever. As is often the case, the crane manufacturers were very tight lipped about the new products they plan to roll out. But you can count on *ACT* to get you those "first looks" as soon as we see them. We will be reporting on the show the minute it opens. Use the QR Code below to subscribe to our Crane & Transport Briefing so that you don't miss a second of our coverage. Our May and June issues will feature comprehensive coverage of the big show as well.

But until then, this issue features some really good information and commentary. Our Q&A is with Alana Lyons, CFO of Advanced Freight Dynamics. I ran into her at the SC&RA Specialized Transportation Symposium last month and discovered what a dynamo she is and how she and her husband Steven Lyons are setting a new standard in the specialized transportation sector. Dearborn Companies' Mike Walsh wrote a compelling article for our Rigging Matters column about the critical elements of ground support in heavy lift operations. Another great article was contributed by West Chester Permit's Scott Boehm, who discusses the real world challenges of permitting heavy loads.

Our Site Report is very interesting, about a new NASA space exploration research center being constructed in Virginia. PSC Crane & Rigging performed more than 100 lifts, including the installation of a huge wind tunnel. This is a showcase of spectacular rigging.

And speaking of rigging, our Specialized Lifting & Rigging 50 list is the centerpiece of this magazine. Hannah Sundermeyer compiled the list, that ranks the top companies in this sector by a number of variables. There's also our annual roundup of new and innovative rigging gear in our Product Focus article.

Because this issue went to press just a couple days after the Symposium, our review of that great event will be in the April issue, which is also the Show Guide issue for the SC&RA

Annual Conference in April. We are just going to be so busy.

And finally, we are three months into the year, the perfect time for you to let us know what's going on with your people, jobs and machines!



D. ANN SLAYTON SHIFFLER

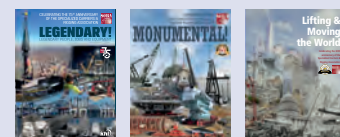
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ACT 100

ACT TRANSPORT 50

ACT SPECIALIZED LIFTING 50

ACT TOWER CRANE 50



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PHOTO: INTERNATIONAL INDUSTRIAL CONTRACTING CORPORATION

Our annual ranking of North America's top Specialized Lifting and Rigging companies. The analysis and list starts on page 35.



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All time record sales for Tadano

Crane and aerial work platform manufacturer Tadano posted record net sales of \$1.95 billion for 2024, up 4 percent on the previous year's \$1.87 billion.

By far the largest proportion of the Japan-headquartered company's business is from sales of mobile cranes, primarily all terrains and

rough terrains. Net sales remained flat, however, \$1.33 billion in 2024.

Aerial work platform sales, at \$162 million, showed the biggest increase both in money –\$54 million – and in percentage terms, up by an impressive 49.6 percent. Net sales in the third largest segment, truck mounted loader cranes, were up by 8



Tadano eGR-1000XLL-1 EVolt electric rough terrain crane. PHOTO: TADANO

percent, to \$130 million. For the group, total operating income, at \$159 million, was up 29.6 percent on the \$122 million of 2023.

To fund acquisitions the company's interest-bearing debt increased by \$208 million

to \$818 million. Acquisitions announced in 2024 were of U.S.-based boom truck, loader and industrial crane manufacturing group Manitex and the crane manufacturing subsidiary elements of Japan's IHI Corporation. ■

MGX acquires select crane assets of Ring Power

The Manitowoc Company, through its wholly-owned subsidiary, MGX Equipment Services, has completed the acquisition of certain crane assets of Ring Power Corporation.

This transaction expands Manitowoc's direct-to-customer footprint in the territories with new and used crane sales, aftermarket parts, service and remanufacturing support to a diverse range of end market customers, the company said. Terms were not disclosed.

MGX will now serve crane



customers in Georgia, North Carolina, and South Carolina. Ring Power will maintain its current facilities in Georgia, North Carolina and South Carolina for its utility and vocational truck operations. In addition, Ring Power will operate its crane business in Florida representing Grove, Manitowoc and National Crane products.

The expanded service

Manitowoc's subsidiary MGX Equipment Services has acquired certain crane assets of Ring Power Corp.

territory benefits from the support of MGX branch locations in Winston-Salem, North Carolina and Aiken, South Carolina, Manitowoc said.

"We are extremely excited to support Grove, Manitowoc and National Crane customers in these new territories. Our team is well-positioned to earn the trust and confidence of customers by providing excellent service and support from our local branches," said Keith Poff, vice president & general manager, MGX Equipment Services. ■

Capital Extension acquires Clark Crane

Capital Extension Crane & Lift has acquired Clark Crane, a crane rental and rigging company based in Nashville, TN. Clark Crane marks the eighth acquisition for Capital Extension. With over 35 years in business, Clark Crane is known for providing tailored equipment solutions and exceptional customer service, the company said. Clark Crane serves clients across the Southeastern United States, tackling diverse

projects across a wide array of end markets. The company specializes in both operated and maintained and bare rentals, bringing to bear its fleet of over 50 cranes, including all terrains, rough terrains and crawlers.

"As a Tennessee-based business, we are thrilled to expand our footprint in our home state," said Garland Robeson, CEO of Capital Extension. "Clark Crane is a trusted name in the Southeast and an incredible

Clark Crane will join the Capital Extension Crane & Lift family of brands. PHOTO: CLARK CRANE

asset to our family of brands,"

Clark Crane founder Clark Elliot said he is "proud of what our team has achieved in and around the Nashville market. We're excited to partner with Capital Extension to continue the Clark Crane legacy of providing exceptional service to



our communities through three generations since the 1950s."

This acquisition marks an exciting chapter for both companies and reinforces Capital

■ Crane manufacturer **Manitowoc** has reported 2024 net sales at \$2.178 billion, down 2.2 percent on the year before. In the final quarter of 2024, however, the order intake at \$515.6 million, was up 8.4 percent on the same period a year earlier. Order backlog at the end of 2024 was \$650.2 million.



■ **Caldwell**, a material handling and lifting equipment manufacturer, has expanded its operations with the addition of a new 53,000-square-foot facility in Beloit, WI. This marks the company's third site, complementing its two existing locations in nearby Rockford, IL.

■ For the full year 2024 orders received at **Cargotec** increased by 3 percent, to approximately \$1.584 billion, up from \$1.539 billion in 2023. Sales for the year, however, were down by 8 percent to \$1.729 billion, from \$1.876 billion a year earlier. At the end of 2024, the order backlog was \$680.4 million, down 19 percent from \$838.95 million at the end of 2023.



Extension's mission to deliver top-tier service and innovation across its footprint, the company said. Terms of the deal were not revealed.

New big Liebherr luffing jib tower crane

Liebherr has announced a new large luffing jib tower crane towards the upper end of the manufacturer's capacity range. The new 620 HC-L 18/36 is the second biggest in the luffing jib model range after the 64-ton (58-metric-ton) 710 HC-L 32/64. The latest addition takes the range of luffers to nine models, starting with a 12-ton (11-metric-ton) crane.

This latest 600 ton-meter class model is a big brother to the also recently launched 440 HC-L. Capacity is 18 tons (16 metric tons) on one fall of rope, and the 36-ton (33-metric-ton) maximum is on two falls. Its maximum jib

length is 213 feet (65 meters), at the end of which, on the longest radius, the capacity is 7.65 tons (7 metric tons).

A new feature is the electronic Load Plus, which allows an increase in lifting capacity by as much as 76 percent, Liebherr said, in certain load cases. This broadens its potential range of applications.

To help on urban jobsites or anywhere space is restricted, the new crane has an out-of-service radius to the rear of 39 feet (12 meters) and a minimum operating radius for the boom of 13.5 feet (4.1 meters). The new model can be mounted on the existing 24 HC 630 tower system for a



Liebherr 620 HC-L is a new bigger brother to the 440 HC-L.
PHOTO: LIEBHERR

maximum freestanding height of 243 feet (74 meters). Its previously mentioned smaller brother uses the same mast sections.

Tadano introduces versatile AC 5.250L-2 all-terrain crane

Tadano has introduced the AC 5.250L-2, a variant of its AC 5.250-2 all-terrain crane, featuring a 259.2-foot main boom with self-erecting extensions available from 19.0 to 98.4 feet. The crane's overall system length is 357.6 feet, making it suitable for urban applications such as positioning heavy equipment over obstacles and for assembling large tower cranes.

The machine is engineered to deliver a load moment of up to 736 metric tons, capable of lifting 231,920 pounds with a 44.3-foot main boom at a 23-foot working radius. An optional heavy-lift attachment increases the capacity to 305,780 pounds. Its counterweight system is designed to handle up to 176,400 pounds in three separate lifts, with modular



The compact all-terrain is ideal for a variety of urban applications.

configurations that facilitate transport.

Optimized for mobility, the AC 5.250L-2 can be configured with 10 by 6 or 10 by 8 drive options on 16-inch steel wheels while meeting axle load limits for public road transport. It incorporates the IC-1 Plus crane control system for real-time load capacity monitoring and offers an optional

Surround View camera system for improved site positioning. The crane is powered by a 530 hp Mercedes-Benz engine that complies with EU Stage V and US EPA Tier 4 Final standards, and it features fuel-saving functions such as an Eco Mode and a start/stop system.

Read more about this new AT in our Bauma Show Guide, starting on page 40.

Uniroke unveils training facility in Mississauga

Uniroke, a leader in the manufacturing, distribution, testing, certification and inspection of wire rope and rigging products, has opened its new 1,800-square-foot training facility in Mississauga, Ontario, Canada. The state-of-the-art center, developed within an area previously used for manufacturing, is designed to accommodate large groups and enhance the company's capacity to deliver world-class training, the company said.

With additional facilities in Quebec and Alberta, Uniroke



Uniroke is already delivering training at its new training center in Mississauga, Ontario, Canada.

serves clients nationwide, as well as select customers in the U.S. and Europe. The new Mississauga center reflects Uniroke's commitment to promoting safe lifting practices and meeting the growing

demand for education.

"Previously, we rented space in a neighboring building for training," said Justin Brown, president, Uniroke. "However, since 2021, we haven't had a dedicated facility due to other



■ Detroit, MI-based JJ Curran Crane, a crane rental services company, is proudly marking its 75th anniversary with the theme Lifting Together: 75 Years of Family and Community.

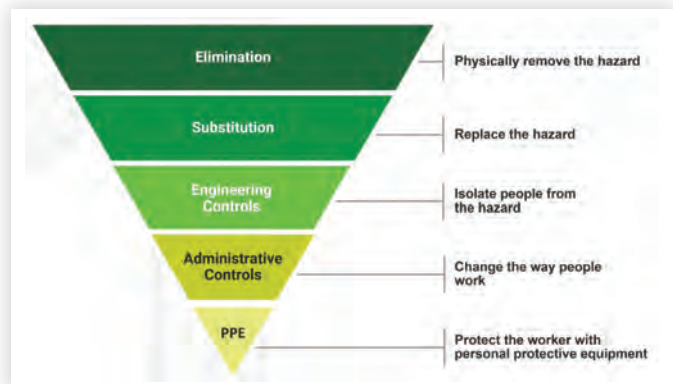
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expansion works. The demand for training has grown, as customers increasingly seek to upskill their teams. This aligns with our commitment to promote safe lifting practices and ensure workers return home safely at the end of their day. The new center allows us to better serve our industry and customers." ■

New online safety tool for crane industry

The NCCCC Foundation and the National Safety Council (NSC), through its Work to Zero initiative, partnered to develop a free online tool to assist companies and individuals using cranes

and other load-handling equipment to improve jobsite safety. The tool offers a list of controls tailored to address the most significant hazardous situations that contribute to serious incidents and fatalities



The NCCCC Foundation will host a webinar on March 4, 2025, with the National Safety Council and crane safety experts to discuss the tool.

Manitowoc extends service coverage for ATs

Grove all-terrain owners in North America now have access to Manitowoc's newly launched Extended Service Coverage (ESC) program. Available exclusively through the company's dealer network, it offers crane owners comprehensive protection against unexpected repair costs while replacing the previous extended warranty option.

One feature of the ESC program is the "Coverage Pause" option, a benefit that allows owners to suspend coverage during unforeseen circumstances, effectively extending their protection period (subject to the program's terms and conditions). Other benefits include the ability to transfer unused coverage when selling a crane or even cancel coverage for a prorated refund. "The ESC program offers multiple tiers of coverage, tailored to meet the different needs of our customers," said Chad Pingel, senior project manager at Manitowoc.

"We designed this program to ensure owners can focus on their businesses while protecting their investments against unexpected costs."

Grove GMK5250L-1 all terrain crane. PHOTO: MANITOWOC



(SIFs) in crane operations. The list was compiled by searching relevant safety literature and collecting feedback from industry experts.

"The NCCCC Foundation is excited to provide this new tool to the crane industry along with our friends at the National Safety Council," said T.J. Cantwell, NCCCC Foundation Executive Director. "Companies and individuals can simply select from a variety of common safety hazards such as fatigue, fall from height, contact with overhead powerlines,

equipment overturn/tipping and many more, to produce a variety of control options to help mitigate or eliminate them on the jobsite."

Each of the controls is categorized according to the Hierarchy of Controls, a method for identifying approaches to protect workers from hazards including elimination, substitution, engineering controls, administrative controls and personal protective equipment, allowing users to consider which ones will work best in their unique situations. ■

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AC 5.250L-2



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LONGER, HIGHER, FARTHER

The Tadano AC 5.250L-2 sets a benchmark with its 259.2 ft main boom, the longest in its class, and a system length of up to 357.6 ft. This crane excels in urban applications, such as lifting heavy loads on tall buildings over obstacles and is ideally suited for erecting large tower cranes. Its load moment of up to 736 meter tonnes and self-erecting extensions ensure unparalleled versatility and efficiency.

Innovative features like the IC-1 Plus control system and optional Surround View ensure precision and safety on every job. Coupled with exceptional transport configurations and an eco-friendly engine, the AC 5.250L-2 is built for efficiency, reliability, and sustainable operation.

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www.tadano.com

Mile high meet up



Denver is the location of the Association of Wire Rope Fabricators PIE and Technical Summit in April.

The Association of Wire Rope Fabricators will convene in Denver, CO for its Spring General Meeting, Product Information Exhibition and Technical Summit April 6-9, 2025.

"There's a palpable energy building around Denver," said outgoing AWRF outgoing president Justin Brown in Issue 183 of *Sling Makers* magazine, published by AWRF. "The technical content we have lined up is more advanced than



anything we've presented before. In that sense, Denver is already shaping up to be a huge success."

Tim Klein, chairman of the AWRF Technical Committee, said in the same issue of *Sling Makers* magazine, that there is something for everyone.

"Denver will set a precedent for future meetings," he said. "The amount of technical content that will be distributed to the members will be very good and even overwhelming."

The Caldwell Group's Jeff Ferchen also told *Sling Makers* magazine, "We are encouraging rigging shops and manufacturers to bring their inside and outside sales staff, key shop personnel, project managers and engineers, who want to gain more technical insights into the products they use and sell every day."

AWRF Vice President Celena Moses challenged membership to seize the moment.

"AWRF is a large amount of knowledge that only a small part of the world gets to see," said Moses. "Moving forward, I would like to see even more opportunities for other entities and individuals to be able to participate and learn from this great organization."

AWRF has released a general schedule of events, which is subject to change. Speakers and presentations were not posted at press time.



Issue 183 of *Sling Makers* Magazine, published by AWRF.



