

The magazine for the crane, lifting and transport industry

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INTERVIEW

Maxim Crane Works CEO Paul McDonnell

TO ENTRE !

INDUSTRY FORUM Finance

p44

PRODUCT FOCUS
Tower cranes

Tower cranes

North America's top specialized

transportation

companies

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IRANSPORT50



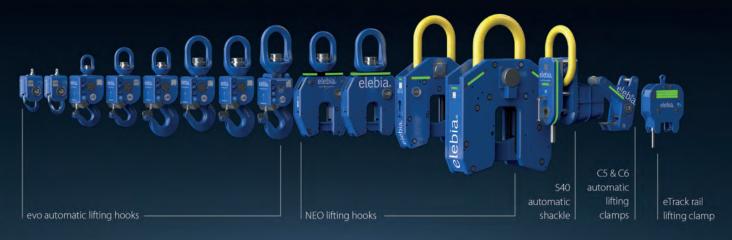
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Challenges and changes

ll in all, 2023 was a strong year for the crane, rigging and specialized transportation sector. I base this assessment on many things – from the people we talked to covering ConExpo and other industry events, the growth we've seen in our toplists, and the interviews we've done with key stakeholders all year long.

The year started out with predictions of a looming recession. Then the talk turned to "soft landing." To calm inflation, interest rates have risen steadily and there are some challenging economic issues to navigate, to say the least. While supply chain issues have lessened, there are economic issues that are concerning. And the looming recession talk is still out there. At press time, inflation had receded again, giving hope that another interest rate hike won't happen soon.

The two wars raging in Europe are also a constant concern. It's not out of the question that we will be dealing with economic setbacks in 2024. In the January 2024 issue, we are looking forward to an economic forecast written by Off-Highway Research Managing Director Chris Slight.

Since he was named CEO of Maxim Crane Works in 2021, we've been asking Paul McDonnell to participate in our Q&A interview. We finally made it happen in this issue. McDonnell's answers to our questions are candid and interesting.

Another very interesting article in this issue is our Finance Forum that was convened by Hannah Sundermeyer. The panel of five finance executives surmised that the state of the industry is resilient, despite tight credit and higher interest rates. Right now, the market is hard to predict.

Several OEMs took to the skies with new tower cranes this year, and trailer technologies are evolving. Our Product Focus Tower Cranes and our Technology Report Heavy Haul Trailers cover these product sectors. This issue also features our 18th annual

ACTTRANSPORT50 top list of North America's top specialized transport companies. Ever-evolving, this list features the who's who of specialized transport. A lot of conclusions about

the industry can be drawn from this list as well. Suffice it to say the specialized transportation sector is strong and getting stronger.

In this issue, we also cover textile lashing chains, engineered rigging and a recent heavy haul into Mexico.

We are hoping to hear from you in 2024. Tell us what's going on with your people, jobs and equipment. And on behalf of our entire ACT team, we wish you a wonderful holiday season and Happy New Year!

D.ANN SLAYTON SHIFFLER

Editor

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EDITOR'S LETTER









ACTTRANSPORT50 ACTSPECIALIZED LIFTING50















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Since 1995, the NBIS leadership team has helped drive regulatory change across the crane, rigging, concrete pump, and specialized transportation landscape by serving on the ASME B30.5, ASME B30.27, and trade association committees.



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Omega Morgan moved a 500,000pound, fully assembled Hitachi mine shovel using 10 lines of K25 SPMT. Don't miss our Transport 50 top list starting on page 29.



















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- () **Palfinger** reported its highest revenue ever for the first three quarters of 2023. The Austrian loader crane. aerial work platform and material handling equipment manufacturer posted revenue of \$1,910.3 million, up 13.8 percent on the \$1,678.8 million for the same period of 2022.
 - Landstar System was recognized as a 2023 "Top Company for Women to Work For in Transportation" by Redefining the Road magazine.
 - Roborigger and Greenfield Products have formed a partnership for the exclusive distribution of Roborigger load orientation devices in North America. Roborigger is an Australia-based company.
 - Morrow Equipment has opened their newest district office in Nashville, TN. "As part of our continued planned growth and expansion, Nashville was the perfect location for us to expand and be part of the community," said Peter Juhren, president and COO.

Barnhart purchases Bollmeier Crane

arnhart Crane and Rigging has acquired Bollmeier Crane, of Madison, IL, including its operated crane rental service,

all equipment and associated personnel. The purchase marks Barnhart's second acquisition of a crane company in the St. Louis metro area this



Barnhart Crane and Rigging has completed its second acquisition of a crane company in the St. Louis metro area this year.

year, following the company's purchase of Taylor Crane Rental in May.

"Together with our earlier addition of Taylor Crane Rental, bringing Bollmeier Crane into the Barnhart family solidifies our presence in the Midwest and gives our customers throughout Missouri, Illinois, Indiana, Iowa and Kentucky even better service and more options than ever before," said Dan Webb, regional director, Barnhart.

Founded in 1985, Bollmeier Crane has a reputation for quality crane rental service in the St. Louis area and throughout much of central Missouri and south-central

EGI partners with CraneWorks

Equity Group Investments (EGI), a private investment firm, has invested in CraneWorks, a dealer of new and used truck-mounted and mobile cranes. EGI is partnering with CraneWorks' co-founders and senior management who will continue to lead the business and retain an ownership stake.

The partnership provides

strategic support and a source of additional capital for greenfield expansion and acquisitions for the organization. EGI president Mark Sotir, managing director Rahul Sen and vice president Faizan Kabir, will join the CraneWorks board of directors, alongside cofounders David Collis and Keith Ayers.

"With more than 20 years in

operation, CraneWorks is wellestablished in the industry and has excelled under David and Keith's leadership," said Sotir. "EGI has a proven track record of successfully scaling businesses, and this alignment offers an exciting opportunity to partner with CraneWorks through its next phase of growth."

Terms were not disclosed.

Mazzella acquires Midco Companies

Mazzella Companies has completed the acquisition of Midco Companies. This acquisition further strengthens Mazzella's footprint in Texas and the Gulf Coast region and reinforces Mazzella's commitment to be a single source for wire rope and rigging products, engineered lifting solutions, overhead cranes and inspection and training services, the company said.

Midco is a full-service rigging supplier of slings, wire rope, chain, fall protection devices, hoists, blocks and sheaves and tie-down accessories. Midco Companies will operate as Mazzella Midco. Terms of the deal were not disclosed.

"Midco's offerings naturally complement Mazzella's wide range of rigging products and service offerings," said Matt Mazzella, president,

Mazzella. "Both companies are committed to partnering with the best suppliers in the industry, delivering products made from the highest quality materials and sharing our expertise when it comes to safety and compliance in overhead lifting."

Mazzella will serve the heavy lifting needs of customers throughout Texas, Oklahoma, New Mexico, Arkansas and Louisiana.





Wolffkran orders 10 Load Navigators

Following announcement of a distribution agreement two months ago, Vita industrial will supply ten units of its Load Navigator to Wolffkran. The Vital Load Navigator is designed to enable shorter lift cycle times, increase efficiency with faster and more accurate load placement, and minimize downtime from had weather

Caleb Carr, CEO at Vita industrial parent company Vita Inclinata Technologies, said, "Our collaboration with Wolffkran has exceeded our expectations, and we are excited to witness the rapid adoption of Vita Load Navigator technology. Together, we are empowering construction professionals with innovative solutions that will drive industry advancements for years to come."

Potain unveils new self-erecting line

otain has launched a new self-erecting crane, the Evy 30-23 4.4-ton. The Evy 30-23 4 t is engineered for residential building construction of up to three stories in height. The crane offers a simple setup procedure and requires less manual operation than similar cranes. It boasts a 4.4-ton maximum capacity and 1.1ton capacity from the tip of its 98.4-foot jib, enabling precise handling of heavy loads within an extensive radius.

"At Potain, we are driven to deliver innovative solutions that empower our customers," said Rémi Deporte, product manager for self-erecting cranes at Potain. "The



Evy 30-23 4 t represents a significant milestone in our commitment to efficiency and ease of use in the construction industry."

Variable jib positions of 10, 20 or 30 degrees deliver an 115-foot maximum height under hook with a 30-degree raised jib. The jib can also be hydraulically folded so that it is just 49.2 feet long and can be shortened to 79 feet if required. It includes a three-phase power system and permanent four-fall reeving.

The Evy 30-23 4 t is equipped with the CCS Crane Control System, Smart Set-up, Power Control and Drive Control. ■

AGEDI honors SC&RA's 75th anniversary

SC&RA's Director of Membership Jason Bell attended the Association of Industrial Cranes, Equipment and Devices' 8th International Congress of Industrial Cranes in Mexico. AGEDI represents the industrial crane sector in the country. AGEDI's Board President, Fernando Bravo, presented SC&RA with an award honoring its 75th anniversary which was accepted by Bell.

"We are honored to work with AGEDI because they share our vision of education and networking amongst supporting partners," Bell said. "They have extended a warm welcome and we appreciate being a member of 'una gran famila AGEDI' now and in the future.



Also highlighted at the event was the ongoing work between SC&RA and AGEDI with translation of SC&RA material into Spanish to aid in best practices and safety.



First GT-1200XL-2 in Canada

The Myshak Group has purchased the first GT-1200XL-2 truck crane in Canada. It will be operated by Myshak Crane & Rigging. Myshak helped with the design of the crane for the Canadian market. The GT-1200XL-2 features a 5-section 167.3-foot main boom and a 33.1-foot/58.1-foot bi-fold iib.

"We are thrilled to have Tadano back in the

Pictured from left: Tadano's Justin Andrews and Louis Francescutti; Myshak's Mike Lavoie, Devin Grenier, Jeremy Sparks and Steve Kopp; and Tadano's Ken Butz. Canadian truck crane market," the company said. "The GT-1200XL-2 fits into a great space in our fleet, and we believe our customers will see this product as an ideal taxi crane."

Featuring low axle weights, a narrow transport width and a long boom, Tadano truck cranes can get special permitting for transport.

"The Myshak family and Tadano have enjoyed a strong and successful partnership for many years," said Ken Butz, Tadano vice president of sales. "They have proudly represented the Tadano brand in western Canada by building an extensive fleet of Tadano cranes."

ALL purchases 43 crane

package

he ALL Family of Companies has ordered 43 additional pieces of equipment from Link-Belt Cranes. Six months ago, ALL also completed the purchase of a 20-crane package from Link-Belt. Cranes from this second, larger order are expected to be delivered throughout 2024.

The package includes rough terrain cranes, telescopic crawlers, lattice boom crawlers and hydraulic truck cranes in capacities ranging from 55 tons to 250-tons. The package is highlighted by 13 telecrawlers, including

New equipment is expected to be deployed across the markets of steel erection, general contracting, pipeline work and other applications.

three 250-ton TCC-2500s, strengthening ALL's hand in a category in which they already hold dominance. In addition, 10 traditional midrange capacity crawlers have been added along with eight truck cranes, which bolster the company's taxi-crane fleet. Finally, 12 rough terrain cranes, from 160-tons to 65-tons, have also been added. "The package is further

to continuous investment and offering the most modern fleet to our customers," said Steve Freckmann, general manager of Dawes Rigging & Crane

evidence of ALL's commitment

Rental, a member of the ALL Family of Companies. "Adding 63 units in a year's time affords our customers greater flexibility and choice - in all of our regions."



New Tadano all-terrain crane

Following the announcement of Tadano's new five-axle AC 5.250-2 250 metric ton all-terrain crane at Bauma in October 2022, the crane is now ready to go with some extra features, the company said.

In its subsequent final

development phase in the year since then Tadano has added features it says constitute "a significant upgrade to the AC 5.250-2, particularly in the area of safety."

Close teamwork between engineers at the Lauf and Zweibrücken factories in

Germany was key in the new five axle AT's development.

"This kind of teamwork enabled us to take full advantage of and combine all the know-how and expertise from both our locations," said Peter Kleinhans, Tadano project manager.

The cranes will be used for both bare and operated rentals, and be strategically positioned at locations across the U.S.

Maxim unveils crane remanufacturing project

Maxim Crane Works has launched a multi-year project to remanufacture 14 of its Manitowoc 2250 crawler cranes. The company is working with Manitowoc and its EnCore business to overhaul the cranes, which will then be redeployed to its rental fleet across the country. The work is initially being carried out at MGX Equipment Services facilities in Belle Chasse and Birmingham, AL.

"The rental market for crawler cranes is being driven by the 300-ton capacity class," said Larry Lis, vice president of fleet, Maxim Crane Works. "We're seeing work building data centers, warehouses for major e-commerce sites and petrochemical plants, along with taking on large projects in infrastructure, renewable energies and more."

The EnCore remanufacturing project will continue through 2026, with 3-4 Manitowoc 2250s being remanufactured at a time. Lis said the plan could be expanded and more cranes cycled through, should the need arise.



Lifting capacity is 10 to 15 percent higher in many areas of the chart and, in some configurations, is 30 percent higher than the previous best in class, the manufacturer said.

With its 230-foot (70 meter) boom fully extended it will lift 16 tons (14.5 tonnes) at a radius of 79 feet (24 meters). At a 138-foot (42 meter) radius with the boom extended to 154-feet (47 meters), the new crane lifts 16 tons.





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Learn more about Tadano GTC telescopic boom crawler cranes at https://info.tadanoamericas.com/GTC-Product-Line-2023

Excellent expo

ACT presents a pictorial overview of the Utility Expo.



Jim Glazer stands by the vintage Highreach Mater, which commemorated Elliott Equipment's 75th anniversary.

> HBC-Radiomatic's team > opened the show with smiles.

he Utility Expo in Louisville, KY was a resounding success. Some 21,000 utility construction folks attended. Several companies that

cater to the crane, rigging and specialized transportation sector exhibited, including

> makers of cranes, trailers, rigging gear, operator aids and related services. Here are a few pics snapped by ACT Editor D.Ann Shiffler.

> > The Paccar > Winch team showed off the new TRS Synthetic Rope from BRADEN.



The Bigfoot team showing off its crane mats and pads.

< Mark Blankenship and Chester Nowak at the WireCo stand.



Manitowoc > showed off its **National boom** trucks and its **Grove GHC85** telecrawler.



The Custom One Source and Load King product team were front and center.



Altec had among the largest displays at the show.



The Utility Expo was held September 26-28 in Louisville, KY.



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As the show opened Scanreco's team stood ready to go.

OVEMBER-DECEMBER 2023 ACT

















Across the board

pon setting foot in the Omni Oklahoma City, the energy at the SC&RA Crane & Rigging Workshop was palpable. With impressive event attendance, a sold-out Exhibit Center and a record number of first time attendees, the 2023 Workshop was a roaring success. In fact, SC&RA revealed to ACT that following a survey distributed to attendees, an overwhelming 93 percent of respondents suggested they would attend the 2024 Crane & Rigging Workshop in Glendale, AZ September 24-26.

"The Workshop met the projected attendee goal," said Jeremy Landry, chair of the Crane & Rigging Workshop, and vice president, Deep South Crane & Rigging. "This was clear by the well-attended committee meetings and large

Hannah Sundermeyer recaps the busy 2023 SC&RA

Crane & Rigging Workshop in Oklahoma City.

gatherings at the nightly receptions."

Whether it was in the jam-packed First Timer's session, or even just passing in the hallways between meetings, the strong turnout was very noticeable.

Opening the door

Attendees were treated to a variety of speakers and breakout sessions, covering

a wide range of topics across the industry. Topics included tower crane assembly/ disassembly, wire rope inspection, safety and regulatory changes, rigging with heavy lifting and strand jacks, lift planning trends, insurance, certification and much more. Two sessions this year, the "Power Panel on Utilizing New Crane & Rigging Technologies" and "Straight from the Manufacturers Mouth" were well attended and thought-provoking.

Ken Butz, North American vice president of sales, Tadano America; Kevin Blaney,



Panels
and focus
groups
kept
attendees
engaged.



NEW MEMBERS

FIRST TIMERS

INTERNATIONAL

NE & RIGGING WORKSHOP REVIEW



vice president, North America crawler crane sales, The Manitowoc Company; Pierre Bilgeri, divisional director of mobile and crawler cranes, Liebherr USA; and

Bill Stramer, senior vice president of marketing, sales and customer support, Link-Belt Cranes, were a part of the manufacturer's panel, discussing industry trends and new equipment.