WHAT: AWRF PIE and Technical Summit
WHEN: April 6-9, 2025
WHERE: Sheraton Denver Downtown Hotel

www.awrf.org/events

SUNDAY, APRIL 6

8 to 11 a.m.: Board of Directors Meeting
10 a.m. to 4 p.m.: Registration
11 a.m. to 4 p.m.: Product Information Exhibition Set-up
5 to 5:30 p.m.: First Timer's Reception
5:30 to 7 p.m.: Opening Reception

MONDAY, APRIL 7

7:30 – 9 a.m.: Breakfast Buffet
8 a.m. to 3 p.m.: Product Information Exhibition
11:30 a.m. to 1:00 p.m.: Luncheon Buffet
6 to 7 p.m.: Networking Reception

TUESDAY, APRIL 8

8 to 9 a.m.: Networking Breakfast
9 a.m. to 5 p.m.: Technical Summit
6 to 7 p.m.: Networking Reception

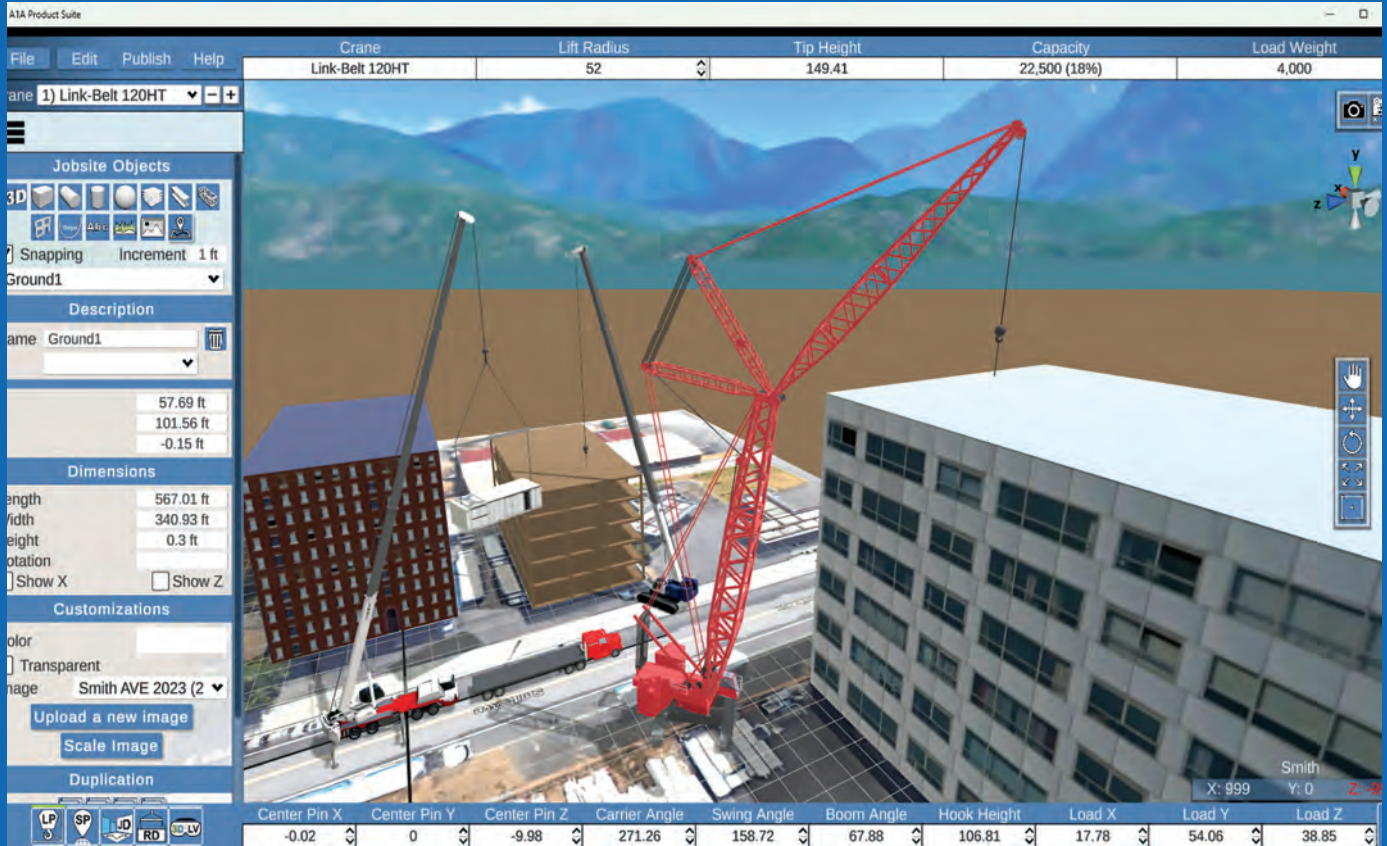
WEDNESDAY, APRIL 9

7:30 to 8:30 a.m.: Networking Breakfast
8:30 to 10 a.m.: Technical Summit (continued)
11:30 a.m.: Bus Pickup – Pickleball Tournament
Noon to 3 p.m.: Pickleball Tournament
5 to 6 p.m.: Closing Reception

ABOUT

SCHEDULE OF EVENTS

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Dearborn Companies' **Mike Walsh** discusses the critical elements of ground support in heavy lift operations.

To ensure adequate foundation (ground) support for heavy lift operations, three basic elements need to be clearly and thoroughly understood by the lift planner: ground stability, ground capacity and knowledge of the lift itself.

Every lift begins below

Newton's Third Law of Motion holds that for every action, there is an equal and opposite reaction. To maintain balance, when one object exerts a force on another (a crane on the ground, or your foot against the floor), the second object exerts a force against the first object that is equal in magnitude but opposite in direction. If the second object lacks adequate stability or capacity, failure results.

From the invention of construction cranes circa 600 BC by the Greeks, and continuing through today, there has been

a basic understanding that adequate ground stability, and adequate ground capacity, are both essential in ensuring safe and efficient lift operations.

So, whether lifting a 10,000-ton topside, or one's backside from the couch, every safe and successful load movement depends on supporting conditions being both stable and possessing adequate capacity. Hence, every lift begins "below ground" with the universal need for adequate foundational support.

Notwithstanding its centuries-long recognition, the subject of ground support recently has garnered even greater visibility within the heavy lift community. Examples of this heightened focus can be seen in SC&RA's newly published Guide to Outrigger Pad Materials, Selection and Usage and the soon-to-be published nonmandatory appendix to ASME P30's Standard Appendix D – Planning for LHE Foundation and Support.

Quick caveat – the content of this article focuses on recommendations for larger capacity/more complex/critical "engineered" lifts. It is understood that the economics of "taxi" crane operations limit or preclude the ability to carry out many of these recommendations.

However, they can help bring into focus the need for this type of information, regardless of lift size or complexity.

Ensuring ground support

To ensure adequate foundation (ground) support for heavy lift operations, three basic elements need to be clearly and thoroughly understood by the lift planner:

GROUND STABILITY – knowledge of the integrity of the ground's surface and its subsurface conditions, including knowledge of underground facilities (foundations, tanks, utilities, etc.), the condition of those facilities, and their three-dimensional location (coordinate position and depth of cover), areas of potentially unconsolidated soils and subsurface voids.

GROUND CAPACITY – mechanical capacity of the soils, pavement or elevated structure to resist deformation and support the imposed loads.

KNOWLEDGE OF THE LIFT ITSELF – identification of specific lift handling equipment (LHE) to be deployed, any assist equipment to be deployed, and related ground bearing reaction forces (ground bearing pressures, a.k.a. GBPs) to be imposed on the ground.

THE AUTHOR

Mike Walsh, a member of ASME P30, is president of Dearborn Companies, a third-generation family company that has provided engineering and construction consulting for over 70 years. Dearborn Companies'

work spans crane deployments on elevated structures, dense urban streets, power and industrial plants, and wind farms, as well as engineered applications of complex scaffolds, shoring and earth retention systems.



Ground stability

Gaining knowledge of the site's surface and subsurface conditions is a critical first step in the lift planning process, with its own critical first step being the collection of available historic and project related documents. Aerial photographs (current and historic), topographic surveys, geotechnical reports, utility maps and atlases, civil drawings and site logistics plans, will all help inform the planner of facilities and underground elements that may exist. With this information in-hand, the next step is to perform a physical site survey. Site surveys offer the opportunity for validation and documentation of as-is conditions.

In planning the site survey, it is important not to ignore operating locations for assist equipment, or travel paths for load and lift related equipment egressing or traversing the site.

The survey process begins with a walkdown reconnaissance of the site to observe ground surface conditions and above ground elements. The walkdown is also used to identify other potential lift hazards such as utility structures, adjacent basements, foundations and elevated structures.

Though manual measurements of these features may be used to document them, today's technology allows for 3D data capture. Terrestrial laser scanning, LiDAR, SLAM (simultaneous localization and mapping) and/or photogrammetry, including "drones" (unmanned aerial systems) are all viable data collection technologies. While each is subject to its own specific applicability, they offer the ability to completely and accurately capture conditions across a site.

The combination of geophysical and geotechnical testing is highly recommended for underground assessments. Taken together, they offer a comprehensive view of subsurface conditions. Various ASTM standards govern geophysical and geotechnical test methods.

Geophysical testing uses noninvasive techniques, such as ground penetrating radar (GPR) to develop a "qualitative" understanding and characterization of subsurface conditions. Geophysical methods collect data over wide swaths and broadly offer a depiction of subsurface conditions across the site. Analysis of this data allows for the identification of subsurface voids and areas of unconsolidated soils, with their positions and extents being estimated.



Geophysical methods collect data over wide swaths and broadly offer a depiction of subsurface conditions across the site. Analysis of this data allows for the identification of subsurface voids and areas of unconsolidated soils, with their positions and extents being estimated.

A further benefit of a GPR survey is its ability to discover and validate the presence of various underground facilities, including metallic and non-metallic materials. GPR grants the analytical ability to document the depth and position of underground utilities, concrete foundations and the like. Pipe and cable handheld locators can also be used in these surveys to assist in establishing the locations of conductive underground utilities.

It is important to note that there is nothing intrinsic in any geophysical data that specifically identifies, or differentiates, one subsurface target (a.k.a. "anomaly") from another. In other words, there is nothing in GPR data that automatically identifies a particular linear target as a sewer or that automatically differentiates a sewer from a gas line from duct package from a tree root. Proper evaluation of this data requires expert analysis and additional information (i.e., historical and project related documents) to put the data in context and make it genuinely useful.

Geotechnical data collection is a physically invasive process that yields "quantitative" data for the soil material itself. A comprehensive geotech survey includes physical sampling of the soils at specific locations (soil borings). Analysis begins at the time of collection with the recording of the number of blows it takes to drive a split-spoon sampler six inches into the ground ("blow count") and visual assessment of the sampled materials; the analysis culminates in a test laboratory.

A quick, cost-effective, alternative geotechnical method to evaluate soil strength is Dynamic Cone Penetrometry (DCP). It involves driving a metal cone on a graduated rod into the ground using a standard weight dropped from a fixed height and measuring the penetration per

blow to assess soil resistance. Penetration rates are correlated with the California Bearing Ratio (CBR) from which soil stiffness is calculated.

A final requisite to site data collection is the establishment of "land-survey control" and/or "geo-referencing." The known alignments and locations of surface features and data collection points are critical for assessment of the proposed lift and proper layout of improvements and lift equipment.

Ground capacity

Once site conditions have been documented and characterized, the mechanical bearing capacity of the soil needs to be determined.

Relying on geotechnical test data, a competent person can calculate the ultimate soil bearing capacity for the given location. Ultimate bearing capacity of soil is generally defined as the maximum load per unit area that the soil can support before it fails. It is a critical factor in establishing the allowable ground bearing capacity for the proposed lift.

Regardless of the geotechnical test method used, the data represents a "snapshot" of the ground conditions at that very specific location. Multiple test points are needed across LHE deployment area as conditions between the points are inferred or interpolated.

Utilizing the ultimate bearing capacity and applying a "design factor" (a.k.a. "factor of safety"), the competent person then calculates the allowable ground bearing capacity for the proposed lift. A design factor is a multiplier applied in this case to the ultimate bearing capacity to account for uncertainties in material properties and unknown environmental effects, and to provide a margin of safety against catastrophic failure.

Understanding the lift

Once the existing conditions are documented and site ground capacities are known, final the planning of the lift can be undertaken. Balancing calculated LHE ground force reactions with the allowable ground bearing capacity will inform and shape decisions on the use and positioning of crane pads and mats, the potential need for and scope of ground improvements, or even potential change in the LHE selection or lift location.

No matter how meticulous the lift plan or elegant the rigging, nothing survives bad footing – every lift begins, and ends, with what's below. ■

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Rigging prowess

All Material Handling offers the LA and MA series of lever and hand chain hoists.



Rigging gear options have expanded greatly over the last decade with technological leaps that involve new concepts, materials and equipment.

ACT rounds up a few of the latest rigging technologies on the market.

Lever and hand chain hoists

All Material Handling (AMH) offers hoists in two product ranges – its LA series of lever hoists and MA series of hand chain hoists. Made in the United States, AMH also assembles and tests these products in the U.S.

The LA hoists are available in any lift lengths, in capacities from 0.75 to 10 tons. MA hoists are available in any lift length with capacities of 0.5 to 30 tons.

A common OSHA citation is for hoists being used with missing warning labels. AMH's lever hoists come with stainless steel name plates featuring the required ASME/OSHA warnings etched onto them. AMH also offers overload protection via a one directional slip clutch that will only slip in the lift direction. This ensures that if an incident occurs, the load can always be safely lowered.

A leading provider of lifting and material handling equipment, AMH has also created a USA Content Calculator. This tool helps clarify the domestic content of each LA and MA hoist.

Snatch blocks

Associated Wire Rope & Rigging carries a range of snatch blocks, with capacities ranging from two meter tons up to 150 meter tons. These blocks are designed for use with wire rope from 3/8 up to 2-1/2 inches, and larger sizes are available upon request.

Smaller sizes include the Sea Link brand (2 to 20 tons) and the larger sizes come from RopeBlock (20 tons and larger). Snatch blocks are a primary element in the



AWRP snatch blocks can help to keep loads secure and prevent accidental release or slipping, improving overall safety in lifting operations.

tilt-wall construction industry.

Snatch blocks are versatile pulley systems used primarily in rigging and lifting applications. They allow for redirecting a rope or cable, making it easier to lift or pull loads at different angles.

By using a snatch block, you can create a more favorable lifting ratio, making it easier to lift heavy objects. Snatch blocks are commonly employed in various rigging setups, such as for cranes, hoists and winches, to manage and control load movement. They can help in applying tension to lines, such as when setting up sails on a boat or tightening rigging.

They can help to keep loads secure and prevent accidental release or slipping, improving overall safety in lifting operations.

According to the American Society of Mechanical Engineers, (ASME) standards, a snatch block is defined as a type of pulley with a hinged side or cheek that allows for easy insertion and removal of a rope or cable. Snatch blocks are typically made from robust materials, such as steel or aluminum, to withstand significant loads. They often feature a sheave (the wheel within the block) that is designed to minimize friction and wear.

ASME standards specify that snatch blocks must have clearly marked load ratings, which indicate the maximum safe working load (SWL) that they can handle. Snatch blocks must be designed and tested to meet safety factors defined by ASME, ensuring that they can operate reliably under expected loads and conditions. Snatch blocks are used in various applications, including lifting, hauling and rigging and must be chosen based on the specific load requirements and environmental conditions.

ASME standards emphasize the importance of regular inspections and maintenance to ensure that snatch blocks remain in safe working condition, looking for signs of wear, damage or deformation.

ACP hoist rings

Millwrights and specialized transport workers use the Caldwell Group RUD ACP hoist rings to automatically find the center point when rigging loads.

The Rockford, IL-based manufacturer carries a stock of these center pull hoist rings, in a broad range of sizes. For this sector, M12 to M100 and 1/2 to 3 inch sizes are most commonly ordered.

"ACP stands for automatic center point," said Jay Schroeder, regional sales manager, RUD West. "The products connect the load with the lifting gear both during lifting and rotation as well as during

RUD ACP hoist rings automatically find the center point when rigging loads.



turning and movement. The ACP is a great choice because millwrights may find the ring in a less than desirable position and could cause shock loading or a rigging failure if they proceed without one. The ACP automatically swivels to the correct load direction when a lift commences, making a sudden drop of the load impossible.”

All such lifting points have a universal bolt head with internal and external hexagon, which enables optimum handling. The bolt is captive, but still replaceable, which is useful in many applications.

Caldwell recently expanded its series of RUD ACP lifting points by introducing the new Max and Supermax ACP-Tornado models, designed to lift bigger loads with capacities up to 30 percent greater than comparable lifting points.

Wide body shackle

Kito Crosby recently launched a newly engineered wide body shackle that the company said enhances safety and performance in heavy lifting operations. The Crosby G-2160 Wide Body Shackle, with its ergonomic design, delivers industry-leading safety and efficiency and provides superior performance and versatility in demanding heavy lift applications, the company said. The new design comes in eight capacities, from 400 to 2,000 tons.

Kito Crosby said the new G-2160 provides the widest bow on the market, allowing for higher efficiency of the sling and smaller sling size; three lifting points, including a recessed and removable center rib lifting point that reduces the risk of snags and provides balanced handling; bow-to-bow compatibility for all sizes; anti-rotation bolt head prevents unwanted turning during installation; Easy-Loc bolt securement options available for 400, 500, and 600-ton capacities; and optional Crosby Straightpoint load monitoring.

Each shackle undergoes 100 percent comprehensive production testing, including ultrasonic inspection, magnetic particle inspection, chemical analysis, mechanical

The Crosby G-2160 Wide Body Shackle delivers strength, reliability and safety.



Enerpac's EMV-Series battery powered load skate, 55-ton model with hydraulic lifting.

material testing and visual inspection. Each shackle is proof load tested up to 2x WLL, type approved, DNV certified and is backed by Kito Crosby's transparency, the company said.

“The Crosby G-2160 Wide Body Shackle is a game changer for those working in heavy lifting environments,” said Crosby Chief Product Officer Marc Premont. “We are excited to bring this innovative product to market and look forward to helping improve safety on job sites, while saving end users both time and investment on slings.”

Battery powered skates

Enerpac's EMLS/EMV Series Battery-Powered Machine Skates are designed for industrial machine movers and millwrights faced with moving heavy machinery in confined spaces. They allow a single operator to safely and remotely position loads of up to 55 tons.

Enerpac's battery-powered skates feature dual-drive motors and a 360-degree tilt swivel saddle for ease of maneuverability in small areas and around tight corners. Precise control is enabled with the wireless remote-control including two joysticks to advance and steer the load, and variable speed control for changing conditions.

According to Enerpac, the EMLS/EMV Series Battery-Powered Machine Skates allow moves to be completed up to four times faster than conventional methods. Fully loaded, the skates travel up to 26 feet per minute and run for up to three hours on a

single charge, the potential to move loads over 3,900 feet without the need to switch the battery.

The EMLS/EMV Series are self-propelled, eliminating the need to manually push or pull the load. The onboard battery power source makes it easier to move the load when the condition of the floor isn't perfectly smooth or level. It also has the capability to travel over inclines of up to 3 percent and across ground gaps of up to 0.55 inches. The setup process is easy, as the wireless controller automatically pairs with the machine skates immediately on start-up. Operator safety is ensured by allowing them to work at a safe distance away from the load. Single user operation means that machine movers are able to tackle more projects with fewer resources, therefore more quickly recouping their initial investment.

Cantilever lifting beam

Safety, precision and efficiency are key priorities in crane rigging applications, and Greenfield Products' SkyCrane cantilever lifting beam system offers new options in rigging. Greenfield said this lifting beam optimizes crane operations and streamlines the millwrighting process, enhancing both safety and productivity.

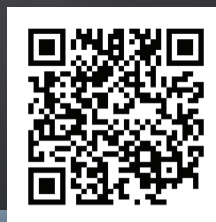
The SkyCrane cantilever lifting beam is a self-contained, battery-powered system designed for job sites where direct overhead access is limited. Its wireless remote-controlled counterweight system allows precise balance adjustments, making it an invaluable tool for millwrights when installing, levelling and

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The SkyCrane cantilever lifting beam eliminates the need for complex rigging setups, improving safety and efficiency.



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aligning heavy machinery on foundations or base plates.

Load orientation device

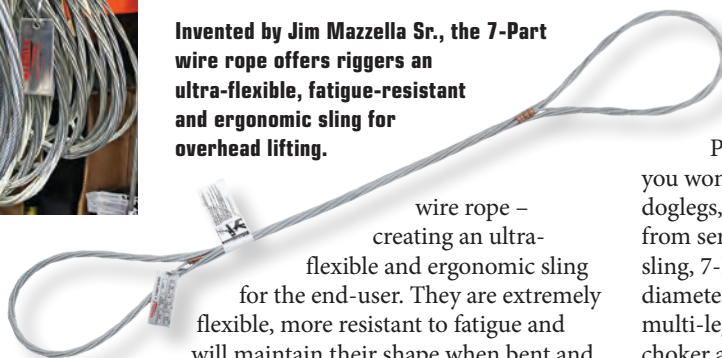
Also from Greenfield Products, the Roborigger is an automated load orientation device that leverages gyroscopic technology to remotely rotate and position suspended loads. By eliminating tag lines and reducing the need for personnel near the load, Roborigger enhances safety and efficiency in rigging for crane operations. It is particularly effective in high-wind conditions, where traditional methods struggle to maintain control. Additionally, its IoT capabilities provide real-time lift data, optimizing workflow and reducing downtime.

7-Part wire rope sling

Riggers can't afford to fight bent, kinked and unruly wire rope slings on a job site. While wire rope is still the standard for overhead lifting, some riggers will want to choose one of Mazzella's hallmark products: the Mazzella 7-Part wire rope sling.

Unlike traditional single-part wire rope slings, which are formed from multiple steel wires wrapped around a fiber or steel core, 7-Part wire rope slings are constructed from one continuous piece of

Invented by Jim Mazzella Sr., the 7-Part wire rope offers riggers an ultra-flexible, fatigue-resistant and ergonomic sling for overhead lifting.



wire rope – creating an ultra-flexible and ergonomic sling for the end-user. They are extremely flexible, more resistant to fatigue and will maintain their shape when bent and wrapped around a load.

Mazzella's 7-part slings are constructed with a mechanical splice that provides added strength compared to a hand splice. They can also be made in equal capacities

to any single-part wire rope sling – with vertical hitch capacities ranging anywhere from 1.2 tons to over 400 tons.

Plus, with a 7-part wire rope sling, you won't have to worry about kinking or doglegs, which can be criteria for removal from service. And just like a single part sling, 7-Part slings can be made to any diameter or length, used in single-leg or multi-leg assemblies and used in vertical, choker and basket hitches.

Wireless quick-release hooks

Three years ago, this technology was virtually unknown. Today, over 300 companies across the U.S. rely on it

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What's behind the Deep South promise? An award winning heavy lift & heavy haul contractor with the breadth of services and depth of experience to be your go-to partner for projects of every size. With safety at our core, we put it all together with start-to-finish turnkey solutions that get your heavy cargo from fabrication facility to final destination. To learn more, please visit us at DEEPSOUTHCRANE.COM.



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The Roborigger enhances precision in leveling industrial equipment, facilitating complex lifts in crane operations and ensuring secure load transport.



to make lifting operations safer and faster. The standout feature? No more manual unhooking.

Traditionally, workers had to approach every load to detach slings, often in hazardous situations.

Today, OTH Quick Release Hooks allow crews to release loads remotely in under two seconds, eliminating unnecessary risks and idle time. These remote-controlled hooks feature a fail-safe, OSHA-compliant mechanism that keeps them locked under load, the company said.

OTH's hooks are rechargeable, and in a single charge, crews can perform over 500 lifts in a week without interruption.

Available in two versions (4,400 pounds and 11,600 pounds), these self-release hooks adapt to various needs, including a choker lift for steel columns and trusses, or synchronized setups handling loads up to 400,000 pounds.

With origins in the rugged logging industry, they are designed for harsh



With origins in the logging industry, OTH wireless quick release hooks are designed for harsh environments, ensuring durability.

environments, ensuring durability that lasts over a decade. The wireless remote, with a 200-foot range and color codes, allows for the release of the hooks individually, by color group or all at once – optimizing

workflow and reducing downtime.

Load navigator

The Vita Load Navigator (VLN) offers a load handling system that enhances the safety, efficiency and precision of lifting operations. By connecting below the hook of various crane types, the VLN allows workers to maneuver loads with unparalleled accuracy, safety and speed even in challenging environmental conditions like wind.

One of the most notable benefits of

the VLN is its ability to eliminate the risks associated when relying solely on taglines. The system collects over 1,000 data points per second, enabling real-time adjustments to maintain load stability, complete control and prevent load spinning or rotation. With this innovative technology, workers can control the load wirelessly from a safe distance, ensuring jobsite safety, the company said.



The VLN turns unpredictable challenges into controllable loads.



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From strength

For Advanced Freight Dynamics' **Alana Lyons**, striving to be the best comes with a lot of hard work. **D. Ann Shiffler** reports.

As chief financial officer for Advanced Freight Dynamics, (AFD), Alana Lyons wears a lot of hats. Like many small business owners, she and her husband Steven Lyons move from one challenge to the next, all in a day's work.

For Lyons, a typical day involves her chief financial officer tasks that include tracking cash flow, working on the budget and finances and handling payroll. She's also the company's safety manager and manages compliance on supply chain risk management systems, as well as for individual customers. She assures insurance policies, employee data and safety policies are aligned with customer's needs. She is also AFD's human resources department, handling hiring, onboarding and training, and she manages the company's marketing.

And if that weren't enough professionally, she sits on multiple safety committees, including SC&RA's Transportation Safety, Education and Training Committee.

"I am always intrigued to hear what is happening in the industry and to see what I can bring back to apply to our company," she explained. "We strive to be the best, and with that comes a lot of hard work."

Growing the business

Advanced Freight Dynamics was started 31 years ago by Steven Lyons when he purchased his first box truck and began performing local distribution services for retail stores in the Houston area. He did that for 10 years, and then he met and married Alana. They started working together to grow the business. While



Advanced Freight Dynamics is capable of managing every aspect of any transportation project, regardless of origin, destination or size of the shipment.

working full-time with her husband, they raised four boys and she earned her bachelor's degree from LeTourneau University.

"We started this company from a one truck box truck business, where we worked from our kitchen table, to a trucking company that has built its reputation on excellence in shipping and logistics from the smallest shipments to the most complex projects, with a constant focus on serving its customers' cargo transportation needs," she said. "The company is capable of managing every aspect of any transportation project, regardless of origin, destination or size of the shipment."

To grow the company they purchased

a second box truck. Then in 2005, they decided to venture out in the flatbed world, selling the box trucks and buying a F450 Super Duty and 40-foot Gooseneck trailer.

"We had to learn how to get our MC number, how to use a broker board, how to order permits (when we began pulling oversize loads)," she remembered. "We had to learn how to do everything ourselves. We didn't have anyone showing us the ropes. I had to make the calls and do all the research to get this company off the ground."

They quickly realized that there was not much profit in the hotshot market, so they purchased an 18-wheeler and flatbed trailer in 2006.

to strength



“Strength doesn’t come from what we can do; it comes from overcoming the things we once thought we couldn’t do. From legal flatbed loads to 20-axle set ups that can haul up to 440,000-pound loads, we feel like the sky is the limit with our growth potential.”

ALANA LYONS, CFO,
Advanced Freight Dynamics

“Steven took off and started the cross-county venture,” she said. “He drove night and day to ensure we were successful and to ensure his family was taken care of. Steven started hauling oversize freight, and we quickly realized that is the direction we wanted to take our company.”

In 2007, they started to grow AFD by bringing on a few owner/operators,

which led to the decision to start buying company trucks and trailers and hire employees. They also grew their brokerage company along the way.

“At this time, we only had flat and step-deck trailers,” she recalled. “With this abundance of work, we realized we needed to restructure our equipment. The question arose, ‘How can we haul our customers’ oversize and overweight freight most efficiently?’”

The answer was to create certain configurations with trucks and trailers, which often led to custom ordering equipment, she said. Today, AFD has a range of multi-axle trucks and trailers. AFD’s largest trailer is 20 lines of dual lane.

“With all of these different set ups, we can haul an individual oil tool all the way up to massive components that weigh up to 440,000 pounds,” she said. “So here we are today, a family owned asset-based trucking company that we are beyond proud of, which is all we can ask for.”

Alana and Steven Lyons are an inspiring success story in a tough industry. Every day they apply themselves to the work at hand with a determination to succeed. I ran into Alana in the elevator at the SC&RA Specialized Transportation Symposium in Charlotte, NC in February. Seeing her engage in one of the committee meetings later that morning, it hit me – she’s a dynamo. She sets an amazing example.

WHAT KEEPS YOU ENGAGED IN THIS INDUSTRY?

When we started this company, everything to do with trucking was a challenge – finding the right customers, drivers, equipment and employees. As time went on, it became easier to gain customers with our reputation of excellent service, and we quickly moved into specialty freight. Once we



Advanced Freight Dynamics was started 31 years ago by Steven Lyons when he purchased his first box truck. Ten years later, he and his wife Alana started growing the business that today serves the heavy haul and logistics market throughout the United States.

made our footprint in that market, the challenges started again, and we had to adapt quickly to a new market.

The challenges of each and every move became greater with the size of the load at the time of movement. We came to realize that we enjoy the challenges that are put in front of us in this market to the point that we buy bigger and bigger trailers every year to endure greater challenges.

Strength doesn’t come from what we can do; it comes from overcoming the things we once thought we couldn’t do. From legal flatbed loads to 20-axle set ups that

can haul up to 440,000-pound loads, we feel like the sky is the limit with our growth potential.

WHAT DISTINGUISHES AFD IN THE MARKETS IT SERVES?

Advanced Freight Dynamics has built its reputation on excellence in shipping and logistics from the smallest shipments to the most complex projects, with a constant focus on serving customers’ cargo transportation needs. We are



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AROUND BACK TOWARD
THROUGH
ACROSS
BESIDE AWAY FROM
OVER BEHIND BY
FORWARD UP
NEAR
UNDER DOWN OUT OF



**We have the equipment to
get you wherever you need to go**





From their kitchen table, Steven and Alana Lyons built one of the top specialized transportation companies in the United States.

capable of managing every aspect of any transportation project, regardless of origin, destination or size of the shipment. Our customers rely on us to be their trucking company, freight broker and freight consultant.

YOU ARE BASED IN THE HOUSTON AREA BUT IT APPEARS YOU DO WORK ALL OVER THE COUNTRY. WHAT ARE THE MAJOR GEOGRAPHIES THAT YOU SERVE?

We are based out of the Houston area, but yes, we do operate around the United States. We go anywhere our customers need our services, including paved to dirt roads from urban environment to the middle of the desert. We do not cross the borders, but we will assist with trans loading for cross-border situations.

WHAT ARE THE PARTICULAR CHALLENGES THAT COMPANIES LIKE AFD FACE?

The driver shortage is, I believe, the biggest obstacle all trucking companies are dealing with currently. Because we deal with specialty freight, there is only one percent of all drivers that can pull the trailers we have, which makes finding new drivers as hard as finding a needle in a haystack.

Another challenge that we face is pertaining to the cost for the transportation services we provide. The general public doesn't understand how the cost of shipping goes up due to many environmental factors. Also, due to the labor shortages at the ports and all facilities where we go into to load and offload, the trucks are not able to load and unload as fast as they used to, which creates downtime charges. The cost of the trucking itself, including the trucks, trailers, every replacement part on a truck, all the way down to the tires, have increased in price to a point that are unfathomable.