Randa Fernandes, director of operations and customer experience, WrightPlan; Patrick Witte, director of development, A1A Software; Casey Savlov, EVP industrial, Vita Inclinata Technologies;

and Wayne Wille, business development manager, technology solutions, Kito Crosby, talked all things technology as they explored the latest in safety, workflow and productivity software.

The keynote session "Be the Leading Indicator: Cracking the Code on Mental Health," also brought attention to taking care of both yourself and your team, on a psychological level.

"I was excited to hear what the manufacturers had to say about key issues facing the industry such as supply chain and price sustainability," added Landry. "The keynote speaker, Josh Rizzo, had some very powerful insight into mental health and offered some coping mechanisms. I believe he opened the door on a tough topic and hopefully made it easier to talk about."

At the conclusion of every session, the

speakers were met with engaging questions offered up by the audience, and conversations often trickled from the meeting rooms into the networking sessions.

"The keynote and breakout sessions allowed me to network with industry decision makers and discuss risk management, safety practices and more," said Troy Geisler, VP sales and marketing, Talbert Manufacturing. "Our team enjoyed the opportunity to discuss emerging trends and learn more about what other manufacturers have in mind for the year ahead."

Event highlights

"This year's Crane & Rigging Workshop was a great event," said Scott Bragg, president of SC&RA. "Attendance was high, and all our committee meetings were

The Workshop attracted a record number of first time attendees.

interactive and engaging."

The Workshop kicked off with a Kito Crosby factory tour at its Tulsa plant. Attendees were treated to a behind-the-scenes look at the manufacturing facility as they explored the plant through a variety of educational and hands-on stations.

The sold-out Exhibit Center featured 82 companies and was a great event for networking and showcasing equipment and technology. As attendees perused the booths of manufacturers, service providers, suppliers, insurance companies and more, there were plenty of opportunities to connect. Also well attended were the SC&RA's important business meetings, including the Tower Crane Committee; Safety, Education and Training Committee; Labor Committee; and the Governing Committee, where there were in-depth discussions about trends, issues and regulations.

"I know every attendee learned something from the Workshop and I hope everyone got a chance to network with others in the industry," concluded Landry.

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SCAN TO LEARN MORE

The right tool

Hannah Sundermeyer

travelled to the Lone Star State to check out the latest offerings from the Enerpac Tool Center.

ust outside of Houston in Deer Park, TX, attendees of Enerpac Customer Experience Days were treated to live product demonstrations and personal tours of the on-site training and testing facility. Eighty-three attendees filtered through to meet with the Enerpac team and learn more about their line of industrial tools, industrial moving equipment and heavy lift equipment.

"The people that attended the event were more targeted than last year," said Theresa Hietpas, commercial marketing manager, Enerpac. "Most of them came with a project/situation or product that required our products."

ACT was also invited to come check

out the latest equipment and technology at the Enerpac Tool Center, including a

new compact, battery powered pump and customizable tool kits. Other popular equipment from the company was on display, including the infamous yellow hydraulic gantries and sliding systems.

"This year we changed the flow of traffic and gave people the opportunity to learn more about our new products, our innovation and gather feedback," Hietpas added. "We did our best to cover all product lines and innovation for the future."

Dinner cruise

As the sun began to set on the scenic Kemah Boardwalk, attendees and

> customers were treated to a dinner





cruise and given the opportunity to continue to network with members of the Enerpac team.

"The boat cruise was something new this year to thank our customers," said Hietpas. "It turned out to be a great addition to the event and allowed for interaction with our customers outside of work. We had a great customer turnout, and everyone seemed to have a good time."

Planning for 2024

The Enerpac team is already planning for 2024, brainstorming ideas to make the event even better, every single year.

"Attending the Enerpac event was a great chance to see the innovation and improvement that Enerpac continues to bring to the industry," said attendee Aaron Orsak, regional manager, Lifting Gear Hire. "Meeting the Enerpac team and hearing their fervor for continual development in their products was also a confidence boost for me as a customer. Not to mention, the excellence the whole event was put on with."



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Embracing change in load securement

s a company specializing in transporting and lifting heavy loads since 1939, load securement stands as a cornerstone of our operations. It's not just about moving goods, it's about moving them safely, efficiently and in compliance with the stringent regulations set by the Department of Transportation (DOT). As the Transportation Projects Manager at Bay Crane, I am and have been on the front lines of this effort, and I can attest to the constant pursuit of innovation in our company and our field of endeavor.

I can also confirm that folks in our industry are often a bit more resistant to change than in some other fields. I attribute part of this adherence to the status quo to the immense safety concerns and capital equipment protection responsibilities that are part of everyday life for most of us. Traditions, wellestablished methodologies and time-tested equipment are the linchpins of our trade. Yet, every so often, an innovation comes along that challenges these entrenched practices and prompts us to reconsider the tools we rely on.

I first heard about Doleco USA's DoNova PowerLash Textile Lashing Chain while serving a previous employer. The owner had shown us an advertisement for the product because he thought it was novel. It wasn't a good fit for that company at the

Bay Crane's Jesse Krum discusses his company's experience with textile chains and load binders.

time, but the concept of this textile chain made an impression, and it stuck with me.

These chains appeared to be both strong and lightweight. The patented Dyneema fiber the chains are made of is UV-resistant, chemical-resistant and has less stretch than steel chain. Dyneema's ultra-high-molecular-weight polyethylene (UHMWPE) material is 15 times stronger than steel by weight, and when made into chain, up to 85 percent lighter. So lightweight, it was said to be able to float on water.

They were stronger with a load rating that surpasses steel, a traditional favorite in our industry. For a comparative picture, Doleco's textile chains had a working load limit (WLL) of 22,000 pounds, whereas most of the steel chains we'd been accustomed to were Grade 70 with a load rating of around 11,300 pounds. A 20-foot length of the textile chain weighed



The Dyneema fiber the chains are made of is UV-resistant, chemical-resistant and has less stretch than steel chain.

Then compare that to 1/2-inch Grade 70 steel chain with clevis hooks at 57.5 pounds. When the numbers were laid out, the benefits became undeniable.

Knowledge is power

Fast-forward, and now I'm at Bay Crane and I handle all the oversize permits for our cranes and trucks, and I help a lot with our other branches with any of the bigger cargo transportation projects they have going on.

So in 2022 we've got what we call a super load, which is anything 160 feet long, 16 feet wide, 16 feet tall or 200,000-plus pounds. In this case, we had to

haul a 762,000-pound generator for General Electric - a remarkable load if I do

NOVEMBER-DECEMBER 2023 ACT 19



THE AUTHOR

As Transportation Projects Manager for Bay Crane, Jesse L. Krum is a seasoned expert in the heavy haul and oversize transport industry.

Krum has amassed specialized experience in permitting loads across the U.S. and Canada, super load and project freight management and coordinating law enforcement and civilian escorts nationwide. Beyond his logistical prowess, Krum possesses a keen understanding of fabrication and mechanics and has an eye for detail when it comes to load placement, securement and over-height routing.



RIGGING MATTERS

say so myself. This cargo, combined with the trucks and trailer, amounted to a total weight of 1.1 million pounds.

As I was doing the math and realizing how many chains we needed, it was just absurd. I knew we had to get something with a higher rating. We were looking into our rigging gear to see what kind of steel cables we had, and it still didn't seem feasible because I didn't think DOT would like the rigging configuration. Then I remembered Doleco's textile chain.

Before going out and buying the textile chain, I ran the idea past the New York State Troopers that were going to do the inspection, and to my joy, they were familiar with Doleco's product. They said that in 2018, the Commercial Vehicle Safety Administration (CVSA) had released a bulletin giving them guidelines and approving the use of the DoNova PowerLash Textile Lashing Chain. The official guidance gave us the confidence to decide to invest in the textile chain, which are more expensive than steel chains.

My next step was to reach out to Doleco USA. I spoke directly with Ralph Abato, president and managing director. I told him that we needed 18 20-foot DoNova textile chains and 18 matching load binders all with a WLL of 22,000.

Ralph was happy to help and because Doleco keeps the bulk chain in its inventory, all they had to do was cut the chains to length. I sent one of our staff members to collect the order within just a couple of days, and we immediately put it to use securing the 762,000-pound generator. In the end, it was a total home run.

Fewer touchpoints

In one of our subsequent projects, we transported four bridge girders into the Bronx for the Union Port Bridge project. These 90-foot girders were for a drawbridge and were fully painted. The textile chains' fiber composition meant that we didn't have to resort to using padding or other forms of protective layers, saving us both time and resources.

The flexibility these chains offer, especially in situations with limited anchoring locations, is another major benefit. In some scenarios, we would have needed up to 70 steel chains for certain projects, but with textile chains, that number was reduced considerably. This adaptability and increased load rating drastically change how we approach securing loads, particularly when DOT regulations come into play regarding the



The increased load rating of the textile chains can drastically change how haulers approach securing loads, particularly when DOT regulations come into play regarding the number of chains and where they can be anchored.

number of chains and where they can be anchored.

Doleco has also developed DoNova PowerLash Textile Lashing Chains and Binders with an astronomical 44,000pound WLL. We haven't purchased them yet, because I'm looking for the right project to come along, but this means we could use half of the number of textile chains and binders.

To put this in perspective, Doleco's 30/10 textile chain and load binder with a WLL of 44,000 in a 20-foot length weighs 14.8 pounds (21.2 pounds with clevis hooks). Compare that to 5/8-inch Grade 80 steel chain with clevis hooks and a WLL of 15,800 pounds and you have a 20-foot chain weighing 84.6 pounds. As an example, with just four of those Doleco textile chains and binders, we could have secured that 176,000-pound super load I highlighted earlier.

One of the things that initially struck me was how our associates responded when they picked up the first textile chains we brought back. They had flexible links that were twisted for added strength, and when handling the textile chains,

The lightweight nature of the textile chain can make some apprehensive because they think it should weigh more or feel like it needs more substance.

their lightweight nature was immediately evident. Some of them were apprehensive, because they thought it should weigh more or feel like it had more substance and others just stood there in disbelief.

It's the kind of technological marvel that reminds me of a quote from Arthur C. Clark: "Any sufficiently advanced technology is indistinguishable from magic."

Abato from Doleco USA aptly described the textile chain material as a "state-of-the-

Today, some folks would prefer to use it on every job, but we utilize it selectively, where it makes the most sense. Others still worry about DOT accepting it even though it's all documented in the bulletin.

I learned about these textile chains through a basic conversation, not exactly the most effective way of communicating in this day and age. I wrote this article, because our industry doesn't have time to wait for groundbreaking technologies like this to slowly filter out.

While some in our industry may be hesitant to change – a natural human inclination - the advantages of this technology are hard to ignore. DOT's acceptance and the real-world outcomes we've experienced are testament to the product's efficacy. I've seen firsthand its resilience, even in the most challenging conditions.

As the landscape of our industry changes and evolves, embracing advancements is not just a choice; it's an imperative. It's about optimizing operations, enhancing safety and ensuring that we're offering the best to our clients and our teams. If textile chains aren't part of the future of heavyhaul securement, I don't know what is. The future beckons, and for some it will be stronger, lighter and more efficient than ever before.



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LOW LOAD ANGLE



Paul McDonnell has zeroed in on strategies that are making a difference at Maxim Crane Works. D.Ann Shiffler reports.



wo years ago, Paul McDonnell was named CEO of Maxim Crane Works, the largest crane rental company in North America. His appointment was a signal that new strategies were ahead for Maxim.

A veteran of the specialty equipment industry, McDonnell started out as an entrepreneur with D&E Steel Plate Rentals, which operated in the underground construction, trench safety equipment and supplies space. It was acquired by United Rentals in 1999, and McDonnell stayed on, spending the next 20 years progressing through the rental company giant and ultimately influencing significant change.

"I helped to build out the specialty rental segment, which included a portfolio of equipment and services, including fluid solutions, trench safety, power and HVAC, industrial tools and onsite services," he said of his role as executive vice president and chief commercial officer.

When the opportunity to lead Maxim Crane was presented to him, he was intrigued.

"I found myself excited to have the chance to lead the largest coast-to-coast crane rental company in North America," he said. "Cranes were the next step in the specialty rental category, so coming to Maxim offered a new and exciting challenge."

New concepts

In his two years at the helm of Maxim, McDonnell has elevated Maxim's visibility in the crane realm. He attends top crane industry events, and Maxim's marketing and digital presence has experienced a renaissance.

McDonnell also has initiated concepts that are relatively new to the crane rental sector. "I think the crane sector can take a step forward relative to other industries and leverage benchmarking, data and analytics to help capitalize on the long-term demand driven by the unprecedented infrastructure and industrial manufacturing investments," he said. "I worked with Rouse Analytics at United Rentals to develop general and specialty

rental industry benchmarks. Rouse's transformational impact on the industry enabled rental companies to measure their people's and assets' performance more effectively, resulting in improved profitability."

He said that Rouse is making progress in the crane space, and the more information available to Rouse for benchmarking, the better the overall crane sector will perform.

I think you will be interested in McDonnell's answers to our questions. He has changed the way Maxim does business, and the proof is in the pudding – the company is expecting to post its best year ever in 2023.

YOU WERE NAMED CEO OF MAXIM IN DECEMBER 2021. HOW DO YOU CHARACTERIZE THE COMPANY TWO YEARS LATER?

It has been a transformational 24 months at Maxim Crane. When I started, we laid out a straightforward strategy focusing on safety, investing in our people, profitable growth, fully integrating the company



with Maxim

and becoming "One Maxim" across the country, and aligning our fleet strategy with our customer strategy to better meet the needs of our customers in the industries and geographies they serve.

Safety is a core value for Maxim. It is in our DNA. And it is the highest priority of every employee, every single day. Making sure that employees and customers go home safely to their families is nonnegotiable. We worked hard to improve our already strong safety record, resulting in positive momentum in our safety metrics.

One of my favorite areas of change has been our organizational capabilities and, more specifically, investing in our people. There is no doubt, in my humble opinion, that Maxim has incredible talent and expertise in the industry, and we wanted to foster entrepreneurial freedom within our branch network. To a large degree, we promoted from within, helping employees develop new skills to meet the needs of the business, and we created new pathways for professional development in the industry.

As we look forward, we want to continue enriching our employees' lives and empower them to grow professionally. We are on the right path to building a robust employee development program.

We remain focused on profitable growth from a financial performance perspective. When I joined Maxim, this meant moving beyond the traditional unit volume metrics and required us to dig deeper into the business and identify the opportunities to grow margin while investing for future growth. The team's hard work has shown up in spades, as we have delivered record financial performance in the first three quarters of 2023. We are on track to have the best financial year in the company's history.

Over the years, we have acquired some fantastic companies. When I arrived, we had an opportunity to better integrate the legacy companies we acquired and bring all our branches under a "One Maxim" umbrella to begin unlocking the benefits of scale. Further, we invested in the brand in 2023 and elevated Maxim under the

new tagline, "Rise With Us." We see this new tagline and branding as an invitation to customers, employees, prospective employees and vendors to help us elevate the business and each other while achieving professional and financial goals.

We established an operational excellence department that standardizes and brings consistency to branch operations nationwide. Our approach to implementing operational excellence was through a proven, effective and long-standing program called 5S. 5S, which stands for Sort, Set in Order, Shine, Standardize, Sustain, has been adopted in many industries and has been proven to help companies create safer, organized and more efficient workplaces.

Finally, to drive profitable growth, we knew we had to focus on our fleet and align our assets to meet the demand of our customers in three key verticals: building, industrial and infrastructure. Our aging fleet needed a refresh, so we strengthened our organizational capability by establishing a new fleet



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SPAIN Huarte +34 948 33 50 20 sales@comansa.con department. We began selling off older assets to fund the purchase of a new crane and support fleet, which we've been doing for about a year and a half. Last year was a record year for capital investment in the fleet, as is 2023, resulting in more than 180 new cranes and 444 new support units added to our fleet in the last 24 months.

WHAT WERE YOUR SHORT-TERM GOALS?