Our insurance costs are constantly increasing every year, even for companies such as ours with a great safety rating.

Then, due to the current labor situation, drivers are making more money now. All of these growing costs lead to increased

transportation costs, which lead back to the customer and all the way down to the general public.

WORKFORCE DEVELOPMENT IS A HOT TOPIC IN OUR INDUSTRY. WHAT ARE YOUR STRATEGIES FOR RECRUITING AND RETAINING EMPLOYEES?

We have built our company around a family structure where we all work together to get the job done to the best of our abilities. We get calls from our customers praising how well our guys work together, and it brings a smile to our face knowing what our company has accomplished. Now, when we hire new

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drivers, we actually are looking to see if they can fit in with our company as a family. Otherwise, they will never make it working for our company.

WHAT TYPES OF PROJECTS ARE STRONG SUITS FOR AFD?

We can handle any type of full turnkey project. We handle a lot of energy and manufacturing projects, but we can handle any type and any size shipment or project. We do prefer to haul oversize and overweight shipments as they are more exciting.

HOW DO YOU CHARACTERIZE THE LOGISTICS AND HEAVY HAUL MARKET? DO YOU ENVISION THINGS GETTING BETTER, WORSE OR STAYING THE SAME?

The logistics and heavy haul industry is over all a very tough market to be in, and it is getting worse year by year. It is hard to find the loyalty, but once you have it is very important to keep it, pertaining to your employees all the way to your customers. I see it honestly getting worse before it gets better. Keeping your drivers and employees happy is a big key to having a successful business.



The driver shortage is the biggest obstacle all trucking companies are dealing with, according to Alana Lyons.

We strive to have new and good operating equipment, which is very costly. Many years ago, we could purchase a truck for half of the cost of what it costs now. Equipment costs are consistently increasing.

Insurance costs are out of this world, and will never go down in the general market. But this has a lot to do with the general motoring public's mindset while driving down the road next to any big truck, all the way to the trucking companies that don't care and hire unqualified drivers. There are so many hands in the insurance cookie jar that trying to get rates lowered will never happen.

A lot of the good trucking companies are leaving the regular insurance carriers and moving to captive policies or to being self-

insured to save money.

The oversize/overweight industry has a lot of challenges with the states, getting our permits back in a timely manner, trying to get the states to recognize the same truck and trailer configurations as neighboring states and assisting with routing. The list goes on and on.

At the end of the day, when customers call AFD to come out they expect a nice, new and clean truck and trailer to roll in to get loaded with a professional and experienced driver and team.

WHAT DO YOU DO WHEN YOU AREN'T WORKING?

When I'm not working I love cooking, off-shore fishing, hunting exotics and traveling.

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Scott Boehm discusses the challenges of oversize/overweight permitting for permit specialists.

When time is money

We've all heard the expression "time is money." In the transportation industry, it's often said, "Sitting trucks don't make money." As a permit service provider, I like to say, "Slow permits = no permits."

It's easy to see the costs of delays – driver pay, escorts, fuel, sitting trucks, rigging crews and cranes all add up. Behind the scenes, office support like load coordinators and driver managers work hard to mitigate impacts. These costs can be compounded by weekend and holiday travel restrictions and are ultimately extended to those waiting for their shipment. Delays impact future moves

resulting in fewer loads and less revenue at the end of the year. Many of these delays can be prevented by having an efficient permit procurement process.

Higher expectations

We live in a world where we've grown to expect everything now. Online purchases that once took weeks are now expected the next day. We get frustrated if shipping takes more than 24 hours and we track orders using apps and websites that tell us how many stops our package is away. Soon, AI will likely anticipate our needs before we even place an order. Competition forces companies to innovate, setting high expectations for speed and efficiency.

Specialized transportation is no different. Motor carriers have streamlined their operations, making deliveries faster and safer, leading customers to expect quick and reliable service. Now loads are often booked at the last minute to the lowest bidder, so little lead time is given. Trucks are needing permits right away. Speed and efficiency in permitting has had to follow suit. States have responded by enabling faster turnaround times and streamlining rules and regulations, yet challenges remain for permit specialists to keep up.

“As a permit service provider, I like to say, ‘Slow permits = no permits.’”

SCOTT BOEHM, President,
West Chester Permit

Common delays

Despite improvements, many obstacles slow down the permit process. Some of the most common delays include:

- **IMPROPER CREDENTIALS** – Authorities must be properly set up whether private or for hire, intrastate or interstate. Vehicles must be properly registered with UCR and IRP at the correct weights. Insurance must have high enough coverage and be filed with the FMCSA as well as many jurisdictions that issue permits. Incorrect credentials stall the permit process.
- **INFORMATION ERRORS** – Garbage in = garbage out. Wrong truck/trailer/load information, incorrect axle

Even the best plans can get thwarted.
PHOTO: REINSFELDER INC.

THE AUTHOR

Scott Boehm is president of West Chester Permit. He has a passion for helping carriers navigate the complexities of oversize and overweight permitting.

Under his leadership, West Chester Permit has become a trusted partner for transportation professionals nationwide.



data, dimensions or configurations can lead to permit rejections or incorrect permits and time-consuming corrections. Some permits can be amended, others must be reordered. No matter the reason, the issue creates a preventable delay, a potential citation, or worse, an accident if not caught in time.

- **PROCESSING TIMES** – While many states offer automated systems and quick turnaround times, there are still states that require manual review. Many cities and counties require permits, but offer little automation and struggle to meet the needs of the industry. These processes cause delays particularly during peak times and when staffing is lean. We must also not forget that the application still has to get there and with multi-state movements, one must prioritize which applications to submit first.

Preventing delays

Specialized hauling is not safe from Murphy's Law. "What can go wrong, will go wrong." Breakdowns, weather, unexpected road restrictions, construction

and the like can throw a wrench in the best plans. That said, preparation can prevent many delays and free up time for permitting specialists to improvise, adapt, and overcome the issues they can't prevent. If it wasn't challenging it wouldn't be specialized and everyone would be doing it. Permit specialists and carriers can take proactive steps to ensure smoother procurement by:

- **KNOW STANDARD TURNAROUND TIMES** – Understanding which states process permits quickly and which may take longer helps with estimating costs, planning and setting realistic expectations.
- **ENSURE ACCURATE PAPERWORK AND INFORMATION** – Double check load details before submitting applications. Keep up to date equipment lists accessible to all employees.
- **STAY INFORMED ON REGULATIONS** – State regulations change frequently, and being up to date can prevent costly mistakes.
- **GET ASSISTANCE** – It's difficult for one person to know the nuances of permitting in all jurisdictions and be able to procure permits in a timely



Taking proactive steps can ensure smooth permit procurement. PHOTO: REINSFELDER INC.

fashion. Utilize resources like permit guides or permit services to prevent surprises. Some services may offer additional tools to manage workflows, track applications and get the information that you need when you need it.

The demand for fast oversize permits will continue to grow as shippers look for just in time deliveries and to save on shipping costs. Time is money, and in oversize transportation, every minute counts. Motor carriers that prioritize efficiency and precision in their permitting process will be best positioned to succeed.



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21,449

Approximate number of people employed by the companies represented in the **SPECIALIZED LIFTING & RIGGING 50**.

1,298

Gantries and rubber tired gantries. (compared to 1,127 in 2024)

1,364

Strand jack units owned by the **SPECIALIZED LIFTING & RIGGING 50** (compared to 1,358 in 2024)

10,213

Pieces of other specialized lifting equipment (not classified as a gantry or strand jack) (compared to 6,869 in 2024)

1,859,035

Total capacity of every unit owned by every company on the list. (compared to 1,656,082 tons in 2024)

The 2025 **SPECIALIZED LIFTING & RIGGING 50**

highlights steady growth in lifting capacity, workforce size and equipment investment.

PHOTO: BARNHART

SPECIALIZED LIFTING & RIGGING 50

Scaling up

The 2025 **SPECIALIZED LIFTING & RIGGING 50** reports continued industry growth, particularly in total lifting capacity and size of workforce. This year, the total specialized lifting capacity increased to 1,856,949 tons, reflecting a 202,953-ton rise from 1,656,082 tons in 2024. The steady year-over-year increase indicates that rigging companies are investing in high-capacity lifting solutions to support large-scale infrastructure and industrial projects. Mammoet Americas, Fagioli USA and Barnhart Crane & Rigging remain industry leaders, operating highly advanced rigging and lifting systems and leading the ranking. Bay Crane Service joins the **SPECIALIZED LIFTING & RIGGING 50**

for the first time in 2025 at Number 4. Long Beach, CA-based Bragg Companies made its debut appearance at Number 33, alongside Superior Rigging & Erecting, which claimed the 40th spot.

Workforce expansion, though modest, still played a role in this year's ranking. The total number of employees increased from 20,781 in 2024 to 21,449 in 2025, reflecting a growth of 668 workers. This uptick is likely due to newcomers to the

list and companies that are responding to the ongoing demand in construction, energy and heavy transportation sectors.

Mixed signals

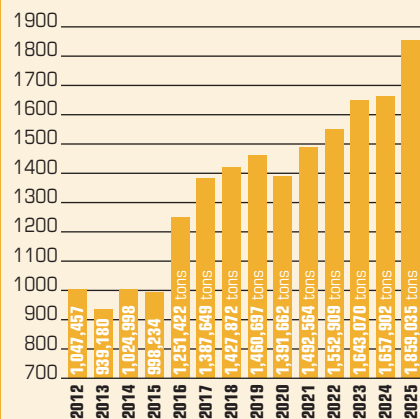
Equipment trends saw mixed changes this year. The number of gantries increased slightly from 1,127 in 2024 to 1,230 in 2025, while strand jack units saw minimal growth, rising from 1,358 to 1,364. These numbers suggest that while precision

>36

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	FAGIOLI USA	Fagioli Self-Propelled Skid System	70,000	318,000
2	OXBO MEGA TRANSPORT	Oxbo Heavy Skid System	17,325	47,875
3	DEEP SOUTH	Deep South Specialized Jack System	16,000	50,900
4	BAY LTD.	Dorman Long Strand Synchronized Lift	15,400	47,250
5	BUCKINGHAM HEAVY TRANSPORT	Unified Hydraulic Jack Machine	10,500	27,200
5	OMEGA MORGAN	Heavy Slide System	6,000	12,678
6	BARNHART CRANE & RIGGING	Barnhart Modular Lift Tower	6,000	304,416
7	MAMMOET NORTH AMERICA	Mammoet Lift System	5,732	372,800
8	BERARD TRANSPORTATION	Enerpac Syncrolift	4,000	13,000
9	ROLL GROUP	Roll Group Modular Gantry System	4,000	22,000
10	LAMPSON INTERNATIONAL	E-Z Lift	2,400	13,500

TOTAL CAPACITIES BETWEEN 2012 AND 2025



2025	2024	NAME OF COMPANY	LOCATION	# OF DEPOTS	SCOPE OF OPERATION	# OF EMPLOYEES	SENIOR CONTACT
1	► 1	MAMMOET AMERICAS	USA	29	Worldwide	2,300	Tomas Villarino, MD Americas Projects
2	► 2	FAGIOLI	USA	4	Worldwide	138	Edoardo Ascione, president & CEO
3	► 3	BARNHART CRANE & RIGGING	USA	82	National	2,574	Alan Barnhart, CEO
4	NEW	BAY CRANE SERVICE	USA	24	National		Kenneth Bernardo, president & CEO
5	▼ 4	EMMERT INTERNATIONAL*	USA	3	Worldwide	100	Terry Emmert, president
6	► 6	EDWARDS MOVING & RIGGING	USA	9	Worldwide	130	Jason Edwards, CEO
7	▼ 5	LGH	USA	24	Worldwide	455	Ryan Group, vice president of sales & marketing
8	▼ 7	DEEP SOUTH CRANE & RIGGING	USA	8	Worldwide	750	Mitch Landry, president
9	▼ 8	OXBO MEGA TRANSPORT SOLUTIONS	USA	2	Worldwide	53	Keith Settle, CEO
10	▼ 9	BAY LTD.	USA	6	Worldwide	4,800	Berry Peterson, vice president
11	▼ 10	ENGINEERED RIGGING	USA	4	Worldwide	30	Christopher Cox, P.E., president
12	▼ 11	SARENS USA*	USA	4	Worldwide	75	Lee Rowe, regional director
13	► 13	ROLL GROUP	USA	7	Worldwide	350	Edward Talbot, managing director, USA
14	► 14	BELLEMARE TRANSPORT, ENGINEERING & LOGISTICS*	CANADA	6	Worldwide	40	Jean-Luc Bellemare, president
15	▲ 19	RIGGING GEAR SALES	USA	1	Worldwide	16	Ben Forster, vice president
16	▼ 15	LAMPSON INTERNATIONAL	USA	7	Worldwide	300	William Lampson, president & CEO
17	▼ 16	BERARD TRANSPORTATION	USA	4	National	90	Brett Berard, vice president of operations
18	▼ 17	IRM INDUSTRY MOVERS	MEXICO	2	Worldwide	150	David González, CEO and president
19	▼ 18	OMEGA MORGAN	USA	8	National	725	Erik Zander, COO
20	▲ 21	TAYLOR CRANE & RIGGING	USA	2	National	104	Jim C. Taylor, Jr., founder & president
21	▼ 20	BUCKINGHAM HEAVY TRANSPORT (A division of Wolfe House Movers)	USA	4	Regional	55	Mike Brovont, senior sales manager
22	► 22	GLOBAL RIGGING & TRANSPORT	CANADA	4	Worldwide	60	Andrew Johnson
23	▲ 34	THE PROLIFT RIGGING COMPANY	USA	10	National	411	Travis Black, director of technical services
24	▲ 26	PSC CRANE & RIGGING	USA	3	National	350	Randy Sever, COO/owner
25	► 25	INTERNATIONAL INDUSTRIAL CONTRACTING CORPORATION	USA	4	Worldwide	350	Brian Jardine, president
26	▼ 24	RIGGERS GROUP	MEXICO	3	Worldwide	60	Hector R. Tores DaVila, vice president
27	▲ 29	MEI RIGGING & CRATING	USA	21	National	1,600	Doug Dayton, CEO
28	► 28	NORRIS BROTHERS	USA	1	Regional	80	M. Courtney Norris, PE
29	▲ 32	MAXIM CRANE WORKS	USA	50	National	2,767	Paul McDonnell, CEO
30	► 30	ADVANCED RIGGING & MACHINERY MOVERS	USA	1	Regional	30	Matthew Hinty, president
31	▼ 12	DORAL EQUIPMENT RENTAL	USA	2	National	25	Rob Keelan, vice president
32	▼ 23	ERICKSON'S	USA	4	Regional	60	Steve Erickson, president
33	NEW	BRAGG COMPANIES	USA	15	National	1,400	Justin Lambert, general manager
34	▼ 31	DUFFY CRANE & HAULING	USA	3	Regional	97	Rob Cummings, vice president
35	▼ 33	MID-ATLANTIC LIFT SYSTEMS	USA	1	Worldwide	4	Travis Hall, president
36	▼ 35	PROCESS GROUP INC.*	CANADA	3	Canada	275	Bryan Snyder, vice president, construction
37	▼ 36	CSE INC.*	USA	5	National	225	Chris Stinnette, executive vice president
38	▼ 37	AME INC.	USA	4	Worldwide	240	Jason Walker, senior director
39	► 38	SOUTHWEST INDUSTRIAL RIGGING*	USA	4	National	150	Paulett Baker, president
40	NEW	SUPERIOR RIGGING & ERECTING	USA	4	Regional	240	Patrick Lewis, CEO/president