Short-term, we focused on five key areas: safety, profitable growth, operational excellence, commercial excellence and employee development. Maxim has always had a strong safety record, and we looked to continue optimizing our safety metrics to ensure our employees and customers went home safely to their families every day. We doubled down on the things that were working and made new investments. For example, we partnered with Samsara, a leading fleet telematics provider, to outfit our entire fleet with their innovative tools, which are positively impacting our safety and environmental metrics.

Profitable growth was also a high priority. We focused on identifying opportunities to improve margin, whether that was better-managing maintenance costs through our fleet refresh, growth opportunities within our strategic and national customer segments or improving safety; we took a deep dive into the business to build a sustainable plan of profitable growth, resulting in the record financial results we've seen in 2023.

Establishing an operational excellence department that standardizes and brings consistency to branch operations nationwide was also a short-term goal. By introducing the 5S methodology, we've created safer, better organized and more efficient workplaces.

To align with the customer strategy, we also had to ensure our sales organization and fleet strategy aligned to meet our customers in the industries and geographies they serve. We established the fleet team and immediately began investing in the crane and support fleet. We understood that we needed a diverse fleet of "fungible" assets, allowing us to be more versatile as we deploy the right crane in the right place at the right time. Pairing our expert in-house engineers with these more versatile applications allows us to be a one-stop shop and provide more creative engineering solutions.

WHAT ABOUT THE LONG-TERM?

Over the long term, we will continue to transform Maxim through more



Team development

Maxim CEO Paul McDonnell has focused much of his time on "getting the right people in the right seats across the company."

This included promoting more than 70 employees, elevating critical leadership to new strategic positions in the company and recruiting new team members from the outside to meet specific needs, he said.

"We have established seven regional vice presidents supported by six regional sales and marketing directors, all sourced internally. We established a new fleet management team headed by long-time Maxim leader Larry Lis. We reorganized our crawler division, again by promoting within, appointing Mike Bernardy to vice president. We established Dennis Collins as the operational excellence leader, who heads up the deployment of the 5S methodology across our branches. We elevated our digital and marketing presence by promoting Nick Oldfield to vice president of digital and marketing."

McDonnell looked outside for critical leadership roles, naming Rebecca Bolchalk as chief human resources officer and Dave Reed as vice president of information technology. More recently, Maxim realigned its tower division under the leadership of Matt Hyden.

integration across the network to unlock the benefits of scale. We aim to influence change in the sector through organic growth and additional strategic M&A.

HISTORICALLY, MAXIM'S GROWTH HAS BEEN THROUGH AN AGGRESSIVE MERGER AND ACQUISITION STRATEGY. DO YOU ANTICIPATE FUTURE M&A ACTIVITY?

We constantly evaluate growth opportunities, including organic and M&A activity. When considering a strategic acquisition, we ask ourselves: Is this deal financially attractive? Does this acquisition align with our customer strategy? Culturally, is the acquisition a good match? Through this filter, we start to consider if a deal makes sense.

HOW DO YOU CHARACTERIZE THE CURRENT MARKET FOR CRANE RENTAL IN THE U.S.?

It truly feels like an unprecedented time in the market for crane rental, as we are

tracking broad-based growth across our key verticals of infrastructure and industrial manufacturing through 2027. Driven by significant investment from the private sector and federal expenditures such as the CHIPS Act and the Investment & Jobs Act, the five-year projection for construction demand, specifically crane rental, is strong.

ARE SOME MARKETS MORE ROBUST THAN OTHERS?

We see substantial opportunities for growth across the verticals we support. In the mid-term, we see growth in infrastructure and industrial manufacturing investments, including mega-projects in the semiconductor and battery space. In my 30 years in the industry, I've never seen the incremental investments we see in our backlog. The new mega-project volume is off the charts, and we believe we are well-positioned

to serve customers on those projects. In Phoenix, for example, we are supporting one of the most significant investments in semiconductor manufacturing on two jobsites, including using our flagship crawler crane, the Manitowoc 31000, to meet the unique requirements of a project with that size and scope.

Like everyone, we watch how inflation, supply chain and other issues impact different market sectors and more significant projects. Still, we feel confident that we are focused on supporting our customers in the industries they serve.

HOW DO YOU CHARACTERIZE THE USED CRANE MARKET?

We think the stars have aligned for us in the used equipment market. As we all continue to experience lingering issues with the supply chain, we see the same issues driving the used equipment market. Used asset values are up, which aligns nicely with our plan to sell and reinvest in new cranes and support fleet assets. We believe we have one of the largest inventories of used cranes and support equipment in North America, if not the world.

In support of our used equipment sales strategy, we launched a new digital platform in 2022 called Maxim Marketplace, our exclusive online marketplace for used equipment sales. This robust tool is an extension of MaximCrane.com and is a social sales digital platform designed to connect the Maxim brand and used equipment sales team members with our target customers. We believe it is an excellent time to introduce used equipment sales as a line of business at Maxim Crane.

WHILE YOU HAVE BEEN IN THE EQUIPMENT INDUSTRY FOR MOST OF YOUR PROFESSIONAL LIFE, THE CRANE SECTOR IS A DIFFERENT ANIMAL. AFTER TWO YEARS, WHAT HAS BEEN YOUR EXPERIENCE?

The people in the crane industry are incredible. It's a close-knit community, and I felt welcome from day one. Despite being in the specialty equipment rental business for more than 25 years, I felt like I was coming into a new, exclusive group of professionals with a ton of passion for the crane industry, the machines and each other. I am proud to be a part of this tight-knit industry.

Every action we take today transforms

Maxim, and I believe can help influence positive change in the crane industry.

HOW DO YOU ENVISION MAXIM IN 5, 10 OR EVEN 20 YEARS FROM NOW?

Every action we take today transforms Maxim, and I believe can help influence positive change in the crane industry. As we move forward, I see Maxim becoming a larger company. I see it being more profitable. It will have one of the largest and freshest fleets in the industry. It will set the standards for industry safety. But most of all, it will be a place where our people are incredibly proud to work, and people want to come and do their careerbest work. As our new tagline suggests, we invite customers, employees and the industry to "Rise With Us" and participate in this transformational journey.



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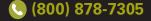




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fter two years of charting growth, the 2023

ACTTRANSPORT**50**

has seen a bit of a retraction in total fleet size. The cause for this dip can be attributed to a sell off of tractor/ trucks over the past year. Other indexes of the ACTTRANSPORT50 show growth, including number of employees, number of specialized trailers and the overall capacity of

TOP 10 ACTTRANSPORT50

BY 1	TOTA	L CAPACITY OF FLEET	
	2023 Rank	COMPANY NAME	TOTAL CAPACITY US TONS
1	3	All Erection & Crane Rental	101,825
2	1	Landstar Transportation Logistics	90,740
3	2	Daseke	87,469
4	11	Mammoet North America	83,263
5	7	Barnhart Crane & Rigging	71,293
6	4	ATS Specialized	61,356
7	5	Maxim Crane Works	56,207
R	6	Rennett Motor Express	49.955

the ACTTRANSPORT50, which is up to 2,061,188 from 1,171,807 in 2022. Growth in the

ACTTRANSPORT**50** has been modest this year. The specialized transport sector appears to have

2021 2022 2023 TOTAL FLEET SIZE 53.471 53.949 55.239 **TOTAL CAPACITY** 1,244,376 1,171,807 2,061,188 **NUMBER OF TRUCK/TRACTORS** 22,943 23,963 24,677 **NUMBER OF EMPLOYEES** 29,864 29,809 32,548 **NUMBER OF TERMINALS** 2,312 2,228 2,239 **NUMBER OF MODULAR/** 8,141 8,591 9,080 HYDRAULIC PLATFORM TRAILERS/ **DOLLIES IN FLEET** CAPACITY OF MODULAR/ 428.712 429.301 437,851 HYDRAULIC PLATFORM TRAILERS/ tons tons tons **DOLLIES IN FLEET** NUMBER OF SPECIALIZED 22.564 23.050 23,024 TRAILERS (INCLUDING ALL MULTI-**AXLE UNITS) IN FLEET** TOTAL CAPACITY OF SPECIALIZED 817,018 759.555 773,734 TRAILERS (INCLUDING ALL MULTItons tons tons AXLE UNITS) IN FLEET

10

Emmert International

HWH Transport

39.822

37,250

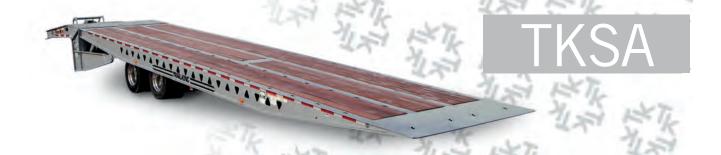
2023	2022			# OF	SCOPE OF	# OF	
RANK	RANK	COMPANY NAME	CITY STATE	TERMINALS	OPERATION		SENIOR CONTACT
1	1	Landstar Transportation Logistics	Jacksonville, FL	1,400	International	1,449	Rusty Cody, vice president, heavy specialized services
2	2	Daseke Inc.	Addison, TX	109	International	4,608	Scott Hoppe, COO
3	5	ALL Family of Companies	Independence, OH	33	International	1,600	Michael L. Liptak, president
4	3	ATS Specialized	St. Cloud, MN	11	International	1,562	Lyle Jankee, vice president/
	Ü	ATO Opecialized	50. Glodd, 14114		moornational	1,002	general manager
5	4	Maxim Crane Works	Wilder, KY	53	National	2,866	Paul McDonnell, CEO
6	6	Bennett Motor Express	McDonough, GA	170	International	300	David Lowry, CEO
7	7	Barnhart Crane & Rigging	Memphis, TN	59	National	1,700	Alan Barnhart, CEO
8	8	Combined Transport	Central Point, OR	1	International	627	Michael S. Card, president
9	10	Deep South Crane & Rigging	Baton Rouge, LA	7	International	700	Mitch Landry, president
10	NEW	HWH Transport	Tampa, FL	8	Regional	65	Clint Smith, general manager
11	12	Mammoet North America	Rosharon, TX	21	International	1,500	John Halfweeg, managing director
=12	13	ML Crane Group *	Albuqueque, NM	10	National	510	Dave Matz, president
=12	14	Transport Bellemare International	Trois-Rivieres, Quebec City, Canada	7	International	680	Jean-Luc Bellemare, president
=12	15	Emmert International	Clackamas, OR	3	International	92	Terry W. Emmert, president
13	16	Fagioli USA	Manvel, TX	4	International	118	Edoardo Ascione, president
14	17	Daily Express	Carlisle, PA	6	International		Matt Rea, vice president, operations
15	19	Bragg Companies	Long Beach, CA	15	National	250	Eric Peterson, general manager
16	20	Bigge Crane & Rigging	San Leandro, CA	26	National	1,008	Weston Settlemier, president/CEO
17	18	Tradelossa	Durango, DGO, Mexico	7	International	278	Carlos Carcamo Duran, sales director
18	21	Edwards Moving & Rigging	Shelbyville, KY	6	International	105	Jason Edwards, CEO
19	22	NCSG Crane & Heavy Haul	Acheson, Alberta, Canada	10	National	400	Heather MacCallum, president
20	23	Northwest Logistics	Oklahoma City, OK	9	International	244	Andy Hodges, president
21	24	DD&S Express	Annapolis, MD	60	International	20	Rick Seleski, vice president
=22	25	W.O. Grubb Crane Rental	North Chesterfield, VA	14	National	409	Kenneth Holmes, general manager
=22	26	Lampson International	Kennewick, WA	7	International	300	William Lampson, president/CEO
23	27	Collett & Sons *	Halifax, UK	4	International	150	David Collett, managing director
24	28	NessCampbell Crane + Rigging	Portland, OR	6	Regional	300	Mike McDonald, vice president
25	9	Bay Limited	Corpus Christi, TX	8	National	5,500	Berry Peterson, vice president
26	32	Boss Crane & Rigging	Longview, TX	5	National	225	Richard Miller, president
=27	=30	Totran Transportation Services	Calgary, Alberta Canada	2	International	120	Scott Trousdale, vice president
=27	=30	Mountain Crane Service	Salt Lake City, UT	1	National	63	Paul Belcher, CEO
		Miller Transfer	Rootstown, OH	18	International	71	Mitchell J. Unger, president
28	29	willer transfer					
	29 NEW	Sarens USA	Houston, TX	6	International	250	Lee Rowe, regional director
28			Houston, TX Laredo, TX	6	International International	250 60	Lee Rowe, regional director Brick Jones, CEO

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www.landstar.com	1,995	29	88,745	2,688	10,253	90,740	12,970
daseke.com	7,352	194	80,096	3,787	4,868	87,469	8,849
www.allcrane.com	21,950	311	79,875	2,146	445	101,825	2,902
www.atsinc.com	1,785	21	59,571	1,876	902	61,356	2,799
maximcrane.com	8,477	221	47,730	1,932	543	56,207	2,696
www.bennettig.com	3,450	137	46,505	1,062	1,283	49,955	2,345
www.barnhartcrane.com	26,781	136	44,512	826	399	71,293	1,349
www.combinedtransport.com	1,305	385	5,150	281	562	6,455	1,228
www.deepsouthcrane.com	15,508	372	19,740	496	70	35,248	938
www.hwhtransport.com	19,690	408	17,560	423	93	37,250	924
www.mammoet.com	72,987	479	10,276	320	42	83,263	841
www.mlcranegroup.com	1,126	78	12,767	541	186	13,893	805
www.groupebellemare.com	8,094	236	16,516	349	220	24,610	805
www.emmertintl.com	29,522	589	10,300	123	93	39,822	805
www.fagioli.com	35,468	742				35,468	742
www.dailyexp.com		12		395	250		657
www.braggcompanies.com	11,020	224	14,900	294	130	25,920	648
www.bigge.com	4,110	105	17,440	370	130	21,550	605
www.tradelossa.com	11,530	258	8,716	182	153	20,246	593
www.edwardsmoving.com	18,420	329	9,664	179	60	28,084	568
www.ncsg.com	16,185	383	4,550	94	63	20,735	540
www.northwestheavyhaul.com	2,472	65	11,046	274	190	13,518	518
ddsexpress.com	1,810	43	11,539	269	191	13,349	494
www.wogrubb.com	5,247	104	14,986	338	110	20,233	466
www.lampsoncrane.com	14,006	372	2,032	64	30	16,038	466
www.collett.co.uk	7,045	215	7,253	157	70	14,298	442
www.nesscampbell.com	940	32	11,316	365	83	12,256	438
www.bayltd.com	31,157	123	1,840	68	235	32,997	426
www.bosscrane.com		93		206	81		380
www.totran.ca	12,346	590	9,660	222	95	22,006	367
www.mountaincrane.com	7,526	110	4,922	200	57	7,531	367
www.millertransfer.com			11,715	260	104	11,715	364
www.sarens.com	10,747	343			16	10,987	359
www. brickertransport.com	1,305	9	9,338	170	40	10,643	349
www.berardtrans.com	11,768	244	2,416	53	43	14,184	340

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



2023 RANK	2022 Rank	COMPANY NAME	CITY STATE	# OF TERMINALS	SCOPE OF OPERATION	# OF EMPLOYEES	SENIOR CONTACT
=31	=35	J. F. Lomma	South Kearny, NJ	5	National	170	Frank Signorelli, COO
32	38	Omega Morgan	Hillsboro, OR	9	International	675	Erik Zander, COO
33	33	OXBO Inc.	Rosharon, TX	2	International	50	Keith Settle, CEO
34	NEW	Atlas Crane Service	Aurora, IL	4	National	200	Zach Prentis, CEO
=35	=35	Southwest Industrial Rigging	Phoenix, AZ	5	International	110	Harry Baker, president
=35	36	Vic's Crane & Heavy Haul	Rosemount, MN	5	Regional	265	Nathan Jasper, development director
36	39	Trans-United	Burns Harbor, IN	7	International	105	Jeffrey S. Fleming, president/CEO
37	37	MSA Delivery Services	Canton, MI	3	International	65	Jerry Rozum, president
38	40	Triton Transport	Chilliwack, BC, Canada	3	International	85	Jared Bragg, vice president/ general manager
39	=42	Precision Heavy Haul	Tolleson, AZ	2	National	24	Mike Poppe, president
40	NEW	Roll Group	Dayton, TX	1	Regional	100	Edward Talbot, managing director, US
41	=42	Yarbrough Transfer Company	Winston-Salem, NC	3	Regional	70	David Yarbrough, president
42	45	Borsheim Crane Service	Fargo, ND	3	Regional	100	Tyler Goodman Jr., president
43	43	Turner Industries Group	Baton Rouge, LA	5	National	294	Mike Morain, president
44	44	Buckingham Heavy Transport	Bernville, PA	3	Regional	47	Mike Brovont, sales & project manager
45	47	Taylor Crane & Rigging	Coffeyville, KS	2	International	106	Jim C. Taylor, Jr., president
46	NEW	Barr Specialized	Pinckneyville, IL	1	National	53	Joe Folden, COO
47	46	Marco Transport	Santa Ana, CA	2	Regional	37	Tim McVay, president
48	=48	Advanced Freight Dynamics	Conroe, TX	2	Regional	28	Steven Lyons, CEO
49	=48	Perkins STC *	Becker, MN	2	International	9	Barb Potter, owner
50	50	TNT Crane & Rigging	Houston, TX	44	National	1,750	Mark Irion, CEO

weathered issues like the supply chain, inflation and rising interest rates without much problem.