* estimated

WEBSITE	# OF RUBBER TIRED GANTRIES	# OF GANTRIES	# OF OTHER SPECIALIZED LIFTING UNITS	# OF OTHER 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	550	Mega Jacks	5,732	372,800
www.fagioli.com	0	19	182	596	Fagioli Self-Propelled Skid System	70,000	318,000
www.barnhartcrane.com	0	95	822	37	Barnhart Modular Lift Tower	6,000	304,416
www.baycrane.com	0	6	735	1	Enerpac SBL900	992	184,500
www.emmertintl.com	0	16	1,055	4	Emmert Lift System	3,250	82,350
www.edwardsmoving.com	0	12	606	4	Hydrospeex Strand Jack System	880	71,207
www.rentlgh.com	51	742	2,851	0	Enerpac EVO Synchronous Lifting System	4,000	70,000
www.deepsouthcrane.com	1	8	107	13	Deep South Specialized Jack System	16,000	50,900
www.oxboinc.com	1	3	31	18	Oxbo Heavy Skid System	17,325	47,875
www.bayltd.com	0	2	3	14	Dorman Long Strand Synchronized Lift System	15,400	47,250
www.EngineeredRigging.com	0	5	56	17	ER JS 500 Jack Up System	2,200	41,848
www.sarens.com	0	0	2	27	SGC 250	5,000	31,875
www.roll-group.com	0	7	5	3	Roll Group Modular Gantry System	4,000	22,000
www.groupebellemare.com	4	6	607	10	Hydra Slide HT500	1,000	20,000
www.rgsinc.net	0	122	234	0	Lift Systems 34PT10060WSIC	1,000	14,428
www.lampsoncrane.com	0	4	8	0	E-Z Lift	2,400	13,500
www.berardtrans.com	0	4	8	0	Enerpac Syncrolift	4,000	13,000
www.irminustrial.com	0	3	223	0	J&R Engineering /1001-4-34	500	12,700
www.omegamorgan.com	0	13	55	1	Heavy Slide System	6,000	12,678
www.taylorcrane.com	0	12	300	0	Enerpac EVO Sync Lift System	2,400	12,222
www.buckinghamtransport.com	0	2	18	0	Unified Hydraulic Jack Machine	10,500	12,200
www.globalrigging.com	0	0	10	11	GRT Containerized Transport	2,400	10,000
www.proliftrigging.com	0	7	67	0	Lift Systems 44A Gantry	400	9,722
www.pscind.com	0	5	192	0	Hydra-Slide JS250 Up N Go	1,000	9,717
www.iicusa.com	0	6	675	0	Riggers EZ-Lift 600-33	1,390	9,660
www.riggers.mx	0	3	98	49	J&R Engineering Lift N Lock Gantry L1200	600	9,400
www.meiriggingcrating.com	0	21	253	0	J&R Lift-n-Lock	500	6,833
www.norrisbr.com	0	3	8	0	Lift System	800	6,695
www.maximcrane.com	0	4	18	4	Lift Systems 48A	800	6,168
www.advanced-rigging.com	2	14	245	0	Hydraspec FS404/270	400	6,010
www.doralrental.com	0	1	115	0	Enerpac SL125	141	5,263
www.Ericksonsgcr.com	0	4	15	0	Enerpac SBL 1100	1,180	5,000
www.braggcompanies.com	0	5	100	0	J&R Engineering 700-ton Hydra	700	4,500
www.duffycrane.com	3	3	10	5	Demag AC-350	400	3,860
www.midatlanticlift.com	0	28	12	0	Lift Systems 34PT5400WT	500	2,304
www.processgroup.ca	0	6	6	0	Lifting Tower	1,000	2,130
www.cseonline.net	0	1	6	0	J&R Engineering Lift & Lock Gantry	900	2,000
www.ameonline.com	0	4	12	0	Lift Systems 34PT5400WT	500	1,750
www.swirusa.com	0	4	7	0	Lift Systems 850	850	1,332
www.superiorrigging.com	6	10	151	0	Lift Systems 400	400	942

Editor's Note: American Cranes & Transport is not responsible for errors or omissions. >36

TOP 10: NUMBER OF GANTRIES

RANK	NAME OF COMPANY	TOTAL NUMBER OF GANTRIES	SPECIALIZED LIFTING INDEX (U.S. TONS)
1	LGH	742	70,000
2	RIGGING GEAR SALES	122	14,428
3	BARNHART CRANE & RIGGING	95	304,416
4	MID-ATLANTIC LIFT SYSTEMS	28	3,304
5	MEI RIGGING & CRATING	21	6,833
6	MAMMOET NORTH AMERICA	20	372,800
7	FAGIOLI USA	19	318,000
8	MEI RIGGING & CRATING	18	6,184
9	ADVANCED RIGGING & MACHINERY MOVERS	14	6,010
10	OMEGA MORGAN	13	12,600

lifting methods remain critical, there hasn't been a major shift in reliance on gantry or strand jack solutions. However, "other specialized lifting equipment," a catch-all category, grew from 6,869 units in 2024 to 10,213 in 2025. This increase points to the push for more versatile and adaptive lifting technologies to accommodate evolving lifting and rigging requirements.

Overall, the 2025 SLR50 ranking reflects steady industry progression,

with moderate growth in lifting capacity, workforce numbers and equipment acquisition. While the surge in some categories was smaller than initially expected, the data still signals a resilient and forward-moving industry. As specialized lifting companies continue investing in new technologies and operational efficiency, they are well-positioned to handle the increasing complexity of global infrastructure projects in the years ahead. ■

METHODOLOGY

ACT began distributing survey forms for the **SPECIALIZED LIFTING & RIGGING 50** list via email in January 2025 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 2024 list. In these cases, an asterisk appears next to that company's name. As a result, the **SPECIALIZED LIFTING & RIGGING 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.

2026

To be a part of our 2026 **SPECIALIZED LIFTING & RIGGING 50**, email the editor, D. Ann Shiffler, to request a survey form. She can be reached at: d.ann.shiffler@khl.com. Or you may email Hannah Sundermeyer at: hannah.sundermeyer@khl.com



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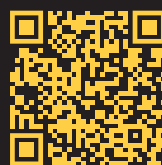
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bauma

Show Guide

ACT's North American guide to Bauma 2025.

Every three years the largest construction equipment show in the world is held in Munich, Germany, and that time is now. Due to the early April date of the show, *American Cranes & Transport* presents its Bauma Show Guide in the March 2025 issue, which will give show participants (and those who stay at home) a guide to the monumental tradeshow. While the show features hundreds of exhibitors, ACT's guide to Bauma focuses in on the crane, rigging and specialized transportation sector, as well as the related products and services.

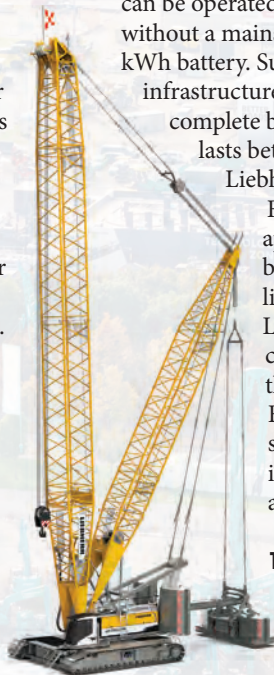
Our Show Guide is divided into three sections: Cranes, Tower Cranes, Trailers and Transport Systems, Rigging Gear and Related Technologies. While the major crane manufacturers will show as many as 10 cranes at its stands, we are just highlighting one crane per manufacturer.

For Americans attending Bauma, we have conveniently provided our Select Exhibitors list that highlights the stands that are likely the most significant to our sector of the construction equipment industry.

Also, if you are at Bauma, please stop by the KHL booth to meet our folks, enjoy a beverage or rest your feet. KHL will be located at B5.401.

LR 1300.2 SX

The Liebherr LR 1300 celebrates its 18th anniversary this year. At Bauma, Liebherr is presenting the 300-metric ton model for the first time as a battery-powered unplugged version with the advantages of zero emission. With the derrick counterweight, the applications for the new crane



WHAT: Bauma 2025

WHEN: April 7-13, 2025

WHERE: Trade Fair Center Messe München

<https://bauma.de/en/trade-fair>

Bauma is the world's leading event for construction machinery, building material machines, mining machines, construction vehicles and construction machinery. With an exhibition area of **614,000** square meters, it is the largest trade fair in the world. In 2025, the show is expected to host about **3,000** exhibitors from **60** countries and more than **495,000** visitors from more than **200** countries. Bauma is held every three years.

system are extended, Liebherr said. The crane also features a range of digital assistance systems and ground pressure reduction plates to ensure maximum safety during operation.

The LR 1300.2 SX unplugged is powered by a 438 kW electric motor and, depending on the application, can be operated for up to 13 hours without a mains connection. It has a 392 kWh battery. Subject to the available infrastructure on the jobsite, the complete battery-charging process lasts between 4.5 and 8.5 hours, Liebherr said.

For heavy lifting applications and long boom combinations, the lifting capacities of the LR 1300.2 SX unplugged can be improved by using the derrick equipment. Fine adjustment of the suspended counterweight is possible without an auxiliary crane. The new

The LR 1300.2 SX unplugged will be show with a 20-meter main boom and an adjustable 20-meter jib.





More than 500,000 visitors are expected to attend the Bauma 2025 tradeshow.

Bauma 2025 select exhibitors

Pertinent to the North American crane, rigging and specialized transport sector.

COMPANY	STAND NO.
AB Kranlyft	FS.1003/1
ABB	C2.413
Allison Transmission Europe	A4.301
AMCS Technologies	FS.1106/11
Arrowhead Winch	C4.527
Association of Equipment Manufacturers (AEM)	EOE.24
ATLAS	FM.713/2
AUTEC Srl	FM.808/14
BCS Cranecamera	FS.1002/4
Bigge Crane & Rigging	C4.625
Bosch Rexroth	A3.327
Combilift	FS.1003/4
Cometto <i>see Faymonville Distribution</i>	FN.718/7
Comansa	FS.1103/1
Cormach	FN.722/9
CRANEbee <i>see CRANIMAX GmbH</i>	C4.126
Cummins Ltd.	A4.338
Daimler Truck	B4.14
DANA INC.	A3.326
DOLL Fahrzeugbau	FN.721/12
Enerpac Tool Group	FS.1111/5
Euro Auctions	B5.211
F.B. F. Ili Butti	FS.902/2
FASSI Deutschland	FN.920/2
Faymonville Distribution	FN.718/7
FM GRU	FS.1002/2
Goldhofer	FN.819
Green Pin® <i>see Van Beest B.V.</i>	C4.237
Grove <i>see Manitowoc Crane Group Germany</i>	FS.1202/2
GRU DALBE	FS.1001/1
Gruas Saez	FS.1104/1
HBC-radiomatic	.708/5
Hendrickson USA	B4.435
HSC CRANES <i>see Sumitomo Heavy Industries Construction Cranes Co., Ltd.</i>	FS.903/1
Hyva Capital Equipment	FN.822/4
JASO	FS.1003/8
JMG Cranes	FS.1103/7
Kessler & Co.	A3.249
KHL Group <i>(parent company of American Cranes & Transport Magazine)</i>	B5.401
Kito Crosby	C4.439
Kobelco Construction Machinery	FN.1016/1
KROLL CRANES	FS.1002/8
LEBUS International Engineers	C4.138
LGH GmbH	C4.751
Liebherr-International	.810
Lifting Solutions Group	C4.548
Link-Belt Cranes	FS.903/1

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Grove GMK5150L-1e and GMK5150XLe

An “electric atmosphere” is expected at the Manitowoc/Grove stand. The company will launch its first ever plug-in hybrid all-terrain cranes – the Grove GMK5150L-1e and GMK5150XLe. The GMK5150XLe, similar to its sister model, features much of the technology introduced three years ago with the GMK4100L-2 hybrid concept was unveiled.

The new models feature the existing 150-ton capacity GMK5150L-1 and GMK5150XL cranes combined with a new, fully electrified superstructure resulting in more efficient, quiet and environmentally friendly lifting operations, Manitowoc said.

At the heart of the new cranes is a battery pack that enables a solid day's work as a taxi crane. With around 180 kWh of energy, the Grove Plug-in Hybrid cranes can easily carry out several daily tasks. What makes them especially versatile is their ability to charge the battery from the grid (either AC or DC power supplies) or a 170 kW generator integrated into the carrier. This allows charging while driving and reduces owner concerns about the availability of charging infrastructure. The cranes can even be operated while charging (providing there is infrastructure for this at the jobsite).

The battery pack enables approximately five hours of emissions-free lifting. When the crane is connected to the grid, crane operation can be extended to approximately 20 hours without compromising speed or capacity. This is more than enough functionality for a 150-ton taxi crane, and when the day's work is complete, the batteries are recharged while the crane is driven back to base, ready for the next working day.

With no significant changes to the driveline, the MEGATRAK independent suspension system with disc brakes is maintained. These models will feature the Crane Control System (CCS) with boom configurator mode and the flexible outrigger positioning system MAXbase.

crawler crane can be equipped with seven different boom configurations up to a maximum boom length of 169 meters.

The Crane Planner 2.0 lift planning software can be used to determine and simulate the perfect boom combination for the respective construction site requirements in advance.

Link-Belt 100|RT

Link-Belt Cranes will present a rough terrain crane, the 100|RT, and a hydraulic truck crane, the 120|HTLB.

The 100|RT has a five-section 47 meter full-power formed boom. A maximum tip height of 72.3 meters can be achieved. Power is from a Cummins diesel with a six

speed transmission. Tech includes Link-Belt Pulse 2.0 technology and the V-CALC capabilities.

The 100|RT features Link-Belt Pulse 2.0 technology, the company's versatile V-CALC capabilities and an ergonomic cab design. Paired with a high-strength steel upper frame, the 100|RT's winch design and ultrawide drums allow for a maximum winch line pull of 105.1 kilonewtons (23,632 pounds).

Tadano AC 5.250L-2

With its 259.2-foot-long main boom, the 5-axle Tadano AC 5.250L-2 is at the top of its class, Tadano said. The maximum main boom extension of 98.4 feet is also “best in class,” the company said, and all available main boom extensions from 19.0 to 98.4 feet are self-erecting. The available maximum system length of 357.6 feet makes the compact AC 5.250L-2 the ideal crane for urban applications, Tadano said. It is also ideally suited to the assembly of large tower cranes.

Like the basic AC 5.250-2 model, the “main boom long version” impresses with its ease of transport configurations. The crane with 10 x 6 drive can be moved on cost-effective 16-inch steel wheels on public roads while complying with the 26,500 pounds axle load limit with a considerable amount of equipment including a 32-tonne Vario hook block and outriggers with a total weight of less

Exhibitors

continued...

COMPANY	STAND NO.
LiuGong Machinery Europe	FN.718/3
Locatelli Crane	FS.1101/10
Maeda Mini Cranes <i>see AB Kranlyft</i>	FS.1003/1
Mammoet Merchandise	C5.201
MANITEX VALLA	FS.1203/1
Manitowoc Crane Group Germany GmbH	FS.1202
Moritsch Cranes	FS.902/6
Motec	A2.439
NBB Controls + Components	A2.103
Next Hydraulics	B4.330
Nooteboom Trailers	FN.720/10
Off Highway Research	B5.401
ORMIG	FS.1006/7
Paccar Winch Division	A3.413
Palfinger	FN.720/12
Perkins Engines Company	A4.336
pewag Austria	C4.536
PM OIL & STEEL	FS.1203/1
Potain <i>see Manitowoc Crane Group Germany GmbH</i>	FS.1202/2
PV-E Crane	FS.1002/4
RAD TORQUE SYSTEMS	A1.138
RAIMONDI CRANES	FS.903A/3
Rayco Wylie Systems	B5.337
Ritchie Bros	B5.402
Rope Watcher <i>see Lifting Solutions Group</i>	C4.548
Ropeblock	.808/15
RUD Ketten Rieger & Dietz Co. KG	FN.1019/5
SANY HEAVY INDUSTRY	FN.619
SCANIA CV	B4.120
Scanreco Germany	A2.141
SENNEBOGEN	.712
Spierings Mobile Cranes	FS.1002/1
Stafford Tower Cranes	FS.1103/5
Stellar Industries	FN.922/9
Stoneridge	A2.434
Sumitomo Heavy Industries Construction Cranes	FS.903/1
Tadano	FS.1205
TEICHMANN KRANE <i>see Ralf Teichmann GmbH</i>	C4.436
Tele Radio i Lysekil	A2.127
Teufelberger-Redaelli	C4.149
THIELE	B2.103
TII SCHEUERLE	FN.721/13
Trimble Germany	A2.437
TTControl	A3.550
Unic Cranes Europe	FS.1102/5
Van Beest	C4.237
Verope	
Vita Inclinata Technologies	FS.901/7
WireCo Germany	C4.215
WOLFFKRAN	FS.902/7
Zoomlion Heavy Industry	FS.905



The 100-ton capacity Link-Belt 100|RT features a five-section 40.6 to 155-foot full-power formed boom and a maximum tip height of 237 feet.