The things that distinguish this year's ACTTRANSPORT50 over 2022 is that there are five new companies on the list, including one in the top 10, HWH Transport, based out of Tampa, FL. Also new to the list are Sarens USA, Atlas Crane Service, Roll Group and Bar Companies. As well, the ACTTRANSPORT50 saw gains in every index aside from the number of truck/tractors, which greatly skewed the total fleet size index.

Companies seemed to tighten their belts on terminals, with 11 less reported this year than last. In terms of number of employees, the ACTTRANSPORT50 now employs 32,548 workers, an all-time high for this top list. The index gained more than 2,700 employees over the 2022 ACTTRANSPORT50. Last year the ACTTRANSPORT50 saw a loss of 55 employees.

M&A activity

Another point to make about the 2023 **ACTTRANSPORTSO** has to do with merger and acquisition activity. While acquisitions on the list slowed this year, there was one noticeable change. Omega Morgan acquired Intermountain Rigging, which has been on the

ACTTRANSPORT**50** since its inception in 2005. Due to this acquisition, Omega Morgan jumped from 38 to 32.

Due to ties in fleet size, 56 companies are represented on the 2023 **ACT**TRANSPORT**50** list.

The top five on our

ACTTRANSPORTSO moved around a little bit. The top five include Landstar Transportation Logistics again at Number 1, Daseke again at Number 2, ALL Erection & Crane Rental jumping from 5 to 3, ATS Specialized falling from 3 to 4 and Maxim Crane Works falling from 4 to 5. The top 10 stayed intact with the exception of HWH Transport that moved in at Number 10. Bay Limited, which had been in the top 10 at Number 9 in 2022, fell to Number 25.

A few companies that moved up on the list didn't necessarily add to their fleets, rather another company fell off



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WEBSITE CAPACITY (US TONS) # IN FLEET CAPACITY (US TONS) # IN FLEET # OF TRUCKY TRACTORS TOTAL # US TONS www.offlomma.com 5 286 49 340 www.orkpownc.com 3.420 75 7.015 118 129 10.435 322 www.orkpownc.com 11.480 248 1.695 32 41 13.175 321 www.deformac.com 3.020 50 6.950 190 30 9.970 270 www.swirusa1.com 3.275 86 6.372 156 90 9.647 265 www.viscrane.com 3.414 87 3.870 111 52 7.284 265 www.trisontransport.com 1,980 40 9.450 123 90 11.430 253 www.masdelivery.com 590 7 6.165 145 47 6.755 159 www.predisionheavyhaul.com 580 20 5.725 103 16 6.305 138			HYDRAULIC DOLLIES	SPECIALIZED TRAILERS (ALL MULTI-AXLE)					
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the list. Notable changes include Emmert International from 15 to 12, Fagioli from 15 to 13, Bragg Companies from 19 to 15, Bigge Crane & Rigging from 21 to 18, DD&S Express from 24 to 21, Lampson International from 26 to 22, Collett & Sons from 27 to 23, Omega Morgan from 38 to 33, TransUnited from 39 to 36 and Precision Heavy Haul from 42 to 39.

Landstar Transportation Logistics kept its long-time Number 1 spot with a fleet size of 12,970, down from 14,740 in 2022.

In terms of specialized transportation capacity, ALL Erection is Number 1, with a total capacity of 101,825 tons. Landstar is Number 2, Daseke is Number 3, Mammoet North America is Number 4 and Barnhart Crane & Rigging is Number 5.

Methodology

While most of the major players in the North American transportation sector are on our **ACT**TRANSPORT**50** list, there are changes from year to year based on participation.

The ACTTHANSPORT50 is ranked by fleet size and then by total maximum transportation capacity of all relevant trailers and transport systems in a company's fleet (in U.S. tons). The ranking is based on information supplied on our ACTTHANSPORT50 survey form. While we have worked to produce the most accurate ranking possible, we cannot guarantee the accuracy of the information supplied. We rely on the integrity and honesty of those who submit this information to assure

our list is accurate and correct. This year we reached out to more than 400 firms by email, telephone, social media and e-casts. In some cases, when data wasn't available or updated, we marked these listings as estimates.

As with all our American Cranes & Transport Top List databases, we made every effort to ensure the accuracy and completeness of the information published. The editors and staff take no responsibility for errors, omissions or incomplete information.

To participate in the 2024

ACTTRANSPORT50 please reach out to D.Ann Shiffler or Hannah Sundermeyer at d.ann.shiffler@khl.com or hannah.sundermeyer@khl.com.



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

Knowledge is

D.Ann Shiffler discusses critical issues that fall under the insurance umbrella.

othing is certain except death and taxes." –
Benjamin Franklin.
Today, Mr. Franklin would likely add "insurance" to his famous idiom. In the crane and specialized transportation realm, insurance is a certain and necessary element when doing business in today's ever-litigious environment. But not just any insurance.

How do companies in the crane, rigging and specialized transportation space know if they have the right insurance coverage and the right risk management principles in place? Beyond this question are a host of critical issues that fall under the insurance and risk management umbrella.

Navigating insurance

In the early 1990s, the Specialized Carriers and Rigging Association (SC&RA) created an insurance task force with the goal of helping its members navigate insurance and risk management after several seemingly unfair judgments. Now, some 30 years later, that original task force has evolved into the SC&RA Insurance and Risk Management Committee, which is a strong advocate for member companies in many strategic

and concrete ways.

"In the ever-changing insurance world, as it relates to costs and capacity, the

SC&RA Insurance and Risk Management Committee endeavors to stay in constant contact with brokers and insurance companies that support our industry so we can pass on any information that may impact our members so they can evaluate and respond to their individual needs as soon as possible," said Scott Bragg, president of the SC&RA, and president and CEO of Bragg Companies, based in Long Beach, CA. He is also chairman of the SC&RA Insurance and Risk Management Committee.

The intrinsic value this committee adds to the Association and the industry at large is enormous.

"This committee really advocates for member companies who need solid advice about so many aspects of risk management and insurance," said Bragg. "They provide

SC&RA's Insurance and Risk Management Committee endeavors to stay in constant contact with brokers and insurance companies that support the crane, rigging and specialized transportation industry to assure they are getting the best coverage and advice possible. PHOTO: ADDRE STOCK

guidance on many issues, from safety to risk management to contract language. Their input is invaluable."

Contract language has been one of the most important contributions that the SC&RA Insurance and Risk Management Committee has made. State-specific contract language is a vital element of risk management, according to Joel Dandrea, CEO of SC&RA.

"There are inherent risks in doing what our members do," said Dandrea. "Assuring they have the most effective insurance coverage, and that they can effectively defend themselves, is a critical aspect of how we advocate for our members."

For example, the Borrowed Servant Doctrine is a critical issue for member awareness, he said.

povverful

"Over the past several years, we have addressed this topic through Workshop and Annual Conference educational sessions, and we have also included this subject in articles in *American Cranes & Transport*," said Dandrea. "It is an element of risk management that we must continually address."

Winning judgments

Through the years, several court cases have been won by crane companies that incorporated borrowed servant language in their contracts. Such was the case last summer when a judge ruled that a crane company was not liable in a tower crane

accident that occurred in Dallas a few years ago.

"Over the past several months,

we've heard from several of our members and members of the Insurance and Risk Management Committee regarding the verdict in the tower crane accident case in Dallas," said Dandrea. "The critical trial issue was the dispute on which entity was the employer of the operator, such that it could be held liable for alleged negligent actions of the operator. In short, the lessor/lessee agreement, more specifically the borrowed servant language, ultimately shifted the liability to the lessee and helped protect the lessor."

The borrowed servant language is not a new argument, according to Bill Smith, executive vice president of NBIS.

"The first argument in a loaned employee case dates back to 1928," he said. "Several cases in the crane industry through the years have successfully relied on the Borrowed Servant Doctrine. The crane in Dallas was a bare rental crane. The contract language was a very important aspect of this judgment. Other crane companies were also involved, including the company that put the crane up four years earlier. If you touch it, you are involved."

Several cases in the crane industry through the years have successfully relied on the Borrowed Servant Doctrine. In many cases, contract language can save the day.

In this case, and many others, contract language saved the day. How can craneowning companies assure that the language in their contracts is worded correctly and is binding in terms of who is in control of the crane and the operator?

"Not every insurance company will go to the lengths we will go to to help you," said Smith. "These are the terms and conditions for risk management. We will give you the tools to help you manage your risk through contract management and other avenues."

Deal breakers

There are so many nuances in contract language that must be considered. Assuring the proper OSHA and ANSI standards language is critical, Smith said.

Another issue that arises is when a crane rental deal is being negotiated and the general contractor asks to change the contract language. There





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standard for Self-Propelled Modular Transporters - worldwide available, couplable with other generations, accompanied by an international on-site maintenance and repair service.

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are still crane companies that, to get the job, will agree to change contract language.

"Contract language will normally prevail in the majority of lawsuits," said Tiffany Myhre, executive director of Precision Heavy Haul, and who serves on the SC&RA Insurance and Risk Management Committee. "If the contractor was responsible for maintaining the equipment and managing the operator at that time, per the contract, they would bear the burden of negligence. They should have also inspected the equipment thoroughly before leasing for safety and maintenance purposes."

Myhre said that ultimately, if a lessee won't sign an agreement, the lessor needs to make the often-difficult decision of how to proceed.

"It's important to arrange good communication from the start and make sure agreements are put into place before any work begins," Myhre said. "There should also be open dialogue between the lessee and lessor to come to a mutual agreement with contracts and be open to negotiations that fit the needs of both parties. If boundaries are outlined from the start and discussed, as well as documented in writing, the parties know who and what they are responsible for to plan appropriately."

Avoiding lopsided contracts

At the end of the day, if both parties don't agree, and a lessee won't sign an agreement, it may be time to discontinue the working relationship and search for other vendors or alternative subcontractors that may better fit the Why 'Borrowed Servant' language is so important

The Borrowed Servant Doctrine — sometimes referred to as the dual employment, loaned employee or special employer doctrine — is a legal principle wherein an employee "borrowed" by another entity (typically another contractor or customer) is deemed to be under the control and direction of that borrowing entity for a particular task or period

In the crane and rigging world, think of it like this: The Borrowed Servant Doctrine makes the other contractor (your customer) the "special employer" of your operator (the "borrowed servant"), who is temporarily used, loaned or rented to the other contractor for a specific purpose (operating the crane).

Consequently, the borrowing entity becomes the "special employer" and is held responsible for the actions and, sometimes, the welfare of the borrowed employee during the period of loan. This doctrine often extends Workers' Compensation (WC) immunity of the borrowing entity (the "special employer") to the borrowed employee.

Understanding and applying the Borrowed Servant Doctrine is one of the most important things a crane rental company can do and can provide a formidable defense against unanticipated liabilities, according to Billy Smith, vice president of risk management at NBIS. He cites five reasons why companies need to state the Borrowed Servant Doctrine language in their contracts:

Risk Mitigation: Including the Borrowed Servant Doctrine explicitly in crane rental tickets ensures that risks associated with the actions of the crane operator, when under the control of the borrowing entity, are mitigated. It helps in reducing the direct liability of the lending company (the original employer) in the event of mishaps or negligent acts.

Clarity in Liability: Clearly defined terms relating to the Borrowed Servant Doctrine establish a legal clarity regarding which party is responsible for the borrowed employee's actions. It preempts any ambiguity about liabilities and responsibilities during the rental period, ensuring that accountability is placed appropriately based on control and supervision.

Financial Protection: Specifying this doctrine in the rental ticket safeguards you from potential financial burdens arising from legal claims, medical bills or compensations due to accidents or mishaps occurring under the supervision of the borrowing entity.

Workers' Compensation Immunity: The doctrine facilitates the extension of workers' compensation immunity from the borrowing entity to the lent employee, protecting the lending company from potential claims. This is especially pertinent if the borrowed employee gets injured while executing tasks under the direction of the borrowing entity.

Strengthening Legal Defense: In the context of legal disputes, having the doctrine explicitly stated in the rental agreement provides a fortified legal standing. It enhances the lending company's defense by having a predefined contractual understanding of liabilities, making it less vulnerable to unwarranted legal challenges.

interests of the contractor, Myhre said.

"Companies have to be willing to walk away if a general contractor/lessee won't accept the terms of the contracts that protect our members and our industry segment," she explained.

Smith said informed crane companies will walk away from lopsided contracts. He used the example of a Florida company

that was willing to give up a lucrative deal because the contractor was asking for contract language concessions.

"It can be very lopsided in terms of risk," said Smith. "Some companies are willing to walk away from this type of risk. But other companies will not."

Some states have made operating cranes a risky business. The SC&RA Insurance

Source MBIS

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and Risk Management Committee is constantly looking at state laws and advocating for its members operating in states with mandates that could heighten their exposure to risk.

Jeffrey Haynes, national heavy construction equipment practice leader for USI Insurance Service, a SC&RA preferred producer, specializes in providing tailored coverage for the crane and rigging sector.

"Regarding the Borrowed Servant Doctrine, the key to effectively executing the language is incumbent on the state and the legal representation of the state you are in," Haynes said. "You have to have a carrier that understands that and will allow dual attorney representation if borrowed servants' is going to be a key to risk transfer in your state."

Defenses vary

Haynes explained that the Borrowed Servant Doctrine is not applicable in all states and the 50-state compendium has to be understood. He said that attorneys like Jesse Callahan, "the current attorney of choice," distinctly knows how to position a particular case, and depending on the state and the affirmative defenses available. Callahan is also a member of the SC&RA.

"The defenses of crane and rigging

companies vary between states and are established by the indemnity laws and common law," he said. "When we go into a specific state, we either position ourselves as a subcontractor or as a supplier of equipment and personnel. There are also scope of work matters. It could be you are in a state where it's more advantageous to be a supplier of equipment and personnel. When you send a crane with an operator to a jobsite you are really just a supplier or equipment and personnel that operates under the direction and control of a third party."

Rick Emery, owner and president of Emery & Karrigan and also a SC&RA preferred producer, assessed that the SC&RA insurance committee has been beating the risk management drum for years.

"The principles I'm talking about, from the wording on the back of the daily ticket

SC&RA has been beating the risk management drum for years.



Endorsed partners

The Specialized Carriers & Rigging Association has forged partnerships with two Endorsed Market Partners of its Property & Casualty Insurance Platform: National Interstate Insurance Company and NBIS (NationsBuilders Insurance Services). The platform also consists of four Preferred Producers: Allied/Gallagher Insurance Brokers; Emery & Karrigan; USI Insurance Services; and Brown & Brown.

to the specific contract language, we have been talking about these decades," said Emery. "The collective owners and/ or managers of the crane and rigging industry have heard all this, and maybe they want to talk about something new. But those who are listening and applying these principles are in a much better position to cope with the changes we are facing right now. Those people who have not implemented these risk management procedures will pay for it. They are running on borrowed time."

Contract language includes several different points of risk management that the industry can utilize to mitigate liability when something happens on a jobsite. Over the past few years, the insurance industry has been "turned upside down and shaken hard," Emery said.

"We haven't seen a marketplace like this since the mid-1980s," he said.

Risk management pays

Emery cited NBIS' Bill Smith, who often says: "You can try to premium your way out of it or you can risk manage your way out of it."

"In today's market, if you are trying to premium your way out of it you are going to be in tough shape," said Emery. "Post pandemic, juries don't seem to care about right or wrong. It's possible that we are reaching a time when premiums will start to surpass the limit you are buying."

The bottom line, Emery said, is that companies need to fall back on the risk management tools that are available through the SC&RA's preferred providers.

"If you haven't implemented them by now, you should be having serious conversations about how to use and implement them," he said. "You are running without protection and soon you will become part of the problem rather than part of the solution."





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Without a hitch Hannah Sundermeyer

he right heavy haul vehicles are the key component to the impressive projects that often decorate the pages of *ACT* magazine. A cross-country journey for heavy machinery, overweight cargo and components often requires specialized transportation solutions, alongside intricate route planning, permit approval and other safety considerations. With plenty of moving parts, the heavy haul trailer industry is both crucial and complex.

ACT reached out to several leading heavy haul manufacturers for insight on their latest equipment, groundbreaking designs and job stories across a wide range of applications.

Maximum flexibility

With the Goldhofer P12 PLUS, heavy haul companies will receive a smart, flexible trailer design that combines a semitrailer,

reports on new technologies in the realm of trailers and transport systems designed for the North American market.





A real game-changer

Faymonville's latest offering is the HighwayMAX All-In-One modular vehicle concept. North-Dakota based Rossco Crane & Rigging recently acquired a HighwayMAX All-In-One for their business. "This is a real game-changer for us," said Ross Kovach, vice president, Rossco Crane & Rigging. "With the HighwayMAX All-In-One we've increased efficiency, allowing us to do multiple hauls within a day instead of just one. The versatility is really amazing, you get multiple vehicles in one package."

The HighwayMAX All-In-One varies from a 3+6 flatbed to a 9-axle flatbed when needed, capable of moving payloads in excess of 200,000 pounds with the addition of a nitro booster. For a recent job, Rossco's team assembled a 9-axle combination with 3-axle booster. The job

involved transporting the 192,000-pound base unit of a Liebherr LR 1800-1.0 crawler crane to a wind farm.

Hale Trailer Brake & Wheel distributes Faymonville products in North America, and sales representative Marc Staley shared his enthusiasm for the use of a HighwayMAX All-In-One for this Rossco transport project.

"The moment when the nitro booster is lifted and swings over the ditch while the driver takes a left turn is impressive," said Staley. "It's a scene that is emblematic of the ease with which tasks can be mastered with the HighwayMAX All-In-One."

Using a HighwayMAX, Rossco transported the 192,000-pound base unit of a Liebherr LR 1800-1.0 crawler crane to a wind farm.

and a hefty payload. The 12-axle-version has a maximum payload of up to 281,000 pounds at an axle load of 26,400 pounds. The hydraulic steering has been optimized for traveling on public roads, making it ideal for long-distance highways across North America.

"Thanks to its multiple variants and flexible configuration options, freight forwarders can now operate with a single vehicle to transport a variety of special and everyday loads in the various states,"

> said Jerry Rothwell, director of sales, North America.

Advantages of the Goldhofer P12 PLUS are not only its flexibility to operate as a semitrailer but also as a drawbar combination and its maneuverability, the company said. The P12 PLUS with forced steering optimizes cornering, maneuverability and capabilities, which



make easier operation on narrow roads, maneuvering in confined spaces or when reversing.

Quick configuration

The design goal of TransMaster Trailer's 13-axle Expanding Perimeter was to provide a user-friendly 80-to-90-ton transport system that could be configured swiftly. The result was a stable and strong structure integrating 130 ksi yield steel to ensure maximum strength at minimum weight.

The steering system integrates years of experience, is designed in house and manufactured in the USA. The trailer's high-capacity perimeter beams expand to various widths based on the load weight and dimensional requirements.

Popular outside widths provided in 3-inch increments range from 12 to 20 feet, with inside widths from 10 feet 1-inch to 18 feet 1-inch. Lengths vary depending on the number of beam inserts used up to 100 feet over all deck length. In addition to the perimeter deck's beam length there is an additional six feet of usable deck length by using the bonus clear area between the goosenecks.

To help with over height loads the crossmembers are optimized to 4-inch deep fabricated telescopic cross members allowing for a 10-inch deck height with 6 inches of ground clearance.

Three deck options

Fontaine Specialized now offers one new lowbed and one newly updated trailer model for customers in the crane, lifting and transport industry, plus three enhanced Hydraulic Equalizing Spreaders, covering the full lineup of the Fontaine Magnitude series lowbeds.

The new Fontaine Magnitude 65 Lowbed is a 3+2 modular multi-purpose trailer designed and built to efficiently transport a wide array of loads, featuring three distinct deck options: flat (MFLD), drop side rail (MDSR) and beam (MBMD). This trailer offers a versatile hydraulic detachable gooseneck and a durable

tridem bogie, each offering seven ride height positions. This heightened flexibility proves indispensable for operators navigating heavy loads across obstacles or beneath bridges, the company said. Further, the Magnitude 65 accommodates loads of up to 65 tons in 16 feet as a 3+2 or can be configured with five close coupled axles to transport up to 70 tons in 12 feet.

The Fontaine Magnitude 80 is newly redesigned, and equipped with a EQ3 spreader to help operators balance heavy loads more quickly and easily. This 3+3 modular multi-purpose trailer is designed to haul a wide variety of loads with its three different deck options: flat (MFLD), drop side rail (MDSR) or beam (MBMD). The Magnitude 80 is a heavy-haul lowbed designed to carry 80 tons in 16 feet or run five axles close coupled to haul up to 100 tons. This trailer also has a hydraulic detachable gooseneck and heavy-duty tridem bogie, both featuring seven ride height positions. This added flexibility is invaluable for operators who need to move

> super loads over obstacles or under bridges, the company said.

Fontaine Specialized also unveiled enhancements across the full lineup of Hydraulic Equalizing Spreaders for Magnitude Series lowbeds. These redesigned models now feature improved geometry, enabling them to raise the rear

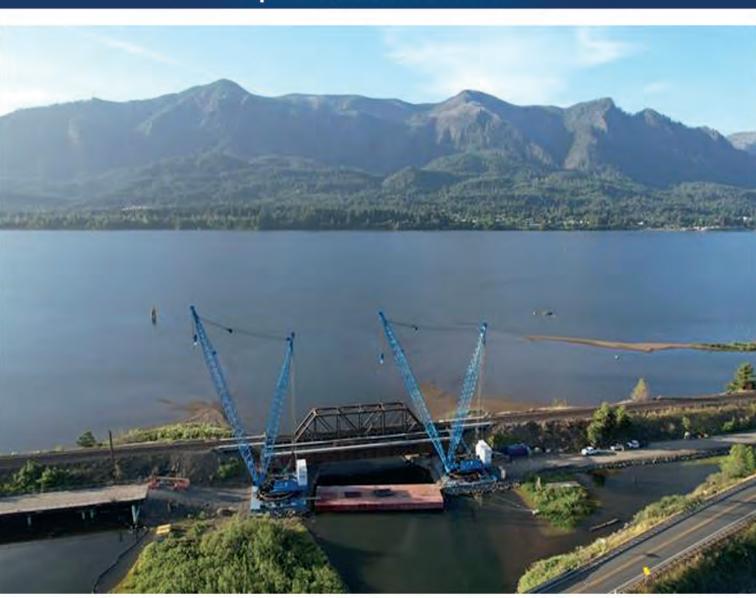
The Fontaine Magnitude 65 accommodates loads of up to 65 tons in 16 feet as a 3+2 or can be configured with five close-coupled axles to transport up to 70 tons.

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axles off the ground for more convenient maneuvering while boasting up to 25,000 pounds capacity per axle. The new EQ1 stands out as a single axle spreader employing an optional rear flip axle. The EQ2, a tandem axle configuration, incorporates both an optional intermediate and rear flip axle, providing the remarkable ability to transfer up to 50,000 pounds. For maximum load capacity, the EQ3 tridem axle spreader features an integrated first axle, plus an optional intermediate and rear flip axle, enabling an impressive ability to transfer up to 75,000 pounds. (GAWR and GVWR determine legal payloads).

Built to last

The XL Guardian 110 HDG trailer from XL Specialized Trailers is a standardized construction trailer that is readily available at dealer locations. Each aspect of this lowprofile, hydraulic detachable gooseneck lowboy was designed with the user in mind, and it's made to simplify the process of hauling construction equipment.

The Guardian trailer is 53 feet long and has a capacity rating of 110,000 pounds in 12 feet concentrated. The low-profile gooseneck design provides weight savings and versatility, allowing scrapers to load over the top. It features a relief cutout, giving truck fenders plenty of clearance and two removable kingpin settings, which add flexibility across various truck setups. On the neck, a rotating work light illuminates the area for added safety and visibility when loading.

The main bed offers a 22-inch loaded deck height. Operators can adjust the height of the deck for diverse loads with a 5-position variable ride height in the neck and manual ride height in the rear. The Guardian is also available with an 18-inch loaded deck height. The trailer's 26-footlong, 8-foot-6-inch-wide main deck is constructed with a fully welded I-beam design, using 100K flanges and 80K webs, as well as upper-flange reinforcement. The raised apitong decking is "built to

Bay Crane and Capital City grow fleet

Bay Crane and Capital City, two heavy hauling equipment providers, have expanded their fleet with the addition of the GB 600 300ton and PF 350 175-ton capacity dual lane transporters to work along with the current GB 800 400-ton capacity transporter. The dual-lane transporters provide favorable permitting and more efficient transportation







The transporters are equipped with remote monitoring and control systems, ensuring safe and precise handling of oversized cargo.

of large, specialized loads, significantly enhancing the ability to handle oversized and overweight loads, the company said.

"This substantial investment in our fleet reflects our ongoing commitment to delivering toptier heavy hauling solutions to our clients," said Valerio Colonna, director of project sales and heavy haul at Bay Crane. "These dual lane transporters enhance our capacity and capabilities, allowing us to meet the demands of even the most complex and oversized load projects."



The XL Guardian has a capacity rating of 110,000 pounds in 12 feet concentrated.

last," while a toolbox located in the front provides a place to store chains and other materials. Heavy-duty swing-out outriggers add 12 inches of deck width.

Customized solutions

Nelson Manufacturing Company recently completed an order for 10 solid rocket booster transport trailers. These trailers are being utilized to transport solid rocket boosters for multiple launch vehicles. They are capable of delivering boosters up to 150,000 pounds from the manufacturing facility to both Cape Canaveral, FL and Vandenberg Air Force Base, CA.

This new trailer design was developed by Nelson to meet the specific needs of the customer. Numerous engineering studies

were conducted to not only ensure the long-term success of the trailers but to also ensure that the payload was protected during transport. It is imperative that the trailer and the tie down configuration not impart any excessive loads into the solid rocket booster.

The trailers are 10 feet wide by approximately 100 feet long. They have kingpin activated steering with hydraulic gooseneck compensation. The automatic kingpin steering can be manually overridden with the use of a wireless remote.

Safety features built into the trailer will automatically deactivate the remote as the trailer increases speed. This ensures the steering override will not be inadvertently

activated. The hydraulic suspension offers nearly 24 inches of travel allowing the axles to equally share the load even while travelling over uneven roads. The gooseneck compensation cylinder allows the gooseneck to "bend" during travel and keeps the fifth wheel load on the tractor constant.



here is a sense of ambiguity across several business sectors, but the finance market for heavy equipment remains resilient, but also hard to predict. *ACT* spoke with five industry leaders about the possibility of a recession, supply chain issues, interest rates and what to expect in the year ahead.

Our Finance Forum participants include Daniel Porter, regional account executive, Equipment Leasing Group of America; Michael Ludwig, U.S. sales manager, global business unit construction, transportation and industrial, DLL; Tonya Fry, vice president, Harry Fry & Associates; Brian Hutchison, senior vice president, construction and industrial, First Financial Equipment Leasing; and Jeff Whitcomb, vice president, construction equipment finance, First Financial Equipment Leasing.

HOW DO YOU CHARACTERIZE THE STATE OF THE CRANE/TRANSPORT FINANCE MARKET?

PORTER: The state of the crane and transport finance market is strong. While there is talk of a potential downturn in the overall economy, even a recession, the crane industry is demonstrating some resilience. Infrastructure bills and ongoing significant projects continue to fuel demand for crane operations. While supply chain bottlenecks have tightened the availability of new models, sales and financing for used equipment has been strong.

LUDWIG: DLL has been involved in the crane financing industry for over 20 years. Despite ongoing supply chain and liquidity challenges, we believe the current crane market is both challenging and competitive. There are increasing sales year-over-year and strong demand that is reflective of growing sales. From a financing perspective, there is a lot of competition from local players and major banks, as well as non-traditional players,

ACT's annual Finance Forum participants discuss the economy, interest rates, supply chain issues, geopolitical conflict and a possible recession. Hannah Sundermeyer reports.



Industry

that are competing for the same business, thus giving customers and dealers a lot of options. Dealers and OEMs are managing the rising cost of cranes along with a rising interest rate environment, which makes managing their own operating costs a high priority. When it comes to financing, they are seeking longer-term, more specific tailored structures that work for themselves and their customers.

FRY: Credit is tight. Lenders are doing a lot more due diligence on every finance request. They ask more questions and want much more information from the borrower for their file. They want more of an explanation on why the company is purchasing the equipment.

WHITCOMB: Traditional construction epicenters are going strong, (i.e. DFW, LA, NYC, Miami, Seattle), but now we are seeing other areas strengthen due to energy-related activity. Previously, we saw some Infrastructure and Jobs Act stimulus in action in "shovel-ready projects."

However, now we are seeing investment in larger multi-year projects such as water treatment plants, power generation and distribution, broadband, environmental remediation and environmental resiliency.

DO YOU FORESEE A RECESSION?

PORTER: As we approach the end of the year, a looming recession is absolutely in the news but not a certainty. Thus far, we have not seen that, but we are actively monitoring pricing and activity to make sure we are ahead of any potential volatility in the market. Currently, market projections remain optimistic, with expected growth into 2024, despite the economic uncertainty that pervades global markets. Again, the infrastructure bill and the supply chain bottleneck leave plenty of work to do in 2024.

LUDWIG: According to Rabobank Research of DLL's parent company, Rabobank, the global economy is not yet in a recession, but that there is less economic dynamism



DANIEL PORTER **Regional Account Executive, Equipment Leasing Group** of America



MICHAEL LUDWIG **U.S. Sales Manager, Global Business Unit** Construction, Transportation and Industrial, DLL



Associates



Senior Vice President, **Construction & Industrial, First Financial Equipment Leasing**



Vice President, **Construction Equipment** Finance, First Financial **Equipment Leasing**



outlook

in manufacturing and a slow cooling process seems to be underway in services. In addition, geopolitical tensions are becoming increasingly visible and will continue to weigh heavily on economic developments.

FRY: It's hard to tell. We tend to read a number of different publications. Some are forecasting a recession and others, not so much. Predicting recession or not is still only a guess by any person or institution. Many still use economic models long since outdated. With that said, as it stands today, we may just be entering a low growth economy and any major worldwide event or expansion to the Middle East conflict could very well tip the scales. The Fed has raised interest rates 11 times in the past year and a half, which was worrying. We are hopeful that the Fed remains steady, and they leave them where they are, "to let the dust settle," for lack of a better term. In addition to that, I have heard suppliers say that some aspects of the supply chain seems to be moving better. With the hope of rates stabilizing and the potential of an improved supply chain, we are hopeful that a recession can be avoided.

HUTCHISON: It's hard to say. The real kicker is identifying the potential catalysts and predicting the timing.

WHAT ARE THE BIGGEST CHALLENGES FOR EQUIPMENT BUYERS AND THE OEMS IN TODAY'S MARKET?