The new AC 5.250L-2 has the same drive as the AC 5.250-2. The Mercedes-Benz engine has a 530 hp output.

than 132,300 pounds, transport brackets for extensions and up to 550 pounds of equipment in the rear box.

In compliance with the 36,400 pounds axle load limit with a total weight of exactly 181,900 pounds, the AC 5.250L-2 can even be driven on public roads with a 10 x 8 drive on 16-inch steel wheels. It can not only carry a 35-ton hook block, outriggers and a 39.4 feet extension including transport brackets, but also 44,100 pounds of counterweight and up to 1,100 pounds of equipment in the rear box.

The AC 5.250L-2 can pick up its maximum counterweight of 176,400 pounds in three lifts: 109,300 pounds with a radius of up to 22.3 feet at a full radius of 360° and two 33,500 pounds with a radius of up to 42.7 feet divided into 22,050 and 11,500 pounds for hanging on the right and left of the basic package. If required, the counterweight can also be divided into smaller pieces.

Tadano has equipped the AC 5.250L-2 with the IC-1 Plus crane control system that determines the maximum load capacity of the crane in real time for each boom position depending on the slewing angle of the superstructure. The AC 5.250L-2's outriggers can be extended

Palfinger 880 TEC

Crane and materials handling equipment manufacturer Palfinger's lineup will be led by the PK 880 TEC loader crane which will make its world premiere. The latest Connected plus+ technology is one of its key features. Other highlights include the new P6 radio remote control and the EPU40 electric power unit that enables cranes to be operated in areas sensitive to combustion engine exhaust emissions and noise.

asymmetrically in five positions of 0, 25, 50, 75 and 100 percent.

The unique Surround View camera system is also available as an option for the Tadano AC 5.250L-2, making it easier for the crane operator to optimally position the crane on the construction site.

Jekko MAXX

Italian mini crane maker Jekko will show upgrades and updates to its most popular models as well as new connectivity solutions to offer smarter operation via telematics. Jekko will also demonstrate the MAXX – Mobile Assembly X-System



The Potain MR 309 features a jib that can be mounted horizontally in one or two parts to minimize space requirements during erection.

Ormig 15iE

Ormig will show its compact wheeled mobile cranes for heavy machinery relocations and industrial lifting. The range covers capacities from 15 to 100 metric tons. Versatility is a key feature where multiple counterweight configurations make the cranes suitable for a wider selection of jobs. Removable slabs allow the weight of the base machine to be reduced (to between 12.5 and 24 metric tons) for easier transport.



The compact Ormig 15iE pictured with a pallet fork and carriage attachment.

project that Construction Robotics of RWTH Aachen University has been working on with Jekko, Kuka and Fundermax. MAXX brings automation to jobsites.

TOWER CRANES

Comansa 6LC85

Comansa will introduce its latest innovation: the 6LC85 flat-top tower crane, a highly versatile and compact model designed for urban and confined workspaces.

The 6LC85 offers a maximum load capacity of 5 tons and a reach of 52.5 meters. There are multiple versions available: embedded, supported on bases of 3.2, 3.8 or 4.5 meters, or on top of travelling bases. The crane's standard mast size of 1.2 meters allows it to fit easily in very small areas. Its modular jib can be configured from 20 to 52.5 meters, with increments every 2.5 meters, providing maximum flexibility for various projects.

The crane features a minimum working radius of 1.7 meters and a counter jib radius of just 12.5 meters, making it ideal for congested job sites.

The 6LC85 is equipped with Comansa's compact head design, which integrates the slewing and hoist mechanisms, electric control panel and safety limiters into a single compact unit. Nearly all connections are pre-assembled, significantly reducing installation time.

Potain MR 309

Potain's MR 309 luffing jib crane will make its international trade show debut. The MR 309 was announced last year and is part of Potain's newest generation of luffing jib cranes.

Both the Potain MR 309 and its sister model, the MR 329, complete the latest generation of Potain luffing jib cranes. By integrating valuable customer feedback using Manitowoc's Voice of the Customer (VOC) process, Potain engineered several notable benefits into the cranes, including quicker and simpler crane assembly and an enhanced overall user experience.

The MR 309 delivers class-leading capabilities, offering maximum capacity variants of 16 t or 25 t; a 60-meter jib; and a tip capacity of 3.4 t. It features a 2 m mast section connecting to the crane's luffing section. There's up to 49.2 meters of free-standing height under pivot, and up to 4.3 t can be lifted at 55 meters. The crane effectively addresses the demand for a significantly reduced out-of-service

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radius (9.5 m to 12 m) and minimizes anchorage frame requirements. These enhancements help improve efficiency and productivity on high-rise and congested construction sites where oversailing is prohibited.

The MR 309 comes equipped with the Potain CONNECT telematics system, which uses a remote telematics platform to ensure higher uptime by enabling faster identification and resolution of issues. It also provides remote access to crane data for troubleshooting and fleet management, helping Potain customers get more from their machines.

61K fast-erecting

Visitors to the Liebherr stand will be able to see the revamped K series fast-erecting cranes. Performance is improved, controls are updated and there is a new operating system. There are four models with new intelligent operator assistance systems. Functions include swing-free lifting without pulling diagonally on the load. Semi-automated lifts can be set up for repetitive load cycles.

Stafford luffing cranes

Bauma will feature the debut of Stafford Tower Crane's new luffing cranes, a 20 metric ton model with 4 metric ton tip load, 60 meter jib and a new cabin. The

Wolff 8095 Compact

Building on the principle of "maximizing point-bearing capacity at full jib length," Wolffkran expands its Compact series with the introduction of the Wolff 8095 Compact. The first Wolff trolley jib crane in the 900 metric ton class comes in two options and features an automatically couplable double trolley.

The Wolff 8095 Compact is available in two variants: The two-fall model Wolff 8095.25, with a maximum lifting capacity of 25 tons and a peak load capacity of 10.5 tons (with Wolff Boost at an 80-meter jib length), and the convertible two- and four-fall model Wolff 8095.40, with a double, automatically couplable, and separable trolley and a maximum lifting capacity of 40 tons.

In four-fall operation, the crane can lift up to 40 tons with the double trolley and still achieve a lifting capacity of 7.8 tons at the top at maximum jib length (8.6 tons with Wolff Boost). If a higher point-bearing capacity is required, the trolley can be split at the push of a button. The advantage is that crane personnel no longer have to climb onto the jib to manually separate the trolley.



The Cometto MSP-E with power pack.

new range of luffing cranes starts with a 4 metric ton maximum load model and tops out with a 42 tonner with 70 meter jib and 5.8 metric ton tip load. The models from 4 up to 16 metric tons are all hydraulic and offer dual operation as either a flat top or a luffing crane. All Stafford cranes can be supplied with the company's Smart-Link' system.

TRAILERS AND TRANSPORT SYSTEMS

Cometto MSP-E

Faymonville will have 14 trailers on show. A highlight will be the CombiMax, shown as a PA-X version. Look out for a new Max Trailer as well. Also on show will be the Cometto Eco 500 as a two-axle module with an electric power pack. The

Cometto MSP-E will also be shown with an electric power pack unit. It is the only manufacturer to offer all three power pack types: diesel, battery, hybrid combination.

Goldhofer ra3-100

The Goldhofer RA 3-100 (4+7) on show at the exhibition is the ideal solution for the safe and efficient transportation of tower sections for the wind power industry. With a maximum payload of 100 tons and an impressive stroke of 2,000 mm, the RA 3-100 offers outstanding performance and flexibility. A chassis width of 2,950

>48

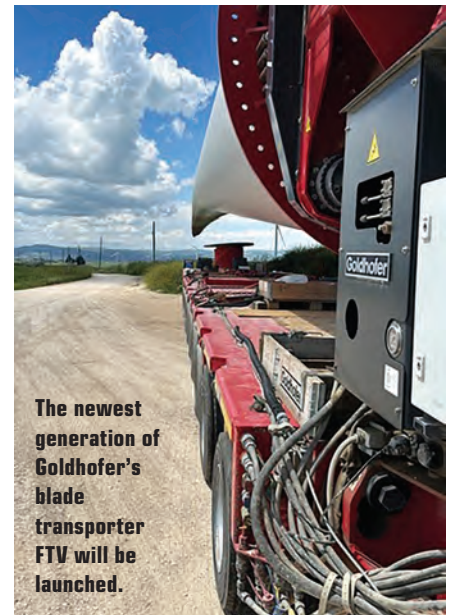
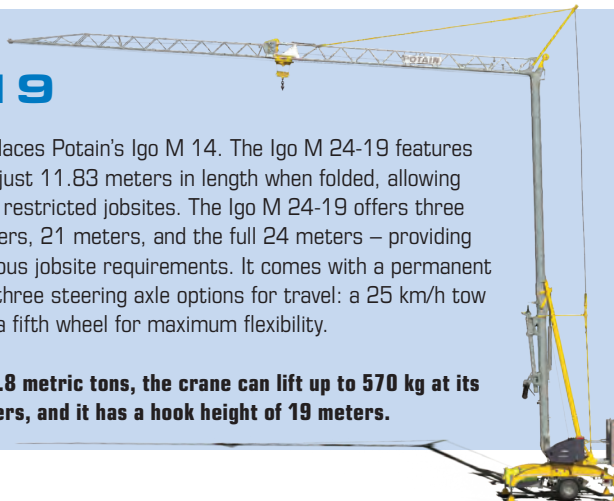


The Liebherr 61 K fast-erecting tower crane series has been revamped with more features.

Potain Igo M 24-19

Potain's new Igo M 24-19 replaces Potain's Igo M 14. The Igo M 24-19 features a compact design, measuring just 11.83 meters in length when folded, allowing it to easily access narrow and restricted jobsites. The Igo M 24-19 offers three jib configurations – 12.3 meters, 21 meters, and the full 24 meters – providing the versatility to adapt to various jobsite requirements. It comes with a permanent ballast installed and features three steering axle options for travel: a 25 km/h tow bar, an 80 km/h tow bar, and a fifth wheel for maximum flexibility.

With a maximum capacity of 1.8 metric tons, the crane can lift up to 570 kg at its maximum jib length of 24 meters, and it has a hook height of 19 meters.



The newest generation of Goldhofer's blade transporter FTV will be launched.



Scheuerle's K25 heavy duty modules.

Scheuerle K25

TII Scheuerle's K25 heavy-duty modules are the ideal and economically efficient choice for a wide range of demanding applications, according to the company. Depending on requirements, the system can be easily and cost-effectively adapted or expanded. In addition to the fully modular design of the series, the extensive range of accessories also contributes to its versatile usability.

In Munich, TII will be showcasing a combination comprising a four-axle module with drawbar and a four-axle split module. As a result, this makes it possible to combine the K25 into a 3-file combination in order to achieve vehicle widths of four to five meters and thus increased stability.

mm guarantees excellent lateral stability for maximum safety on the move. Air suspension axles ensure load-friendly transportation, while ergonomic operation and maintenance-friendly design make for easy handling and a high standard of reliability. For even safer and faster loading, Goldhofer uses a 4-point pick-up system with easy relocation of the clamping units.

RIGGING GEAR/ RELATED TECHNOLOGIES

AMCS Cam 61

Safety system specialist AMCS technologies will show its full range of crane operator aids and related technologies. The CAM 61 offers advanced features for crane surveillance. Mounted on the tower crane trolley, it gives comprehensive coverage on conventional or luffing tower cranes. There is high-definition image quality with a 36x optical and 16x digital zoom. Bluetooth enables remote control and real-time footage viewing on mobile devices.

The DCS 61-S zoning and anti-collision system, built to comply with European

standards EN17076 and EN14439, is compatible with all types of cranes. It now manages collision avoidance between tower cranes, mobile cranes (with telescopic booms and fixed jibs), gantry cranes and other machinery.

Enerpac OSSPET

Enerpac is launching a range of on-site self-propelled electric transporter (OSSPET) for loads up to 1,000 metric tons. The company will also demonstrate heavy lift systems, including JS-Series Jack up, the Cube Jack, the entry level ML40 Mini Lift Gantry and the higher capacity SBL 600 Super Boom Lift hydraulic gantry, plus a new wireless gantry controller.



Enerpac's self-propelled electric transporter.



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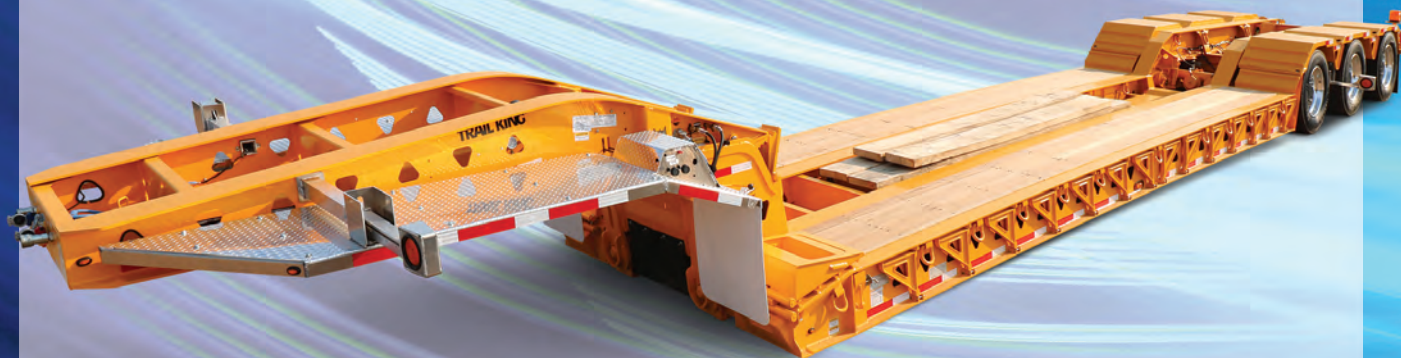
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A tunnel vision

Rigging a 120-foot vertical wind tunnel at the NASA Flight Dynamics Research

Facility required expert rigging and lifting strategies. By **D. Ann Shiffler**

Designed to support human exploration and science missions returning from the moon and Mars, the Flight Dynamics Research Facility in Hampton, VA has a 120-foot vertical wind tunnel at its core. The facility is designed to advance research and technology development

for a range of NASA missions including aeronautics, space exploration and scientific endeavors, and its mission includes the eventual exploration of Venus and Titan, Saturn's moon.

Located at NASA's Langley Research Center, the wind tunnel was lifted into place by crews from PSC Crane & Rigging,

using two of Modulift's MOD 50 spreader beams to create a 4-point lift.

"Our scope of work was to supply manpower, equipment and technical know-how to assemble all the wind tunnel equipment," said PSC Senior Estimating Manager Adam DeBrosse. "This included large fan assemblies, turning vane assemblies (for directing the air flow), flow screens, interior test cell and also supporting equipment within the test area."