PORTER: Equipment buyers and OEMs still face a variety of hurdles in today's market. We have to look at the possibility of a recession and supply chain issues, but

also the change in interest rates, fuel costs and labor challenges. The workforce is transitioning to accommodate the digital and automated future. This technological shift is demanding more specialized positions, leading to a potential skills gap. **LUDWIG:** For equipment buyers, the biggest challenges are rising prices, managing the various engineering specifications compared to their needs (e.g. the strength of the crane's load chart) and the equipment's transportability. For OEMs, the supply chain is not yet recovered, and they are having to manage longer lead times for equipment. There is also a competitive market with newer entrants that are working to build a positive reputation in the market.

FRY: The biggest challenges are delays. For new equipment on order, buyers are trying to schedule work for the equipment with estimated delivery dates. We are experiencing continued delays on deliveries not just due to parts and labor, but overseas equipment is dealing with limited transatlantic shipping availability. The buyers are continuing to juggle jobs with every delay.

WHITCOMB: We are seeing a lot of uncertainty across many sectors, given disruption and instability due to current world events such as the Israel-Hamas war, and Russo-Ukraine war. Oil and gas are particularly volatile at present. Having the ability to flex your fleet can be really advantageous if you focus on this market segment. Moreover, there is a need for a stable sources of funding as regional banks are pulling back, and many underwriters

are not writing as much business as they were previously. While there are still lots of options available for big players, big players need subcontractors and it's these medium sized businesses that really need financing options and are increasingly "challenged" to find them.

DO YOU PREDICT HIGHER INTEREST RATES?

PORTER: The Fed has recently paused rate hikes, and rates may even decrease briefly, but they have been clear that the goal of slower inflation has not been hit yet. We are now at \$1 trillion of debt service for the federal budget. As the debt gets worse, this leads to bond purchasers demanding even higher rates to buy the riskier bonds. If and when the central banks tighten policies to combat inflation and manage economic growth, that will cause the rates to increase.

LUDWIG: According to Rabobank Research, although last year's interest rate hikes around the world are slowly starting to take effect, there is still much uncertainty as to whether they have been enough to bring inflation back close to central bank targets in the foreseeable future.

FRY: It's possible. As I noted above, the Fed has raised rates 11 times in the past year and a half. I am hopeful that they leave them where they are at this point in time. **HUTCHISON:** We are preparing for "higher for longer," and that will mean a continued strong dollar and high interest rates. We hope we have hit the peak, but the Fed did leave the door open for another 25 basis points hike in the future.

WHAT ABOUT THE USED EQUIPMENT MARKET? DO YOU SEE MORE COMPANIES LOOKING TO FINANCE USED EQUIPMENT THAN IN THE PAST?

PORTER: The used equipment market is experiencing a surge due to new equipment scarcity, indicating that companies might be shifting their investment strategies towards pre-owned assets. Supply chain issues are partly responsible for that, and it is tough to get new equipment. This is not only in the crane and transport market, but many markets that have growth. The great thing about financing an asset like a crane, is that it holds its value.

LUDWIG: Many traditional banks and lenders are not willing to take on the risk of financing used equipment. However, besides financing new equipment and the openness to finance new technologies, DLL specializes in used equipment financing solutions as well, and finds used

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cranes to be one of the most desirable products in the market given their long technological lifetime.

FRY: Over the years we have experienced about a 40/60 split between finance requests for new equipment versus used equipment. This year it is a little more weighted towards finance requests for used equipment. As mentioned prior, the delays in the deliveries of new equipment have bolstered the used equipment market. There are many more private sales today as well.

HUTCHISON: Lead times on new equipment are long and many of our clients are buying quality used equipment. Dealer stocks and used equipment prices are normalizing, and there is still strong demand for used equipment and the need for finance companies willing to do used equipment is great.

HOW DO YOU SEE 2024 PLAYING OUT IN TERMS OF EQUIPMENT FINANCE IN THE CRANE AND TRANSPORT MARKET?

PORTER: We expect the equipment finance industry to remain strong, still catching up with supply chain issues. There will be challenges and a need to further embrace

We think it is important to be 'playing chess, not checkers' in 2024 and 2025.

JEFF WHITCOMB, First Financial Equipment

digital transformation, with artificial intelligence and automation enhancing safety and operational efficiency. We expect to see some banks tightening up and requiring depository accounts to complete business with them. Also, there are a lot of uncertainties that could take the economy in many directions. There are leading indicators that we will follow closely. One of which is the transportation industry, which is hurting badly right now. The unknowns (election year, pandemic, wars, climate disasters, Fed policies) have to be constantly monitored as well. **LUDWIG:** We believe the outlook for the first half of 2024 will be positive with continued growth. However, we expect

continued uncertainty given global

geopolitical risks that are likely to impact the economy in the long term.

FRY: I don't think we will see much of a difference in 2024. Many of the manufacturers are already sold out on some of their products for 2024, and due to parts, labor and material shortages may see decreased build volume. If some of the shortages begin to become readily available, business could see positive momentum and improve the current forecast. We will continue to see requests for financing for used equipment. **WHITCOMB:** We think it is important to be "playing chess, not checkers" in 2024 and 2025. The stimulus couldn't be coming at a better time but the uncertainty around global conflict, the 2024 elections and "what comes next" after the stimulus money runs out. I would not want to be at the mercy of the global supply chain. I would want to have access to the cranes I need for current and future demand, and I would want to be able to "de-fleet" if the changes after 2025 cause a slow down. For midmarket businesses, the time is now to gear up for growth, and through savvy uses of capital they can really shine during this time.

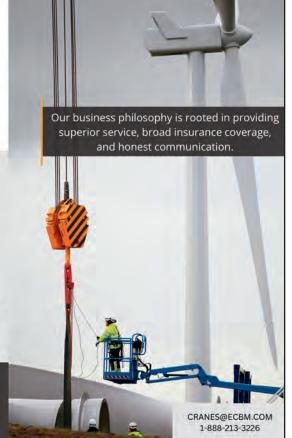


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Skytime

ower crane development requires research, due diligence and more research. Manufacturers must assess what's on the market and what's in demand and then determine what is needed in their product line-ups to remain competitive.

And then there's the question of technology. What are the most sought-after safety features and operational benefits that can be incorporated into a new tower crane model to add value to the owner? Geographies also play a role in tower crane development. Typically, the tower cranes built for the European market have differing features than those built for the North American market. And then there are the geography issues within the major markets.

It has been a banner year for tower crane development, with several OEMs offering new and improved products. Most of the latest tower cranes on the market were rolled out between Bauma in late 2022 and ConExpo in March 2023.

Terex debuts new flat top

The new Terex CTT 292-12 flat top tower crane boasts many strong credentials, such as its 12 metric ton maximum capacity and jib length of 70 meters, Terex said.

"This particular model is an addition

TerexCTT 292-12 flat top tower crane

MAXIMUM CAPACITY: 12 metric tons
MAXIMUM RADIUS: 70 meters
MAXIMUM TIP CAPACITY: 3.06 metric tons

Several new tower cranes have hit the skies this year.

D.Ann Shiffler reports.



to the 200/300-meter ton class," Terex said. "The CTT 292-12 is proving to be competitive with its impressive lifting capacity throughout the jib, with 5-meter jib steps from 25 to 70 meters and each jib section equipped with safety lines and railings, it is pushing the boundaries for safety in setup and for operators."

Terex said this model was designed to put the operator first with its fully customizable settings and electronics that allow for safe and precise operations.





Wolff

8076 compact top tower crane

MAXIMUM CAPACITY:
40 metric tons (44 US tons)
MAXIMUM RADIUS: 80 meters (263 feet)
MAXIMUM TIP CAPACITY:
7.6 metric tons (8.4 US tons)

"These electronics provide instant operating data for operators, this alongside the S-pace cabin known for its comfort and visibility," Terex said.

Wide glass panels, protected by side bars, ensure excellent visibility. Multifunction joysticks and the 7-inch touch screen color display provide simplified crane control and monitoring. The CTT 292-12 can be erected by a 1.95, 2.1 and 2.3 tower mast. The Terex Power Match feature lowers energy consumption.

The crane is also ready for the Terex T-Link telematics platform, which offers remote control crane fleet data via the web. The crane also boasts Terex T-Torque, an inverter technology with torque control applied to the slewing motors that gives the operator improved control over crane movements. It allows the operator to customize gear speed, acceleration and counter-maneuver based on operating conditions, such as load type, crane configuration (jib and tower) or wind speed.

Wolffkran goes compact

With an impressive load capacity of 40 metric tons, the WOLFF 8076 Compact has an 80-meter jib and can lift 8.4 tons at the tip. Wolffkran says it's a pure two-

TOWER CRANES PRODUCT FOCUS



part line trolley crane. The new model is stronger than Wolffkran's largest cross crane, the company said.

The WOLFF 8076 Compact has a tower connection for the 2.90 by 2.90-meter TV 29 tower element, which, combined with the next largest WOLFF tower element TV 33, enables free-standing tower heights of up to 100 meters.

Equipped with a 132-kW hoist winch HW 40132 FU, working speeds of up to 95 meters per minute are possible. The WOLFF 8076 Compact lifts the maximum load of 40 tons at 17 meters per minute. The jib can be extended between 30 and 80 meters in five-meter increments. Depending on the selected jib length, the counter-jib can be shortened from 30.3 meters to 22.3 meters. With a 55-meter jib and a shortened counter-jib, it can lift up to 16.6 tons at the tip.

The standard equipment includes electronic overload protection with



ENG

EDL 230 flat top/ luffer

MAXIMUM CAPACITY:
16 metric tons
MAXIMUM RADIUS:
56 meters
MAXIMUM TIP
CAPACITY:
2.70 metric tons



WOLFF Boost, anti-collision interface, fine driving modes, automatic performance optimization for the trolley and hoist as well as the WOLFF Link remote maintenance system with real-time display of the crane display.

ENGETH serie

ETH series hydraulic luffer

MAXIMUM CAPACITY: From 8 up to 30 tons
MAXIMUM RADIUS: 56 meters
MAXIMUM TIP CAPACITY: 2.3 metric tons

After ENG's experience producing derricks to disassemble tall internal climbing cranes, the company developed its hydraulic luffer ETH series, which has no counter jib.

Innovations from ENG

Unlike traditional luffers, ENG said it's new ETH Hydraulic Luffer has a spacesaving design that takes up minimal room on a construction site, allowing for more efficient operations in tight spaces.

ENG said its experience producing derricks to disassemble internal climbing cranes led them to develop a hydraulic luffer version based on the same crane to be used on tight construction sites. The unique feature for the ETH is that it doesn't have a counter jib. The new ETH Series features four different versions ranging from 8 to 16 tons of maximum load and jib lengths of up to 56 meters.

ENG also introduced the EDL series in 2023. It can work both as a traditional crane and as a luffer. In FLAT mode, it operates as a typical tower crane, but it can switch to a luffer mode with a command executed by the operator.

The double counterweight solution is also innovative. The two counterweights are designed to work in tandem, ensuring that the crane remains stable even during windy conditions. The newest crane is the EDL 230, which features 16 tons of maximum capacity and 60 meters of jib.

LC's latest luffer

Linden Comansa has introduced the brand new LCL-560 36 luffing jib crane



NOVEMBER-DECEMBER 2023 ACT 49

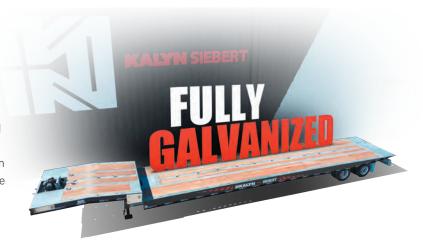
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with an enhanced lifting capacity of 36 metric tons.

To obtain the necessary high performance in material handling for high rise buildings, the new LCL-560 uses modern frequency-controlled drives rated at 110 kW for the hoist movement and 80 kW for luffing movement.

"With the Comansa frequency control, not only the maximum speed with any permissible load is possible, but also ultra-low speeds in the positioning mode," the company said. "In this mode the frequency-controlled system can drive thru the zero point, without applying the brake. For more efficiency of the system and a comfortable feel of the load, the control lever will automatically adapt its full control range to the given loads."

For high-rise buildings, the drum of Comansa's new 110 kW hoist winch has a standard cable capacity of 610 meters. The maximum load of this crane is 18 metric tons in single line and 36 metric tons in double line. Used in single line pull with a maximum capacity of 18 metric tons, the crane will be able to reach construction heights of 550 meters.

Comansa has designed a system that allows the luffing rope pre-installed on the sheave blocks. The crane is delivered from the factory with all the reeving from the luffing mechanism mounted on the pulley blocks.

"The great advantage is the fast installation of the luffing rope, as everything arrives at the jobsite already The Potain MR 229 is the first luffing jib crane to feature Manitowoc's Crane Control System.

Potain

MR 229 top-slewing crane

CAPACITY OF CRANE: 15.4 US tons MAIN BOOM LENGTH: 180 feet FIXED JIB LENGTH: 2.98 US tons

pre-mounted," the company said.

Top slewing models

Late last year, Potain launched the MR 229, the first luffing jib crane to feature Manitowoc's Crane Control System (CCS). CCS maximizes lifting performance, increases flexibility, improves ergonomics for the crane operator and decreases commissioning times. The system also allows quick and easy activation of Potain Plus from the cab via joystick control, which maximizes load curves for cranes while optimizing lift speeds, delivering unbeatable productivity, Potain said.

The Potain MR 229 is also equipped with the new Potain CONNECT telematics system, which offers remote diagnostics, advanced analytics and fleet management to boost uptime and machine utilization.

The MR 229 crane can lift up to 15.4 tons and has a maximum jib length of 180 feet. It also offers a choice of hoists,

including the 110 HPL 35, from the High-Performance Lifting range, which can reach speeds up to 679 feet per minute.

The speed limiter gives increased precision by recalibrating controls so bigger joystick movements deliver restricted responses from the mechanisms, making it a great feature for operations requiring high accuracy. The speed limiter can be adjusted in increments of 25 percent.

Manitowoc has expanded its Potain MDT City crane line with the MDT 159 topless tower crane. This crane, with a capacity of 6.6 tons, fills the gap between the MDT 139 and MDT 189 models. With a maximum jib of 201.1 feet, it is suited for small to medium-sized building projects of up to 10 floors and has been specifically designed for use on tight urban jobsites.

The topless concept reduces the clearance needed for other cranes passing overhead or underneath. Just three containers are needed to transport the crane's full upper section, making it easier to move it on and off the jobsite.

The MDT 159 features two new trolley systems, one with permanent four falls and one with an automatic reeving system. The DMP trolley is simple, economic and easy to maintain. The permanent double reeving means no adjustment to the ropes is needed onsite and the crane's maximum capacity of 6.6 tons is permanently available. The DMP trolley offers a 1.6-foot greater height under hook compared to the SM/DM Quick Lock alternative. The chief advantage of the SM/DM Quick Lock trolley is its ability to automatically change reeving at the flick of a switch.

Jaso low top

The Jaso J390 low top crane is a revolutionary heavy lift solution that features a modular design and was designed to combine power, efficiency and safety, Jaso said. The J390 low top crane has a maximum load capacity of 24 metric tons.

The J390 offers a tip load of 3.8 metric tons and boom lengths ranging from 30 to 75 meters. The boom length can be adjusted in 5-meter increments.

With a maximum 19.9-meter swing radius, this crane excels in tight spaces where maneuverability is crucial. A 15.3-meter radius option is provided for boom lengths up to 45 meters.

Before the end of 2023, Jaso will unveil

Jaso J638PA low top MAXIMUM CAPACITY: 32 tons MAXIMUM TIP CAPACITY: 7.2 tons at 65 meters

Before the end of 2023, Jaso will unveil the J638PA, a new luffer crane that was specifically designed for the U.S. and Canada markets, among others.

the J638PA, a new luffer crane that was specifically designed for the U.S., Canada and Eastern Territories (Asia and Oceania), featuring exceptional freestanding heights, streamlined for international transport (everything fits

within high cube containers) and boasting impressive load charts and tip load capabilities, Jaso said.

Liebherr's latest

The Liebherr 195 HC-LH 6/12 can hoist up to 2,550 kilograms at the jib head at its maximum radius. The hydraulic luffing jib crane achieves these values when combined with the climbable 16 EC tower system with dimensions of 1.6

A prototype of the
195 HC-LH 6/12 was
revealed at Bauma 2022
and first models should
start shipping early in 2024.