For the contraction cone, PSC crews offloaded assembled on site, validated that the interior flow surface was smooth and within tolerance, secured the assembly, hoisted, set in place, aligned and anchored.

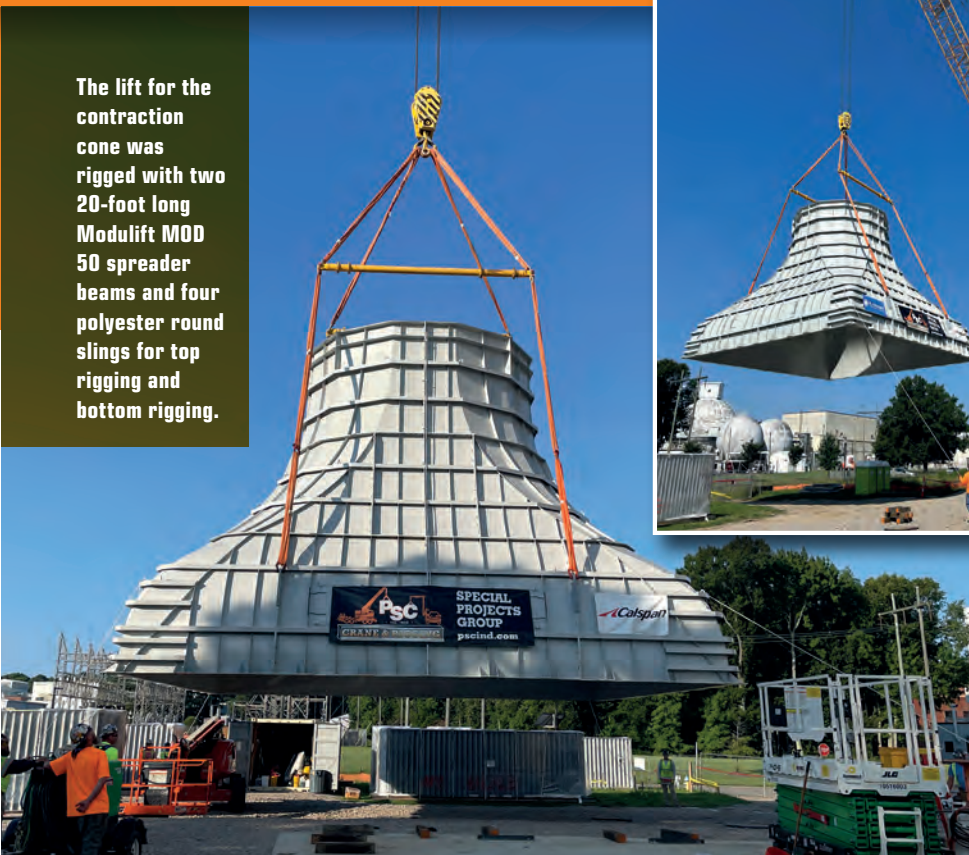
Multiple lifts

The project involved some 100 lifts, including test picks to assure crew safety and the well-being of the costly and fragile

Building a wind tunnel at the Flight Dynamics Research Facility in Hampton, VA required more than 100 lifts, including several test lifts.



The lift for the contraction cone was rigged with two 20-foot long Modulift MOD 50 spreader beams and four polyester round slings for top rigging and bottom rigging.



equipment. The centerpiece of the lifting tasks was that of the contraction cone, which required a test pick that was called off due to building tolerances. The piece

PSC Crane & Rigging used a Liebherr LR1300SX crawler rigged with 95 feet of main boom and 125 feet of luffing jib. The contraction cone weighed 70,000 pounds.



was trimmed and reset the same day.

The PSC team used a Liebherr LR1300SX crawler rigged with 95 feet of main boom and 125 feet of luffing jib. The weight of the contraction cone was 70,000 pounds. This section was rigged with two 20-foot long Modulift 50 spreader beams along with four polyester round slings for top rigging and four polyester round slings for bottom rigging.

"The challenges of the project as a whole were that the precast concrete building and the wind tunnel equipment assembly/ installation had to be 'timed' so that the wind tunnel equipment could be ready to install at key hold points in the pre cast erection, any delays by either party would plunge the other into downtime and delay," DeBrosse said. "Any deviation in tolerance would cause critical pieces to not easily be placed. Key structural members of the precast had to be left uncompleted until wind tunnel equipment was placed then additional members could be installed."

DeBrosse said the wind tunnel equipment was cold build sourced from suppliers around the globe without any preassembly prior to install. All fit and finish modifications had to be engineered and completed as they arose during this shared install window.

"Solutions had to be field managed while still being vetted and approved by the NASA construction team," he said. "Wind

The PSC team designed and built a custom halo rigging frame to pick the interior test cell structure and lower it down through the building and into position.

tunnel equipment such as the interior test cell was to be installed as a stick built service of panels, but to buy back time in the sequence, it was built as a single 12-sided panel

polygon. The interior test cell structure was not intrinsically designed to lift as one piece."

Custom halo rigging

PSC's rigging team calculated the loads being applied by the lifting points on the test cell, DeBrosse explained. The PSC team designed and built a custom halo rigging frame to pick the structure and lower it down through the building and into position.

The deployment of Modulift spreader beams in the construction of the NASA research facility shines a light on the lifting equipment used in pioneering projects such as this, according to Modulift Managing Director Sarah Spivey.

"Modulift is known for its iconic yellow spreader beams across the world, and has set the precedent for safety, efficiency and fast delivery in the global lifting industry," she said. "We are very proud to be part of this groundbreaking project."

Since the late 1930s, NASA researchers have used a 12-foot low speed tunnel and vertical spin tunnel. The new FDRF facility will have significantly greater capability than the two existing tunnels, while greatly reducing maintenance and operating costs. The research facility will enable NASA and industry partners to study the flow of air travelling around aerospace vehicles.

"What we're going to do with this facility is literally change the world," said Clayton Turner, director of NASA Langley Research Center. "The humble spirit of our researchers and this effort will allow us to reach for new heights, to reveal the unknown, for the betterment of humankind."

Founded in 1933 by Earl Sever, Sr., PSC Crane & Rigging is based in Piqua, OH. Founded in 2002, Modulift is based in Dorset, United Kingdom.

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Finding traction

Georgia's tort reform aims to curb nuclear verdicts and promote fairer litigation. **Joel Dandrea** discusses.

Tort reform has long been a point of contention in the legal and business communities, but the stakes have never been higher. Given what all of us in construction and transport know about nuclear verdicts at this point, any news that would suggest a disruption to the trend is not only welcome, but worth spreading.

Of note: Georgia Governor Brian Kemp recently unveiled a sweeping reform package aimed at curbing excessive damages and promoting transparency in

litigation. "The status quo is unacceptable and tort reform is desperately needed," Kemp stated as he introduced two significant bills in the General Assembly last month.

The proposed reforms focus on several key issues that have made Georgia a hotbed for massive verdicts. One of the most notable provisions would allow juries to consider whether a plaintiff was wearing a seatbelt at the time of an accident – a common-sense move, according to Kemp. "Allowing admission of seat belt evidence at trial may be used by the defense to mitigate damages, particularly where the plaintiff's failure to use this essential safety feature results in significantly worse injuries," his office noted.

Another critical component of the legislative package seeks to eliminate "phantom damages" – the practice of inflating medical expenses in personal injury cases to maximize settlements. Under the proposed law, plaintiffs would be required to present actual medical costs, rather than projected or exaggerated amounts – a move designed to curb runaway damages and ensure fairer compensation.

Question of fairness

Beyond direct financial damages, the proposed reforms also tackle procedural abuses. Currently, attorneys can manipulate case filings to seek jurisdictions that are more plaintiff-friendly, a practice known as "venue shopping." Kemp's plan aims to eliminate this by ensuring cases are filed where the incidents actually occurred. Additionally, it introduces safeguards to prevent attorneys from collecting multiple rounds of fees for the same lawsuit.

A separate but equally significant measure, the "Georgia Courts Access and Consumer Protection Act," takes aim at third-party litigation funding. This practice allows outside investors – sometimes foreign entities – to bankroll

lawsuits in exchange for a share of the settlement. While proponents argue this helps underfunded plaintiffs access justice, critics contend it distorts the legal system and prioritizes financial gain over fairness. The new bill seeks to ban hostile foreign adversaries from funding lawsuits and prevent predatory lending practices that exploit plaintiffs.

"Insurance is set up to make you whole, not to serve as a lottery ticket," said Georgia Lt. Gov. Burt Jones in a recent statement, reinforcing the sentiment that legal settlements should be about justice, not windfalls.

All told, across the country, states are grappling with similar issues. Businesses in high-risk industries are increasingly calling for legal frameworks that balance victim rights with corporate sustainability. Experts argue that while accountability for negligence is essential, unchecked nuclear verdicts can dismantle industries, eliminate jobs and drive essential services out of reach for consumers.

At the heart of the debate is the question of fairness. While personal injury lawyers argue that large verdicts are necessary to hold corporations accountable, industry leaders counter that the current system encourages jackpot justice rather than proportional compensation. The key, many say, is finding a middle ground – one that ensures legitimate claims are addressed without exposing businesses to potentially ruinous financial liability.

Looking ahead, Georgia's proposed legislation may serve as a blueprint for other states seeking to rein in excessive damages while maintaining fair access to justice. If successful, these reforms could provide a model for balancing consumer protection with economic sustainability, ensuring that businesses are not unfairly targeted by a system designed for accountability, not financial devastation. ■

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Examining the impact of EMR

In the world of crane operations and construction, safety is not just a regulatory obligation – it's a fundamental aspect of business survival. Companies invest heavily in training, oversight and safety programs to protect their workers and maintain operational efficiency.

Yet, despite these efforts, one number – Experience Modification Rate (EMR) – often dictates whether a company can even bid on a project. Intended as an insurance underwriting tool, EMR has evolved into a gatekeeper metric that can make or break a business.

EMR was designed by the insurance industry to assess a company's workers' compensation claims experience, with a baseline score of 1.0 representing the industry average. If a company's EMR is below 1.0, it is deemed safer than its peers; if it's above, it is perceived as riskier. Since insurance premiums are calculated based on this rating, a high EMR can significantly increase costs. However, many general contractors and project owners now use EMR as a primary qualification factor, often disqualifying companies with an EMR over 1.0 – regardless of the context behind that number.

"A recent discussion on EMR was held during SC&RA's Insurance & Risk Management Committee meeting at the January Board and Committee Meetings, and represents just one of many topics the committee addresses for member education," said SC&RA CEO Joel

Despite investing heavily in safety, many construction firms find themselves at the mercy of an outdated risk calculation.

Dandrea. "SC&RA's committees enable the Association to identify key advocacy and education priorities, like this, that warrant attention and ultimately help deliver direct benefits to our members."

Not a real-time indicator

Jeff Haynes, with USI Insurance Services, is a member of that committee, and acknowledged, "The problem is



Jeff Haynes,
USI Insurance Services

For crane or construction companies struggling with EMR, providing as much documentation and proof of overall safety efforts and culture is a recommended method of positioning oneself to challenge unfavorable numbers.



that EMR is not a real-time indicator of a company's safety culture or operational risk. It is calculated based on a three-year rolling average of claims data, meaning past incidents continue to affect a company's EMR long after safety improvements have been made."

For example, Haynes continued, a company could suffer a few costly claims due to external factors – such as an employee being hit by a negligent third-party driver – but still see its EMR increase, even though the incidents were



While many industry professionals utilize third-party compliance platforms like ISN and Avetta, industry insiders urge companies to put in the work to track and present their own safety data if and when the need arises.



Robert Moore,
Moore & Associates Law, LLC



beyond its control. “From a crane company’s perspective, EMR is critical, but this delayed reflection of past claims creates an inaccurate snapshot of current safety performance.”

Compounding the issue, third-party compliance platforms like ISN and Avetta manage contractor prequalification for major companies, requiring businesses to submit extensive documentation. These platforms act as middlemen, determining whether a company meets a client’s safety standards. However, their process is often rigid, failing to consider variances or the broader context behind an EMR score.

In some cases, companies with excellent safety cultures find themselves red-flagged simply because of statistical anomalies in their claims history.

“This inconsistency leaves contractors with few options,” Haynes pointed out. “If a company’s EMR rises above 1.0, securing a variance from a general contractor becomes a daunting process requiring detailed explanations, mitigation plans and sometimes even personal meetings with decision-makers.”

Control the narrative

As the industry continues to evolve, many experts argue that a more comprehensive

approach – including TRIR (Total Recordable Incident Rate), DART (Days Away, Restricted, or Transferred) and other leading indicators – should be considered in contractor evaluations. Additionally, technological advancements, including AI-driven safety analysis and real-time claims monitoring, could offer a more accurate and fair assessment of risk.

For crane and construction companies, understanding EMR and its implications is crucial. More importantly, pushing for a more holistic evaluation process – one that considers safety investments, training and real-time performance – may be the key to ensuring that businesses are judged not by an outdated number, but by their actual commitment to safety.

That said, Robert Moore, with Moore & Associates Law, LLC, and also a member of SC&RA’s Insurance & Risk Management Committee, pointed out that construction professionals throughout the industry should remember that

EMR doesn’t account for fault. “An employer may not be at fault at all, but still must pay under the workers’ compensation system,” he explained. “For instance, if an employee ignores company safety rules and gets hurt, the employer still carries the financial burden – and that affects EMR. It’s just not an accurate reflection of a company’s safety record.”

This disconnect between reality and calculation has led to growing frustration among crane and construction professionals, many of whom are looking for better ways to represent their safety culture beyond EMR. Haynes suggested that insurance brokers can help by auditing and verifying EMR data for inaccuracies.

“You can’t change NCCI’s [National Council on Compensation Insurance] calculation, but as a broker, you can scrub the data to ensure payroll figures are correct and verify that all claims actually belong to the company,” he indicated. “If errors are found, they can request a recalculation from NCCI.”

Moore added that one way companies are fighting back against an unfavorable EMR is by meticulously documenting their own safety performance. “Keeping accurate and detailed records of incidents – especially those where the company was not at fault – is crucial,” he said. “If you can show clients that certain claims had nothing to do with your company’s safety practices, you can offset a bad EMR.”

Another important strategy is tracking commercial general liability (CGL) claims alongside workers’ compensation claims. “If you can demonstrate zero losses on your CGL policy over multiple years, that reinforces the argument that your EMR isn’t an accurate reflection of your actual safety culture,” Moore noted. “That’s something we’ve used successfully in conversations with clients.”

Haynes agreed that companies need to take control of their own narrative. “ISN and Avetta rely on checkboxes rather than a nuanced safety assessment. Companies have to put in the work to track and present their safety data rather than relying on third-party systems to do it for them.”

The full story

Looking ahead, both Haynes and Moore see room for improvement in how EMR is used. “ISN and Avetta’s clients are realizing that they’re boxing out good, safe companies based solely on EMR,” Haynes emphasized. “I expect alternative evaluation methods will emerge, allowing contractors to demonstrate safety beyond a single metric. The current approach eliminates qualified companies based on a narrow and outdated calculation, and some are beginning to recognize the flaws in the system and look for better ways to evaluate safety. The industry needs a broader set of criteria beyond EMR, such as loss-time rates and CAB scores, to provide a more accurate picture of a company’s safety culture.”

Moore believes that artificial intelligence and advanced data analytics could also play a role. “AI has the potential to identify trends in safety culture that EMR calculations miss,” he said. “But at the end of the day, a true safety culture has to come from leadership. AI might help with tracking data, but it won’t replace a strong top-down commitment to safety.”

Narrow the focus

For now, according to both men, companies navigating EMR challenges should focus on what they can control: record-keeping, transparency and advocating for a more comprehensive view of safety. “If you’re struggling with EMR, look at your data, analyze trends and take proactive steps to prevent future incidents,” Moore advised. “The more documentation and proof you have of your safety efforts, the better positioned you’ll be to challenge a number that doesn’t tell the full story.”