Liebherr

Liebherr 195 HC-LH 6/12 luffer

MAXIMUM CAPACITY: 12,000 kg
MAXIMUM RADIUS: 55 meters
MAXIMUM TIP CAPACITY: 2,550 kg

by 1.6 meters. The crane has a very small footprint and can be transported easily to the jobsite.

In addition, the hydraulic luffing jib crane was designed to be easy to erect. The very small out-of-operation setting and the facility to control it using the popular Litronic assistance systems such as Micromove, the operating-range limiting system and level luffing are state of the art, Liebherr said.

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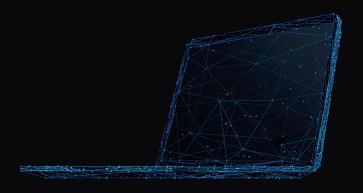
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Precision planning

Mike Beres discusses the process of engineered rigging.

hen it comes to a heavy lifting project, be it at a construction site, industrial plant or bridge build, there is much at stake. The safety of the crew, the value of the load, the project schedule and budget are just a few of the considerations that must be safeguarded.

The expertise of an engineering team and a proper lift plan are essential to mitigating the risks that are inherent in every project. Well in advance of moving any massive item, engineers must account for numerous factors when creating a lift plan including the equipment, technology, labor, site constraints, safety, local regulations and more. Using careful analysis and computer simulations, an engineering plan identifies every minute detail of the lifting project.

Investing the time to systematically consider and plan for every element of a project helps prevent costly errors and

downtime. In addition, the engineering plan ensures that all personnel involved understand their role, project budget and schedule – while simultaneously optimizing site safety. The planning process also enhances communication among the numerous stakeholders which often results in synergies and efficiencies.

"By bringing everyone together in the infancy of a project, you dedicate time to explore and analyze every facet of the lift," said Christopher Cox, PE, co-founder and president of Engineered Rigging.
"It's during this collaborative period that creative problem-solving occurs and cost savings and synergies are discovered."

Engineering is the lens by which we look at the details to determine if a project can be done safely and in a cost-effective way. While most consider an engineering team to be the school-trained engineers, it is becoming more popular to think of project engineering as the larger team of project

manager, field personnel and engineering, which allows for many perspectives to shape the engineering solution. Although project scopes have become larger and technology enables one to say yes to almost any size of lift, it is up to the engineering team to create a solution that falls within the realm of possible and also within budget.

Equipment decisions

When considering a project, most companies approach it with a goal of utilizing existing equipment. The benefit of using existing equipment is that the physical parameters are well-established. In general, when existing equipment can be used, the job is more economically feasible. Models of equipment in 3D CAD format, load charts and other engineering data are compiled to make it easier and more efficient to put these tools to work. The less hours that are spent on recreating a solution, the more can be spent on details, project parameters and thinking through load cases.



In many cases, the existing equipment will not be enough to fit all aspects of a job. Innovative engineering teams will provide a healthy mix of standard tools with a blend of custom action accessories to solve an application challenge. In many cases placing an engineering team near either an "in-house" fabrication capability or a close external source allows for quick decisions on what type of custom product is feasible to add without potential for outrageous cost adders.

Of course, just because it can be done doesn't mean it should. Most engineers, given enough time, can design tools to work for the job. The goal of the engineering team, which may include engineers and non-engineers alike, is to come up with a safe, efficient and costeffective way to solve a problem. The challenge to the engineering team during all phases is to simplify the problem into smaller blocks and utilize tools and experience to effectively predict the details needed to overcome variables present on lift day. Utilizing tools such as SOLIDWORKS and Autodesk Inventor allows the engineers to replicate the workspace and use that as a solid visual

Highly engineered solution

When two 65-ton feedwater heaters needed to be removed and replaced at a nuclear station, multiple challenges had to be considered: tight tolerances, an overhead bridge crane without enough clearance under the hook, proximity to online power cables, multiple contract services teams and critical path shutdown timelines. Engineered Rigging developed a preliminary concept while its project team analyzed potential conflicts.

A 3D laser scan of the facility was completed and field verification was performed to determine the actual site measurements of the work area. The scan offered the metrology inputs for uploading to SOLIDWORKS 3D software, which allowed engineers to study the requirements of the lifting concept for overall feasibility.

A process and sequence of functions was analyzed, and calculations were used to recommend the specific lift equipment. To accommodate the existing overhead bridge crane, a Temporary Lifting Device (TLD) would have to be designed-built atop the crane's girders. A trolley frame was engineered and designed to work in the x, y and z axis with precise movement, allowing remote operation and control during the lift. Strand jacks on the TLD provided the lifting technology in the "z" direction and strand jack pump auxiliary ports were used to control ancillary trolleys and shift cylinders in the "x" and "y" direction. The strand jacks met the capacity and single-failure-proof system specification for the utility company's rigging and handling safety requirements.

Metrology was used to complete a 3-D animation that allowed for improved safety coordination on-site. The TLD, other lifting accessories, and all project drawings were modeled in AutoDesk Inventor while MathCAD was used to provide calculations for the third-party engineering consultant. FEA analysis was performed on all components, the building structures and the lifting devices throughout the modeled lifting procedure. Engineered Rigging performed load and function tests at its fabrication yard.

The engineering process provided a clear path for going from concept to completion, and the project was completed safely and on-time. The removal and installation process went smoothly, saving the utility company time and money. This project also helped improve the plant's safety record.



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handout to define, and later refine, a solution.

Leveraging technology

Computer drafting in 2D and modeling in 3D allows the expansion of the engineering team to project managers, site superintendents and technicians who add valuable input to the process. Additionally, on occasion these models will be further refined in 3Ds Max and other applications to create a fully modeled video of the lift over time.

These models can create confidence in a project team when new technologies are developed or existing technology is used in a non-standard way.

To draft a concept for a particular application, engineers use modeling software to create a form/fit/function solution all the while checking basic calculations on the gear in the background, using programs such as Mathcad, RISA and even Excel. Likely, a well-worn copy of the Machinist's Handbook is nearby.

FEA software built into the 3D modeling software is often used as a quick check on stresses, verifying that a component being

The more equipment that can be repurposed, the more economical the outcome.

used for a lift such as a beam, lifting eye or perhaps something more custom is up to the other demands of the application. This FEA work, while strongly indicative of the go/no go of project stresses using highly visual color coding, is subject to the experience of the engineer involved and, in most cases, followed by engineering calculations documented in Mathcad or another calculation program. The engineer, using the tools available in his toolbox, evaluates suitable load conditions removing doubt as to the validity of the engineered project solutions.

Once a solution is developed, it is again reviewed by the cross-functional engineering team for feasibility. The last thing the project team wants at this point is a solution that requires the last bit of "unobtanium" left on the planet or a large order of metric T1 plate. A practical hat is put on for these occasions during which a trained eye changes sizes in drawing for those more readily available or perhaps in line with existing equipment in the yard. The more equipment that can be repurposed, the more economical the outcome.

Before a plan can be implemented, the structural plans and processes need to be carefully reviewed. Load tests need to be conducted to ensure the selected equipment will operate as intended. In addition, feasibility and video simulations are often run to ensure that the plan can be safely executed and unexpected surprises can be avoided.

On site, several steps must occur before the lift begins. All involved need to carefully review the detailed plan, verify equipment functionality and component integrity and vet procedures.

By investing the time to develop, test and implement a detailed engineering plan, risks can be mitigated, deadlines can be met, safety can be optimized and cost savings can be realized. The return on investment is immense.



JBCM

January Board & Committee Meetings

January 7 - 10 Hacienda Del Mar Cabos Cabo, Mexico





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February 20 - 22 Westin Galleria Houston Houston, TX



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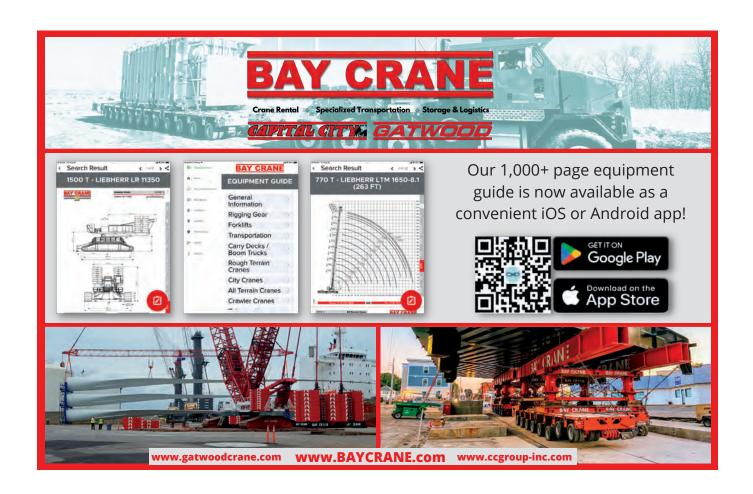


Crane & Rigging Workshop

September 24 - 26 Renaissance Phoenix Glendale Hotel Glendale, AZ



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Complicada grande transportar Barnhart's first haul

Barnhart's trailer, with a subcontractor's trucks, hauls the load though the San Luis Rio Colorado commercial border crossing.

into Mexico involves 10 huge loads that originated in Yuma, AZ.

One of the generators is offloaded to its final location at the San Luis Rio Colorado.

the largest one being the sheer size of the

loads. One such haul turned out to be the

one of the biggest trailer configurations

Transportation had permitted through

their state. For the longest cargo, the

that the Arizona Department of

or their maiden haul to Mexico, Barnhart Crane & Rigging certainly didn't start out small.

Barnhart's Los Angeles branch was hired to offload, transload and haul 10 pieces of cargo from Yuma, AZ to Mexicali Gonzalez Ortega, Mexico and San Luis Rio Colorado, Mexico. The cargo consisted of six 710,000-pound generators and four 478,000-pound gas turbines.

The components were received via railcar in Yuma, AZ and offloaded using 600-ton capacity J & R Engineering gantries and a 16-line Goldhofer SPMT

configuration to haul the various pieces of equipment. Some loads even exceeded an impressive one million pounds in total combined weight.

The crew faced significant challenges,

system. Barnhart utilized its GS800 trailer

convoy was 320 feet long, including trucks and trailers.

Mexico jobsite.

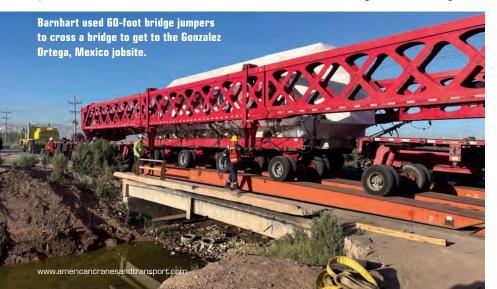
Border relations

Then there was the issue of coordination with the border control agencies on both the U.S. and Mexico borders. Customs agents on both sides came together to assist the Barnhart team with the crossing of this massive trailer. It was no small feat to be moving a trailer of this size through a commercial border crossing.

Once inside Mexico, the Barnhart team traveled through San Luis Rio Colorado and Mexicali to their destinations.

En route to the Gonzalez Ortega project site in Mexicali, the convoy encountered a bridge that couldn't handle the millionpound cargo and had to be jumped with 60-foot bridge jumpers.

As of early November 2023, the crew has delivered five of the pieces, with five more scheduled to be delivered to the jobsites.









Realign your risk

How to get the most from your internal audit.

nternal auditing is often described as an independent and impartial assurance, and in many instances, is used as a premeditated consulting activity with the ultimate aim of bringing operational value and/or improvement to an organization's actions.

The goal here is to evaluate and enhance the effectiveness of risk management, control and governance procedures. In other words, internal auditing monitors the effectiveness of the internal control processes traditionally instilled by management. A quality audit will allow the business to achieve its purposes by delivering a systematic and well-ordered approach to its management systems. If

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TruckStop.com, New Plymouth, Idaho done well, it will also ensure that those systems are efficient and in compliance with relevant laws and regulations.

But due to an increasingly complex risk landscape, internal audit (IA) teams are experiencing increased difficulty in developing plans that adequately address the risks that organizational leaders around the world feel most exposed to.

Challenges have emerged or gotten steeper because of myriad forces affecting business operations and processes from COVID-19 and labor shortages to an increasingly remote workforce and technology acceleration.

In fact, in a recent PwC 2023 Global Internal Audit Study, which surveyed more than 4,600 business leaders in 81 countries, CEOs said that they consider macroeconomic volatility and inflation to be the top threats to their company for both the near and medium term. Yet, not even half of respondents said their company's IA plan has addressed those

So, why the misalignment? It likely involves a lack of communication and shared purpose. An internal audit is meant to provide management and stakeholders with information about the business, so the scope of the audit can be as broad or limited as needed. Audit tests can focus heavily in some areas while ignoring others. This flexibility, however, especially in times of emerging risk, can leave many leaders not knowing where to begin, or avoiding an audit altogether. But this is precisely the moment when both leaders and their IA teams should see the challenge as an opportunity.

Unlocking potential

In conjunction with the above study, PwC indicated that one of the easiest ways to establish alignment is to cultivate more in-depth risk conversations between the first, second and third line of the company (management, risk management/ compliance, IA team) to help break down barriers and find new opportunities

That said, according to PwC, several steps that an IA team can take the lead on include:

- Offering a viewpoint on new or draft business strategies and plans. Team members can maintain objectivity while still offering a perspective based on their cumulative experience and ability to see risk differently.
- Authoring discussion papers or presentations on emerging risk areas or topics - outside of regular audit reports - that can offer an early warning or spark discussion.
- Summarizing findings from multiple audit reports into broader root causes and themes at a company level – which can also be mapped to trends in the industry.
- Bringing in expertise from first- or second-line teams, or external advisors, to broaden debates and offer other perspectives.
- Sharing materials from industry or technical sources or communities of interest, which can help highlight industry-level trends or emerging risks.
- Agreeing on value-based metrics and KPIs, which can be measured against the value they add to stakeholders.

At the end of the day, internal auditors live in a world of risk. They look for holes, inefficiencies, inconsistencies and compliance issues. Understandably, their efforts sometimes evoke anxiety within resource-strapped organizations, but the value of these detailed examinations is irrefutable: by understanding and addressing risk, they help convey credibility, confidence and a competitive advantage.

And as PwC pointed out in synopsizing their study: with improved engagement, and a willingness to see risk differently, organizations can unlock the potential of IA, and better focus on the specific things companies can do to address the threats that today's CEOs are most concerned about.



CHIEF EXECUTIVE OFFICER Joel Dandrea 5870 Trinity Parkway, Suite 200 Centreville, VA 20120 Ph: 703-698-0291 Fax: 703-698-0297



SC&RA advocacy wins come early and often in 2023.

Extremely

n the pursuit of improved safety, efficiency, productivity and profitability for SC&RA member companies, the Association advocates throughout the year on the industry's behalf to state and local officials as well as worldwide governing bodies and policy makers. As a result, SC&RA member companies benefit from exemptions in regulation, improvements in state and local permitting and consistent representation across a diverse range of industry topics.

"From thirty thousand feet, our advocacy initiatives never stop," CEO Joel Dandrea said. "And because the regulatory process often moves slowly, we maintain ongoing dialogue with our members, committees and our board of directors to constantly identify priorities and effectively serve as the voice of the industry."

Acknowledging that 2023 was an extremely productive year for SC&RA, Dandrea pointed out that, among a robust list of victories, SC&RA played a key role as part of a team contracted by the Federal Highway Administration to implement supply chain resiliency strategies during and after natural disasters for a nowcompleted guide.

"We also weighed in with a broad industry coalition and signed onto a letter in July encouraging the Biden

Administration to help avoid a UPS strike that had the potential to cripple the national supply chain," he said.

Moreover, Dandrea recognized that the Foundation (SC&RF) delivered a completed draft of its much-anticipated Public Benefits Analysis Report, which will help support SC&RA's advocacy strategy moving forward.

And on the membership side, he was quick to mention that the Association retained over 92 percent of its members from 2022, and by the looks of member

engagement in 2023, member loyalty and interest continues to meet and exceed pre-pandemic numbers.

Jason Bell, Director, Membership, agreed. "A great example: we saw a hundred and eighty first-time attendees at the Workshop in September. I think everyone is hungry for new business and, across generations, people are understanding the total value that utilizing an SC&RA membership brings."

Of note, said Bell, "Coming up, something members will want to pay attention to is that we've overhauled our awards program. The questions and the requirements will stay the same, but the process to submit applications should improve significantly. Members will see that process open for 2024 awards on January first, and we encourage all members to apply for the appropriate awards for their business.

Necessary changes

Notable wins for SC&RA on the crane and rigging side were steady throughout 2023. Through its participation in the Construction Industry Safety Coalition, the Association was signatory to formal comments submitted to OSHA on the "Use of Leading Indicators." The

Within a busy year on the crane & rigging side for 2023, SC&RA was also busy developing resources addressing key safety issues, including best practices for tower crane procedures, a boom dolly safety e-learning module and a resource focusing on supporting materials for mobile cranes.





comments urged OSHA to recognize the impact on small businesses and to develop/create tools that can be applied across industry regardless of jobsite size and different construction sectors.

At the international level, SC&RA, along with the Association of Equipment Manufacturers (AEM), hosted the International Crane Stakeholders Assembly in March, and not only examined global industry issues like cyber security and the right to repair, but agreed to develop new guidance documents addressing crane operations around powerlines, asymmetrical outriggers, lift planning and training of personnel.

According to Beth O'Quinn, SC&RA Sr. Vice President, Crane & Rigging, SC&RA worked with AEM and the National Commission for the Certification of Crane Operators in writing letters to the Virginia General Assembly in opposition to H.B. 1392 and S.B. 840 - which would have created unnecessary regulations on crane activities in Virginia.

"Ultimately, we established the language proposed in this bill was in direct conflict

productive year



Earlier in the year, the Specialized Transportation Symposium offered attendees the rare up-front and personal chance to engage with state and regional officials.

with ASME [American Society of Mechanical Engineers] standards that have long been the national safety standard for the industry," she indicated. "Specifically, the language proposed adding new roles, 'Safety Engineer' and 'Project Manager', that are not identified in the ASME B30 standards. (Both the Virginia Senate and House have now passed this issue by indefinitely.)

On the Hours of Service (HOS) front, O'Quinn pointed out that the five-year exemption (through 2023) SC&RA had previously acquired from FMCSA for the 30-minute rest break for drivers operating mobile cranes with a rated lifting capacity of greater than 30 tons is no longer needed. "The agency heard our concerns and made necessary changes to the regulations that no longer necessitate an exemption," she said. "However, SC&RA's separate exemption for permitted loads remains in effect until 2025."

O'Quinn also explained that SC&RA committees and task forces have been busy in 2023 developing resources addressing key safety issues including best practices for tower crane procedures, a boom dolly safety e-learning module and a resource

focusing on the types and selection of supporting materials for mobile cranes. Additionally, the Understanding Mobile Crane Bare Rental Agreements guide will be available by the end of the year.

Paying off

On the transportation side, SC&RA sponsored and attended the annual Trucking Association Executives Council meeting in Rhode Island in July. The organization, constituted by the executives of all 50 state trucking associations, enables SC&RA to build grass-roots coalition support nationwide with bootson-the-ground efforts in individual states.

The Association also filed comments to the Federal Register in support of FMCSA's changes to its CSA Safety Management System policies, noting that while industry remains concerned at the pace of federal rulemaking, the specific changes to SMS are welcome as a more accurate and equitable way to report the safety performance of specialized carriers.

And harmonization remained a key focus throughout 2023, said Chris Smith, Vice President, Transportation. To that end, he pointed to a Permit Policy Committee meeting in 2022 that prioritized five states that require more attention than others. "We still have our national permit harmonization and automation campaigns, but from that meeting, we thought we could make significant progress this year in Massachusetts, Utah, California, North Carolina and Iowa."

According to Smith, Iowa didn't disappoint. "The Iowa Legislature unanimously passed legislation to give the state DOT the flexibility to waive some of their permit rules for emergencies as well as special economic projects."

While Massachusetts is still a work in progress, he added, "SC&RA hired full-time lobbyist, Mark Malloy, who continues to build a coalition of both SC&RA member and non-member companies looking to overcome the state's low 130,000-pound superload permit threshold."

Smith acknowledged that California remains one of the few states left without an auto-issue permit system - but a



SC&RA members have continued to host productive in-person industry roundtables with Oklahoma DOT and Colorado DOT during major SC&RA and WASHTO 2023 events.

productive meeting in Carlsbad with the joint California DOT (Caltrans) and California Trucking Association's Permit Advisory Committee has him optimistic that an active program will soon be in place to ultimately push them forward. Similarly, while North Carolina got off to a rocky start with its new system, things appear to have evened out more recently.

As for Utah, Smith confirmed. "The issue there is regional. Utah, Colorado and Oklahoma do not permit nine-axle trunnion-style trailers the same 60,000 pound-per-axle weight limit as longer tridem configurations. However, utilizing momentum from a 2022 live trunnion demo for UDOT bridge engineers in Salt Lake City, our members continued to host productive in-person industry roundtables with ODOT and CDOT during major SC&RA and WASHTO 2023 events."

Smith noted that the Permit Policy Committee met again this summer. "We haven't picked a new top five," he said, "but we're going to survey all SC&RA members about pain points in any state, and then use that feedback to prioritize the next list."

Looking ahead, Smith is excited about the upcoming Specialized Transportation Symposium (February 20-22, Houston, Texas).

"It has become the forum for government and industry to meet and work together," he stressed, "and I don't know how we would have these recent successes without the consistent growth of this event, and the relationships and collaboration it produces."





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Say cheese!

The myCCO platform will now include photos.

CO is thrilled to add candidate photos to myCCO. This new feature allows candidates to manage their own photos and eventually will allow employers to have a higher level of certainty when verifying certification, as those photos will appear in the Verify CCO Online (VCO) system later this year.

myCCO Portal users are able to take or upload a passport-style photo directly into myCCO. CCO will use this photo for ID verification purposes, CCO wallet cards and to display in the user's myCCO profile and the Verify CCO Online (VCO) system before the end of the year.

All myCCO Portal users will be asked to take or upload:

- 1 A passport style photo of themselves This photo will be stored in their record and used on their CCO wallet card and in VCO.
- 2 Their valid government-issued ID (driver's license or passport) The ID

All current myCCO
Portal users will see a
message indicating that
they need to upload or
take a photo. All myCCO
users are encouraged
to upload their photos
and validate their
identities as soon as
possible.

will be used to ensure the uploaded photo is of the individual who created the account. Once verified, the ID is permanently deleted from CCO's system.

Photo management has been optimized so that myCCO users can take pictures from a desktop with a webcam or even their cell phone or tablet. Guidance documents showing photo and ID requirements for taking both an individual photo and a photo of the ID

CCO Photo Submission Guidance

Acceptable



· No hat or sunglasses

Streamlining the credentialing processCertification cards

including:

are available in the portal.

benefits from moving the photo submission process

Users will see numerous

may be issued without waiting for pictures to be submitted by testing personnel.

■ Higher level of verification through VCO – Adding photos to VCO

greatly enhances the credential verification process.

- Verifiable certifications through myCCO Users can proudly display their certifications and photos from within myCCO.
- Streamlining the testing process Testing personnel no longer need to take and submit photos of candidates.

Options for written exams

CCO now has three options for taking written exams: Online Proctored Testing (OPT), Test Center Testing (TCT), and Event Online Testing (EOT). All these methods of test delivery offer:

- Easy and fast online application
- No late application fees
- Quick and simple online scheduling
- No rescheduling fees
- Switch between testing options easily and at no cost
- Immediate score reporting *

*A preliminary score will be available immediately. Results are subject to review and approval following standard testing protocols.

The same exam delivery platform is used to administer all written exams, so the look and feel is nearly identical no matter which option is selected. Exams that require supplements (e.g., load charts) or calculators have these available on-screen. In place of scratch paper, candidates may use a physical whiteboard/dry erase board up to 8.5-inch by 11-inch or an

on-screen whiteboard that is built into the exam. See how the testing platform works at www.nccco.org/ESOdemo.

For additional details on each testing option, the demo video and computing and testing space requirements, go to www.nccco.org/written.

All necessary references and resources are incorporated into the delivery platform, so all modalities have a similar look-and-feel.

PPT sunsetting

Effective January 1, 2024, paper/pencil testing (PPT) will no longer be a standard option for taking CCO written exams. Starting in January PPT will be available as a variance only. This means that PPT test administrations may be approved only in very limited circumstances when test site and area restrictions prohibit all other testing modalities. PPT test administration timelines will remain the same. This means that sites will need to plan a month or more ahead of time to arrange for a test administration and get approval from CCO. PPT candidates will still need to be registered at least two weeks prior to the exam date and wait up to three

weeks to receive their exam scores. While PPT exam fees had been discounted in the past, as PPT moves to a variance-only modality in 2024, the discounts will no longer apply. For a complete list of CCO exams and their 2024 fees, visit: www.nccco.org/2024fees.

2024 January 7-10 SC&RA January Board & Committee Meetings Hacienda Del Mar Cabo, MX scranet.org

January 23-25 PowerGen International New Orleans Convention Center New Orleans, LA powergen.com







JOHN GARRISON.

chairman and



Bishop Lifting has appointed TODD STEWART national business development manager for the crane and infrastructure markets.

Stewart previously worked at Wireco, and most recently with Verope.

GREG BALLWEG has retired from **Kobelco Construction Machinery**

USA. "For 35-plus years, Greg dedicated an unwavering passion and expertise to our Kobelco family," the company said. "Greg

was one of the cornerstones on which the Kobelco brand was built and he will be truly missed."



Stafford Crane appoints COO

Stafford Crane Group announced that Jennifer Meadows has been promoted to chief operating officer. In 2007, Meadows became the first non-Stafford family employee of the company and, since then, has been instrumental in helping the company grow from a fleet of five cranes to a fleet of over 100 cranes and hoists

today, with its own tower crane manufacturer, Soima, in Portugal.

In a comment on the company's announcement, Patrick Stafford, president, said Meadows is the true essence of a great employee that knows how to take pride in their profession.

"It was easy to grow and control this business with



Jennifer Meadows

you as our first employee and leading the way for the last 18 years," wrote Stafford.

Stafford Crane Group is a worldwide provider of lifting services and equipment headquartered in Phoenix,

MyCrane names U.S. president

Online crane rental platform MyCrane has appointed Jason Brough as president, USA, to lead its growth in the United States. Based in Birmingham, AL, Brough will use his extensive industry expertise in revenue generation, project management and sales and marketing to drive take-up of the world's first online crane



Jason Brough

rental service in the USA, the company

In the last 30 years Brough has held various fabrication, construction and

commercial roles. This included serving as business development director for engineering giant Mammoet in the Gulf Coast of the USA,

Zach Olsen

where he was engaged in large capital projects within energy, petro-chemical, LNG, mining and metals.

"Jason Brough brings a wealth of experience to our USA team and with his extensive connections, both domestically and internationally, I am confident that he will boost our presence in such an important market," said Andrei Geikalo, founder and CEO, MyCrane.

Disen joins Superior Rigging

Superior Rigging & Erecting has named Zach Olsen as its COO. With over 18 years of experience in construction management and a history of successful projects, Olsen brings a unique blend of leadership and experience to his new role, the company said. Olsen's career highlights

include serving as the special projects division manager at Turner Construction and senior project manager for the State Farm Arena renovation in Atlanta. He was



project manager for the Clemson University Littlejohn Coliseum renovation, and project engineer for the University of Georgia Veterinary Medicine Learning Center. He was a

business development engineer and cost engineer.

"The addition of Zach to the Superior team is a testament to the lasting relationships we build in this industry," said Patrick Lewis, CEO and president, Superior Rigging. "His wealth of experience and commitment to excellence make him an ideal leader for our team. We are eager to see the positive impact he will bring to our operations."



HARRY "SCOTT" SMITH, 1954-2023

Harry "Scott" Smith, 69, of Winfield, WV passed away on October 24, 2023. He was born on August 8, 1954 in Hagerstown, MD.

Smith's extensive contributions in the crane and lifting industry span over four decades, enjoying success with Grove, JLG and Terex prior to joining Manitex in 2013 as manager of industrial crane sales. He we customer focused, driven and dedicated to his customers, sometimes driving 1,000 miles one-way to support a customer in need. Smith's dedication

and passion for the industry was recognized by many. In addition to his parents, he is survived by his daughter: Ashley Schmid (Ronnie); granddaughters: Luci and Rori all of Ocean City, NJ; sisters: Carla Hammond (Steve) of Elizabethtown, PA and Kendra Miller of Hagerstown, MD; and girlfriend: Amy Shupe of Winfield, WV.

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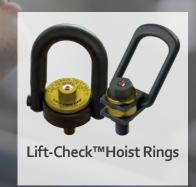
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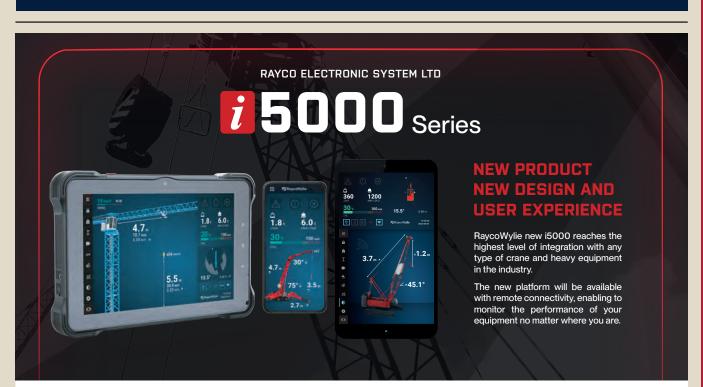


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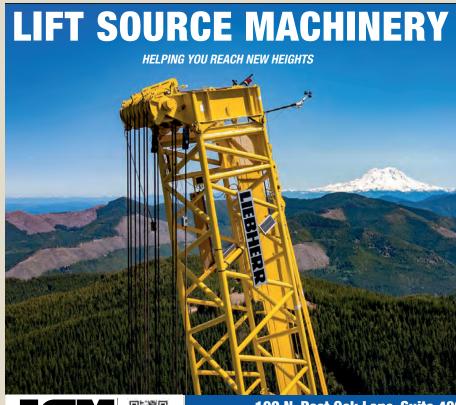
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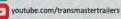




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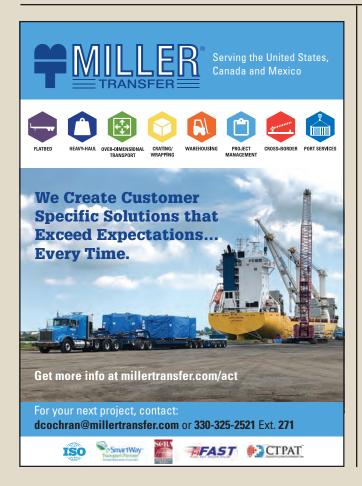






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Evolving.

After four years, the Legendary column is evolving. Look for our back page Milestones column starting in January 2024.

e started the Legendary column in January 2020, with the idea of covering legendary people, machines, jobs and equipment. While we in no way have run

out of subject matter, we are refining the Legendary column to cover more of what's happening, rather than what has happened.

The Legendary column has been a joy to research and write, and it has given us the opportunity to walk down our industry's memory lane to cover truly epic subject matter. The decision to evolve this column came as a result of the need to cover what has happened, what is happening and what may happen. Our thought process was to broaden our scope of coverage and to give the column a larger umbrella.

We came up with the idea to call the column Milestones. Our goal is to cover news and events that make a difference

in our industry. We actually had to go back to the dictionary to define our thought process. According to a definition from Oxford

Languages, a milestone is an action or event making a signification change or stage in development. This happens all the time in our industry, and we intend to

cover large and small milestones. And we are inviting our readers to tell us about their milestones - whether they involve the purchase of a new equipment, new jobs, new people or new initiatives. Anniversaries are milestones, opening new facilities are milestones and making

Over the last four years, the Legendary column has covered many legendary events, people, jobs and machines.

new lifts and heavy hauls - they are all milestones. And many of them count as legendary as well. So we will still cover

legendary topics in this









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