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Chris Mikolay discusses what weather can teach you about insurance.

Pricing paradox



Quick! Name something more exasperating than an insurance price increase after several years of excellent loss experience.

Yes, insurance can be a frustrating product. It's also frequently misunderstood. I posit that much of this misunderstanding stems from the fact that insurance pricing is fundamentally different from nearly every other product or service on the planet. Interestingly, there IS another frustrating phenomenon, in the form of snow and sleet, that can provide helpful insight into the unusual nature of insurance.

Imagine this

Imagine that you own and operate a

thriving lawn care and landscaping company. However, imagine that you also live in a Midwestern city that sits on one of the Great Lakes. As such, you experience all four seasons, and as winter approaches and the first snowflakes begin to fall, you equip your landscaping trucks with snowplows, providing essential snow removal services for your community. This strategic adaptation not only ensures year-round revenue but also keeps your team employed.

As part of your snow removal service, you offer residential customers the option to pay a flat fee, in advance, for unlimited driveway plowing whenever it snows 2 inches or more. However, this proposition presents a perennial pricing problem: what should you charge for a season's worth of unlimited driveway plowing?

To determine your pricing, you first analyze your fixed costs, including rent and equipment payments. Then you analyze your variable costs such as labor, gas, and salt usage, which all fluctuate significantly based on snowfall frequency. To help establish your

price you research historical snowfall frequency per season and then, your historic fixed and variable costs to calculate each season's "cost per push."

Your calculations reveal that your historical average cost per push is \$15, plowing an average of 15 times per customer each season. Hence, your breakeven point is \$225 (\$15/push x 15 pushes). After factoring in profit margins and competitive pricing pressures, you decide to set your unlimited contract at \$350 for the season.

Reality of unpredictability

Fast forward to winter. You secure 50 residential customers at your unlimited \$350 seasonal plow price. However, it turns out that this particular winter is unusually warm, with only five notable snowfalls. After accounting for fixed and variable expenses, each push costs you \$20, totaling \$100 per customer for the season. Since you charged your customers \$350 for an unlimited contract, your profit amounts to \$12,500 (\$250 profit/customer x 50 customers).

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THE AUTHOR

Chris Mikolay is senior vice president for National Interstate Insurance Company based in Richfield, OH. National Interstate Insurance is rated "A+" (Superior) by A.M. Best.



Elated by your success, you treat yourself to a Caribbean cruise and dream about becoming the Snowplow King of the Midwest.

Soon enough, the following landscaping season comes to an end and again winter quickly approaches. Before, you can offer your flat fee for residential plowing, a longtime customer expresses outrage upon discovering a competitor offering unlimited plowing for just \$250. This is a stark contrast to the \$350 that customer paid you last year despite minimal snowfall. Even with your attempts to explain the variability of costs and market conditions, the customer demands a price reduction or threatens to switch services.

In response to this pressure, you start to make some calculations. While you're worried that gas prices and driver pay are consistently on the rise, you are worried about losing business to this new competitor and decide to reduce your Unlimited Snow Removal price to \$275 for the upcoming winter season. Though you were hoping for another mild winter, the next season brings relentless blizzards: you average 25

plows per driveway at a cost of \$625 per customer for the season. Now instead of enjoying another vacation, you find yourself applying for part-time jobs to make ends meet.

Insurance parallel

Like a seasonal snowplow service, insurance will always face this same unusual pricing conundrum. Worse, it will continue to frustrate insurance buyers who have significant exposure to loss but excellent loss experience and who don't understand why their renewal pricing does not automatically reflect it.

Fortunately, unlike a relatively inexpensive snowplow contract, if your company has six or seven figures of insurance expense annually, there are things you can do to better manage this cost.

1 CHOOSE AN EXPERT BROKER:

Select an insurance broker who understands the intricacies of your exposures and who can articulate numerous ways in which to protect your assets. A great broker will have a good understanding of, and access to, risk financing options like captives and large

deductibles that take advantage of the mathematical law of large numbers.

2 SPECIALIZED CARRIERS:

Choose insurance carriers that specialize in your business. Claims expertise, or lack thereof, can make or break your operation, so find a carrier that has proven to be an ally to its policyholders during challenging losses. Additionally, if you are with a specialist in your industry, take advantage of loss control services designed to help you avoid claims before they occur.

3 EXPLORE RISK FINANCING OPTIONS:

If you "walk the talk" when it comes to safety, then over time your claims frequency should reflect it. Investigate customized risk financing options that allow you to be rewarded for excellent loss history. Explore options that allow you to better control cost of risk over a 5-year horizon rather than trying to jump from carrier to carrier in search of the "cheapest" option. Not all insurance is created equal, and you tend to get what you pay for.

When it comes to big time insurance, it's far better to be prepared than to simply pray for a warm winter. ■

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In the crane and rigging industry, compliance with OSHA regulations is non-negotiable. But for leading employers, compliance isn't the ceiling—it's the floor. While OSHA mandates that crane operators be certified, other critical roles, such as signalpersons, riggers and lift directors, only require personnel to be "qualified." This leaves room for interpretation and potential safety gaps on job sites. Nationally accredited certification, independent of training, offers a standardized benchmark that ensures personnel meet the highest industry standards. For employers, investing in certification isn't just about compliance – it's about protecting their people, reputation and bottom line.

A competitive advantage

One of the most significant benefits of certification is that it provides a consistent, industry-recognized standard for evaluating skills and knowledge. Unlike employer-led qualification programs, which vary widely, third-party accredited certification ensures that all certified personnel have passed rigorous written and practical exams aligned with national standards. This eliminates uncertainty about whether employees are truly qualified and gives employers confidence that their workforce meets the same high standards as top industry competitors.

Employers who rely on uncertified workers for roles like rigging and signaling take on unnecessary risk. A single miscalculation by an unqualified signalperson or rigger can lead to catastrophic consequences, including dropped loads, equipment damage, serious injury, or worse. The latest ASME B30 standards already require riggers to pass both written and practical exams, and future revisions are expected to apply the same standard to signalpersons. Proactive employers who implement certification now stay ahead of evolving regulations while strengthening workplace safety. As one certificant recently noted, "CCO certification made me more aware of rigging limits and configurations – things I didn't even think about before."

Employer trust

Beyond compliance and safety, certification builds trust – both internally and externally. Certified personnel are often viewed as more reliable, disciplined and knowledgeable. Employers that require certification signal to clients, contractors and insurance providers

Certification ensures that workers meet a consistent national standard.



Benefit beyond compliance

Discussing the significant value of CCO certification.

that they prioritize high standards. In contrast, relying on non-certified personnel can create doubt about a company's commitment to safety and professionalism.

Surveyed employers recognized the difference. One employer shared, "We previously used another certification, but we found CCO operators had a far better understanding of safety and industry standards. Now all of our operators must be CCO-certified."

Risk mitigation

From a financial standpoint, certification serves as a risk-mitigation tool. Employers with certified personnel often see lower accident rates, which can translate to reduced workers' compensation claims and insurance premiums. OSHA's compliance directive mentions the role of the lift director 41 times, underscoring its significance in safe crane operations. Yet, many job sites still place unqualified individuals in this position. Employers who mandate lift director certification

demonstrate a proactive commitment to risk management, protecting themselves from costly legal and regulatory consequences.

Certified personnel don't just work safer, they work smarter. Certified signalpersons and riggers can communicate more effectively with crane operators, reducing downtime caused by miscommunications or improper load handling. When everyone on-site is speaking the same technical language and following the same best practices, operations run more smoothly, deadlines are met, and overall productivity increases.

Strengthened workforce

While certification is required for crane operators, employers should strongly consider expanding their certification requirements to other roles such as signalpersons, riggers and lift directors. Doing so enhances safety, reduces liability, improves efficiency and ensures that all workers meet a consistent, nationally recognized standard.



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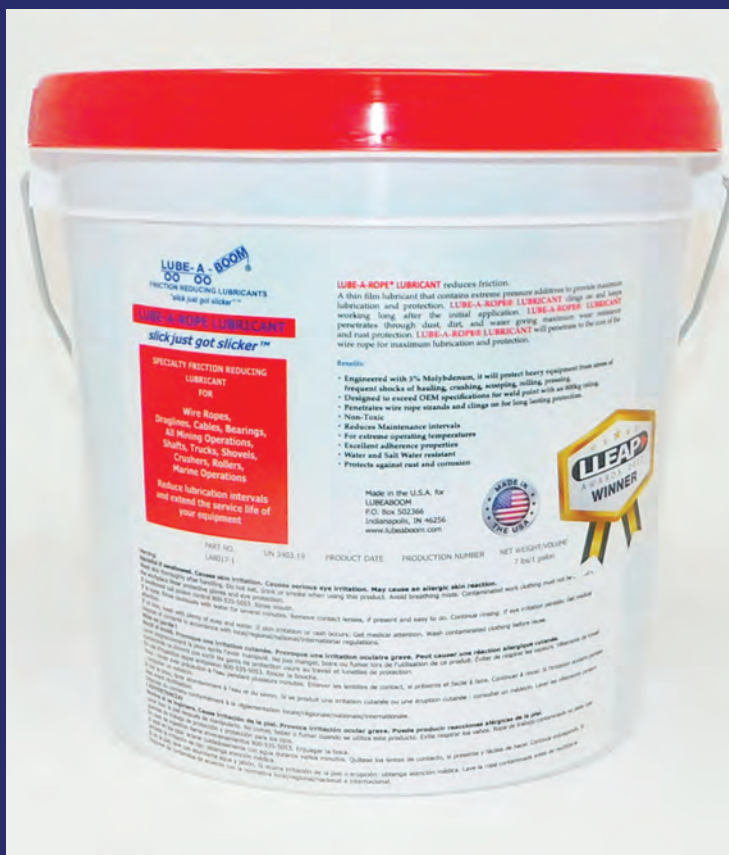
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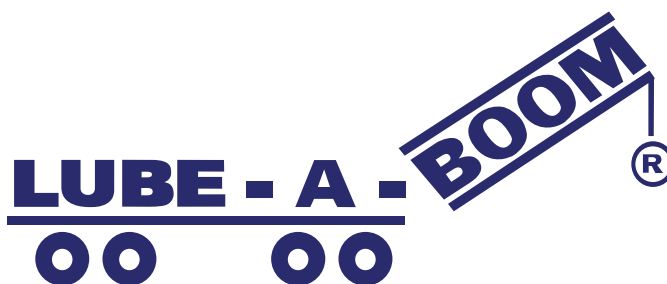


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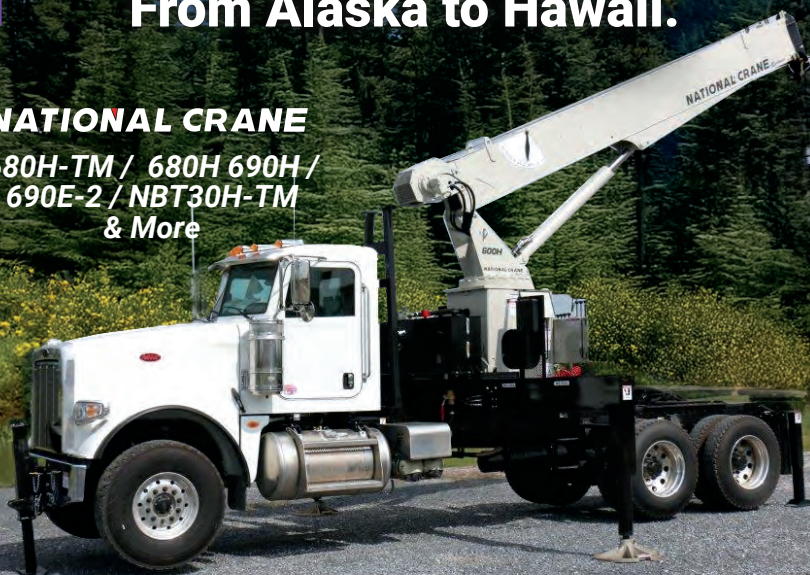
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Liebherr USA welcomes new managing director

Liebherr USA, Company has appointed Hirohito Imakoji as its new managing director. Imakoji will oversee strategic planning and the execution of growth strategies across all corporate, finance and administrative functions integrated within Liebherr USA's shared services. He joins the executive management team alongside Kai Friedrich, managing director and divisional director of earthmoving and material handling technology.

"I am honored to join the team at Liebherr USA, Company," said Imakoji.



Hirohito Imakoji

"The United States is one of Liebherr's most important markets, and we are committed to strengthening our operations nationwide to

better support our partners and provide the best solutions to our customers."

Imakoji brings more than 17 years of experience within the Liebherr Group. His journey with the company began as an intern at Liebherr-Werk Nenzing in 2004, transitioning to a full-time role in 2007. His career has led him around the globe, with key positions at Liebherr-Hong Kong in 2010, Liebherr-Sunderland Works in 2011, and most recently, as managing director of finance and administration at Liebherr-Electronics and Drives from 2017 to 2024. ■



■ **ALI LAWTON** has started a new position as product manager AWP at **Palfinger AG**. Lawton spent

the last seven years holding a variety of marketing and product specialist positions for Manitex International.

■ **ANDREW STALTER** has joined the **Morrow Equipment** team as business development manager.



■ **The Caldwell Group** has named another regional RUD sales manager – **BRIAN SOCHOCKI** – who

will oversee the eastern region. Sochocki will be primarily focused on the RUD line, which includes slings, hoist rings and lifting points, further raising the U.S. profile of a range of rigging products.

DICA expands leadership team

DICA, a provider of engineered outrigger pads, crane pads and ground protection products, has named Matt Sargent as chief financial officer and integrator and John "Pinky" Jansen as director of marketing.

"These additions to our leadership team mark an exciting new era for DICA," said Kris Koberg, CEO of DICA. "As we continue to expand our product lines, our focus remains

on delivering innovative ground support solutions for our customers. Matt and Pinky are strategically positioned to help DICA advance our capabilities and ensure we meet the safety and productivity needs of the industries we serve."

Sargent has a strong background in financial leadership, strategic planning, operational finance and business integration. Before joining DICA, he served as



Matt Sargent



John "Pinky" Jansen

CFO for multiple companies, managing large-scale financial operations, securing significant government incentives and leading mergers and acquisitions.

Jansen brings extensive expertise in branding, omnichannel marketing and strategic growth initiatives. He has led marketing teams across the entertainment, B2B and industrial sectors.

Since 2017, Jansen gained experience serving the crane and rigging industry through various roles at Industrial Training International, now a division of Interplay Learning, where he helped drive brand growth. ■

Elkins named manager of major accounts

Link-Belt Cranes has announced the promotion of Brian Elkins to manager of major accounts, effective March 1, 2025. With a career spanning over a decade at Link-Belt, Elkins brings a wealth of experience in both



Brian Elkins

manufacturing and distribution to his new role, Link-Belt said. Elkins began his journey with Link-Belt in 2011 as a cost accountant. His was quickly propelled into the marketing department in 2014, where he served as a rough terrain

crane product specialist. In 2018, he broadened his industry knowledge by relocating to Portland, OR to become the crane manager for Triad Machinery, a Link-Belt Cranes-owned dealership. Returning to Link-Belt in 2021, Elkins took on the role of product manager for rough terrain cranes and most

recently served as product manager for crawler cranes.

"Brian's work experience in both the manufacturing and distribution sides of the business uniquely qualifies him to provide tremendous value to our major account customers," said Gary Lane, manager, North American sales. ■



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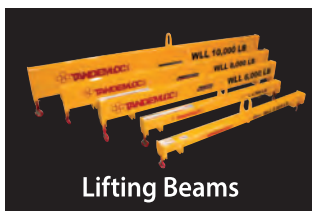
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